



GLOBAL BUSINESS INNOVATION PROGRAMME

Gujarat & West Bengal, India – Foundation Industries

About the Programme

The Global Business Innovation Programme (GBIP) – Foundation Industries is organised by Innovate UK and delivered by Innovate UK EDGE. The three-phase, competitive programme, consists of a **five-day in-market visit** with India's thriving Foundation Industries landscape, and intensive pre- and post-visit training and support by our Innovation and Growth Specialists.

The programme is focused on helping your business to maximise the opportunities identified in India and provide international partnership opportunities to help you to develop your innovation and bring your ideas to commercialisation.

Innovate UK is committed to Equality, Diversity, and Inclusion and encourages people from all backgrounds to apply to participate.

Focus Industries / Sectors

We are looking for both businesses that focus on delivering sustainability solutions for the Foundation Industries (FIs) in India and UK SMEs in the Foundation Industries looking to collaborate on solutions with India. Foundation Industries are made up of the **metals, glass, paper, cement, ceramics** and **chemicals** sectors. These solutions could include:

- Sustainability enabling technologies - digital solutions, heat recovery systems, value added processes for waste streams specific to FIs
- New business models for the FIs
- New and efficient production processes for the FIs
- New supply chain models for FIs

Why India?

India's FIs are seeing growing demand for products due to the growing population, expanding market, and large-scale public-sector investments.

India's FIs face similar sustainability challenges to their UK counterparts with high usage of fossil fuels and virgin raw materials and are looking for similar solutions. Following the agreement of a 2030 Roadmap for Bilateral Relationship (with climate cooperation a key pillar) and the ongoing discussions of a Free Trade Agreement, Innovate UK has run a series of successful engagement activities with India including a lab-to-lab collaboration programme and the Global Expert Mission.

UKRI is working with the Department for Science and Technology in India on a bilateral funding opportunity in the near future.

The benefits of being involved with this in market programme include visits with well-developed innovation communities and ecosystems in India to accelerate the timelines on achieving more sustainable materials production to achieve net zero.

Benefits:

- Explore opportunities with Foundation Industries in India
- Gain a better understanding of the challenges and opportunities of doing business in India
- Find potential innovation partners to develop your network and business in the UK and India
- Improve your company value proposition to Indian partners

KEY DATES:

Applications Close	Pre-Visit Workshop	Innovation Visit to India	Exploitation Workshop
Friday 30 th September, midday	October 2022	26 November - 3 December 2022	March 2023

WHAT TO EXPECT:

The Global Business Innovation Programme (GBIP) is structured around three phases. Each participating business will be allocated an Innovate UK EDGE Innovation & Growth Specialist who will support them for the duration of the project, including developing an action plan to capitalise on the opportunities identified. The three phases include:

- **Getting ready for the market visit:** Pre-activity briefing workshop to build knowledge and a deeper understanding of the Indian market, network with other participants, and identify challenges and opportunities - including how to do business effectively, develop cultural awareness, protect your intellectual property, and improve your pitch when meeting with various potential partners in-market.
- **Visiting the market:** Explore the innovation, R&D and business opportunities in India through meetings with key companies, potential strategic partners, and relevant stakeholders (during a five-day market visit to India).
- **Maximising the opportunity:** A post-visit workshop and one-to-one support from an Innovate UK EDGE Innovation and Growth Specialist to help your business take advantage of the opportunities identified.

INNOVATION VISIT – EXAMPLE ITINERARY (subject to change):

Date	Activity
Saturday 26 th November 2022	Depart the UK and arrive in India
Monday 28 th November – Friday 2 nd December	In market programme with opportunities for B2B meetings and networking
Saturday 3 rd December 2022	Depart India to return to the 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, and any 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, 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 fees.

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 **Friday 30th September at midday**.

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 India, as well as any local regulations on face covering and social distancing. As such, you might be required to provide proof of vaccination, and/or a negative COVID-19 test ahead of travelling to India. You must have valid travel insurance covering any COVID-19 aspects.

The safety of our delegation is our top priority. COVID-19 mitigation measures are still being finalised. If the COVID-19 conditions restrict us to travel to the market, other arrangements may need to be considered for the in-market programme.

To fill in the online application form and apply, please visit the [programme page here](#).

For more information, assistance with your application or to discuss accessibility needs, please contact Innovate UK EDGE London at event.enquiries1@innovateukedge.ukri.org.