



Innovate
UK



GLOBAL BUSINESS INNOVATION PROGRAMME IRELAND – MedTech and Diagnostics

PROGRAMME DATES

Closing date for applications:
31st July 2023

For successful applicants –

Pre-visit briefing workshop
18th September 2023

Innovation visit
04th – 08th December 2023

Post-visit exploitation workshop
8th January 2024

FOCUS AREAS: We would welcome applications from innovative companies involved in developing the range of products spanning medical technologies and diagnostics. Applicants should be developing innovations aimed at predicting the onset of disease to enable earlier interventions, preventing major societal health challenges, and medical technologies aimed at improved disease management.

AREAS OF INTEREST INCLUDE:

- Cardiovascular
- Orthopaedic
- Neuroscience and Neurotech
- Genomics, Omics and Molecular Diagnostics

This Global Business Innovation Programme (GBIP), organised by Innovate UK and delivered by Innovate UK EDGE, consists of a preparation phase in the UK, a 5-day innovation visit to Ireland, a post-visit exploitation workshop and follow-up support of approximately 6 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 region.

WHY IRELAND: Home to more than 300 Life Sciences companies, numerous research centres, and multiple universities engaged in biomedical research, Ireland is a concentrated Health and Life Sciences hub. The Irish MedTech market is valued at around €12.6 billion, with an expectation of growth aligned with the following factors:

- Wider adoption of medical technology in everyday lives
- Advancements in technology that enable us to detect diseases at an early stage
- Enhancement of labour with technology

With its strategic position in the European Union and an established ecosystem for life sciences, Ireland is an ideal ecosystem for developing groundbreaking technologies in the field of health. A substantial number of Irish Life Sciences and Health companies cooperate with international or knowledge institutions.

BENEFITS :

- Explore Ireland’s medical technology and diagnostics opportunities
- Get a better understanding of the challenges and opportunities of doing business in Ireland
- 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

WHAT TO EXPECT:

The Global Business Innovation Programme brings together cohorts of up to 15 innovative UK SMEs looking to grow and scale globally. Each GBIP focuses on a specific country and technology or sector area and enables the businesses to build collaborations and partnerships and explore innovation opportunities.

The GBIP is structured around three main phases and each business will have a designated Innovation and Growth Specialist to support them for the duration of the GBIP, including developing an action plan to capitalise on the opportunities identified. The three main phases of the GBIP 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.
- **Visiting the market** Explore the innovation opportunities first-hand through meeting with key companies and research organisations, potential collaborators and partners through pre-arranged meetings and organised matchmaking.
- **Exploiting the opportunity** An exploitation workshop and one-to-one support from a specialist Innovate UK EDGE Innovation and Internationalisation advisor to follow up and take advantage of the opportunities identified.

INNOVATION VISIT - EXAMPLE ITINERARY (Subject to change)

Date	Activity
04 TH December 2023	Depart the UK and arrive in Ireland
04 TH – 08 th December 2023	In-market programme with travel throughout Ireland
08 th December 2023	Depart Ireland to return to the UK

ELIGIBILITY - To participate in this GBIP your business must be an SME and established in the UK. An individual senior person from the business will be expected to participate in all aspects of the GBIP.

THE COST - Innovate UK and Innovate UK EDGE will organise and fund flights, hotels, and in-country logistics for participants on the innovation visit to the country. On acceptance to the GBIP, a commitment fee of £500 (excl. VAT) will be obtained from each successful company which will be returned after their involvement in the GBIP activity. Non-attendance of any part of the GBIP after formal acceptance may result in forfeiting some or all of the fee. You will be sent a link to pay your deposit in order to confirm your place once you have been formally accepted on the GBIP.

HOW TO APPLY – There is a competitive process to participate in the GBIP following an evaluation process, in which only the best applicants will be successful. To apply, please complete the [online application form](#). This must be completed and submitted by midnight, 31st July 2023. Please note: expressing interest/making an application does not secure your place.

FOR MORE INFORMATION - Please contact Debbie Vance, Innovation & Growth Specialist, Innovate UK EDGE: debbie.vance@innovateukedge.ukri.org