



## THE GLOBAL BUSINESS INNOVATION PROGRAMME Canada – Biomanufacturing of Advanced Therapies

### The Global Business Innovation Programme (GBIP)

Organised by Innovate UK and delivered by Innovate UK EDGE, this GBIP consists of a preparation phase, 5-day innovation visit focused on Biomanufacturing of Advanced Therapies in Canada (Toronto and Vancouver), a post-visit exploitation workshop and support of approximately 12 months from an Innovate UK EDGE Innovation and Growth Specialist, helping your business maximise the opportunities identified, including developing innovation projects with partners in the territory.

Innovate UK is committed to ensure that anyone, from any background, has an equal opportunity to be successful.

**Focus Areas:** Following the successful virtual inward visit from Canada in October 2021, the opportunities are evident for bilateral development and collaborations between UK and Canada.

This programme is particularly relevant for biomanufacturing businesses developing the following technologies, but not limited to:

- Manufacturing of cell therapies such as stem cell, natural killer (NK) cells, T-cell, and other engineered cell therapies
- Manufacturing of gene therapies using viral, and non-viral vectors
- Vaccine manufacturing
- Manufacturing of regenerative medicine

**Why Canada:** This GBIP will visit Toronto and Vancouver - both cities have excellent ecosystems for biomanufacturing of advanced therapies. Toronto hosts 9 teaching and 23 affiliated hospitals and benefits from being in the heart of MaRS Discovery District which is Toronto's urban innovation hub. Vancouver is home to leading academic institutions hosting spinouts and incubators.

### Benefits:

- Explore and gain further insight into the advanced therapies commercialisation landscape in Canada.
- Gain a better understanding of the challenges and opportunities of doing business in Canada.
- Find potential innovation collaborators and partners and develop your network in the UK and globally.
- Improve your company value proposition to international partners and investors.

### KEY DATES: (Subject to change)

Applicant Briefing:  
1 March 2022

Applications close:  
31 March 2022

Pre-Visit  
Workshop:  
19 May 2022

Innovation Visit:  
6-13 July 2022

Exploitation  
Workshop:  
October 2022

## WHAT TO EXPECT:

The Global Business Innovation Programme is structured around three main phases and each business will have a designated Innovate UK EDGE Innovation and Growth Specialist to support them for the duration of the offering, including developing an action plan to capitalise on the opportunities identified. The three main phases of the Global Business Innovation Programme are: -

- **Getting ready for the market:** Pre-visit briefing workshop to build knowledge and understanding of the market and potential opportunities, including how to do business, cultural aspects, how to protect your IP and training on how to improve your pitch and articulate your value proposition. (1 day workshop)
- **Visiting the market:** Explore the innovation opportunities first-hand through meeting with key companies and research organisations and potential collaborators and partners through pre-arranged meetings and organised matchmaking. (5 days of market related activity)
- **Exploiting the opportunity:** An exploitation workshop and one-to-one support from an Innovate UK EDGE Innovation and Growth Specialist to follow up and take advantage of the opportunities identified. (1 day workshop and working with an Innovate UK EDGE Innovation and Growth Specialist).

## INNOVATION VISIT – EXAMPLE ITINERARY (subject to change):

Date	Activity
6 July 2022	Depart for Vancouver
7-8 July 2022	Visit the Vancouver innovation ecosystem including opportunities to pitch for R&D collaboration funding and B2B match meetings
9 July 2022	Depart Vancouver for Toronto
10-12 July 2022	Annual Conference: Synergising to New Heights in Health <a href="https://am2022.termis.org/">https://am2022.termis.org/</a>
13 July 2022	Depart for UK

## TO APPLY FOR THIS INITIATIVE, YOU MUST:

Be a UK based innovation-led company with ambitions to grow and internationalise.

Be a company with fewer than 500 employees.

Be able to attend and complete all activities.

**WHAT IS THE COST?** Innovate UK and Innovate UK EDGE will fund and organise flights, accommodation, in-market travel, and conference fees for successful applicants. Innovate UK will also pay for any reasonable adjustments throughout the initiative. Only one representative from each company will be funded. On acceptance to the initiative a commitment fee of £500 will be obtained from each delegate, which will be refunded on completion of the full activities and agreed action plan. Non-completion after formal acceptance may result in forfeiting some or all the commitment fee.

**HOW TO APPLY?** The Global Business Innovation Programme has a competitive application process where only the best applications will be successful following an evaluation process. All applications must be made online through the Innovate UK EDGE website and received no later than 31 March 2022. All applicants will be notified from 12 April. Innovate UK is committed to improving the diversity of who we support. As such, we welcome applications from under-represented groups.

## ADDITIONAL INFORMATION & ASSISTANCE:

Please note: Successful applicants will be expected to fully comply with any conditions of travel to Canada as well as any local regulations on face covering and social distancing. As such, you might be required to provide proof of vaccination, valid travel medical insurance and/or a negative COVID-19 test ahead of travelling to Canada. The safety of our delegation is our top priority. COVID-19 mitigation measures are still being finalised. If the COVID-19 situation does not allow us to travel to the market, a virtual visit may be considered.

[Register for applicant briefing](#) on 1<sup>st</sup> March. To fill in the online application form please visit the [Innovate UK EDGE website](#). For more information, assistance with your application or to discuss accessibility needs, please contact [Lisa.Stafford@innovateukedge.ukri.org](mailto:Lisa.Stafford@innovateukedge.ukri.org).