



Innovate with us

We have the expertise for your needs

**collaborate
to innovate**

“Since collaborating with the University of Dundee
our products have gone global.”

Brian McCormack

Managing Director, Founder and Inventor
McCormack Innovation Ltd.

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“If you’re a business looking to innovate or have a particular challenge, please get in touch - we would love to work with you in finding the solution.”

Sharifa Hawari-Latter
University of Dundee



how we
can help you

The best way to innovate is to collaborate.

In today's highly competitive business environment, innovation is vital to your company's success. Product choice has never been more diverse, technology is constantly improving and customers are becoming more savvy. Businesses need an edge to survive and stand out, and innovation can provide that edge - by giving you solutions that help you to stay one step ahead of competition and market trends, whilst boosting your productivity, growth, and profits.

In this day and age, anyone can be an innovator - you don't have to be the person with the best ideas or perfect invention. All you need is passion for what you do and a desire to see beyond the boundaries, to solve complex challenges, to drive change.

But how do you innovate when you don't have the right resources in-house, such as time, expertise and skills, equipment, and funding? This is where we can help.

How we can help you

We have researchers in every field of business who work in partnership with regional companies, ventures, projects, and organisations - helping them to solve problems. When you collaborate with us, we apply the latest academic thinking to your business challenge and work with you to create innovative solutions. We have state-of-the-art facilities, resources, equipment and machinery that you can use to test, prototype, and develop new ideas and products. We also advise on and help you tap into different funding streams offered by our connections and government initiatives.

There is never a 'one size fits all' approach when it comes to innovating. That's why we listen to your business needs and have a flexible working ethos. Our extensive experience of collaborating within many different industries and with organisations of all sizes allows us to offer a bespoke partnership solution tailored to you.

In this brochure we invite you to explore the number of ways you can collaborate to innovate with us.



"We have a wide range of skills and knowledge across the University with expertise in almost every field. Solving problems is what we love to do so if you have a business challenge, please talk to us - we are very much open for business."

Dr Moray Newlands
University of Dundee

We have the expertise for your needs

Do you have a gap in knowledge or skills when it comes to improving your business offering? Are you looking to test something new or understand how your business could be enhanced by better processes, or alternative solutions?

We have some of the best researchers in the world working for us, developing innovative ideas and solutions for a wide variety of businesses. Our researchers can apply their skills and specialist knowledge to help you improve your productivity, profitability, and performance. We work across many different sectors - from artificial intelligence to zero waste and everything in between. This allows us to be interdisciplinary in our thinking when it comes to addressing complex business issues. Whichever sector you are in, we strive to offer you expertise that matches your specific needs.

We welcome partnerships from all sizes of companies, from independent businesses to SMEs right through to blue chip organisations. A business problem is never too big or small for us to solve.

“We are delighted to collaborate further with the University of Dundee and build a strong relationship of innovation and learning.”

Alan Picken

Chief Executive of IMV imaging

State-of-the-art machinery and equipment at your fingertips

Are you interested in testing a new idea, creating a new product, or improving an existing one but don't have the facilities, space, machinery, or software? We can help with research and development - by giving you access to our resources.

Our facilities have contributed to local and global studies of significance and to our reputation as a world-leading institution. We have a wide range of state-of-the-art resources relevant to many business sectors that you can access to test new ideas and/or develop prototypes and new products.

When you work with us you are in safe hands. Our advanced facilities are operated by teams of international technology experts who use the latest equipment to ensure that we deliver results that meet and surpass your expectations.

- Biological Materials
- Biological Sorting and Screening
- Molecular Analysis
- Drug Research
- Health and Behaviour
- Data and Software
- Engineering
- Imaging
- Arts and Media

Connecting you to funding opportunities

Is a lack of funding holding you back from innovating? We can advise on funding resources available to you from Scottish and UK governments, Scottish Enterprise and others, such as:

- Innovate UK
- Scottish Funding Council
- Funding bodies tasked with economic growth, including all the Research Councils
- Bridging organisations such as UKRI and Scottish Innovation Centres

We can also work in partnership with you to put a funding application together.



innovation vouchers

Innovation Vouchers

If you are an SME looking to develop new products and services or introduce new processes and systems to improve efficiency, a Scottish Funding Council Innovation Voucher* can help you bring fresh ideas to the table.

Innovation Vouchers fund collaborative projects between businesses and academia. These funds enable small and medium-sized enterprises (SMEs) to bring new academic knowledge into their business to help them innovate, develop, and grow.

An Innovation Voucher enables you to work with an academic expert in your field on a range of business purposes, such as:

- exploration of an innovative idea
- feasibility testing and proof of concept studies
- development of a new product or service
- enhancing workplace processes and practices

*Standard Vouchers provide up to £5,000 of funding and Advanced Innovation Vouchers provide up to £20,000 of match funding.

“We wanted to work with the University of Dundee because as a small business we don’t have the resources to work on projects - it allowed us to accelerate the project without having to upskill in-house.”

Erik Smyth
CEO, Ecoanalytes Ltd.

Business benefits

- 1 **De-risking projects:** Innovation can be a daunting consideration for small businesses with limited time and resources. When you engage with an academic team, they become committed to providing you with the best possible support and expertise for your project, subsequently de-risking the impact on your own resources.
- 2 **Proof of Concept/Prototype:** Innovation Vouchers can be utilised for investigating new products and can include the development of a low-fidelity prototype to demonstrate the proof of concept. This can help when applying for funds to take a new product through to commercialisation.
- 3 **Project Feasibility:** For projects in the very early stages of development (concept/idea stage), Innovation Vouchers provide a great way to fund the initial feasibility study of a project (prior to the development of a technology roadmap and detailed plan for progressing the project to the next level). This process can highlight alternative and more effective approaches to those initially planned.
- 4 **Long-lasting relationship:** For many companies, applying for an Innovation Voucher is their first experience of working with the University of Dundee. This interaction provides a greater understanding of the support, expertise, and facilities available within the University. Many companies who have collaborated with us initially through an Innovation Voucher have developed long-lasting relationships and partnerships with us.



Collaboration Story: Innovation Voucher

McCormack Innovation Ltd.

McCormack Innovation Ltd. are known for their water-soluble and 'safe to flush' products which address important everyday medical needs. Through their research journey, they saw an opportunity to expand their offering - to create an easily removable soluble wound dressing. Though there were many types of wound dressings on the market, none were secure enough to complete the task whilst being easily and painlessly removed by showering or spraying with water.

McCormack Innovation Ltd. collaborated with the University of Dundee to address this challenge via an SFC Innovation Voucher which granted access to the following:

- specialist facilities at the University
- expertise of clinicians and medical staff
- expertise of textile staff
- different materials to test and modify in a dermatological capacity
- a team of people to manage product development and prepare product for market entry

The outcomes from this collaboration are that McCormack Innovation Ltd.:

- have patented the FlushAway™ soluble wounds dressing which can be used for burns units and patients with other ultrasensitive skin conditions
- were nominated for numerous innovation awards for this product, both nationally and internationally
- were approached by large biomedical companies interested in licensing the technology
- have since developed a flushable wet wipe that is effective against COVID-19 (laboratory report shows the additives used will kill the virus)

“Our collaboration with the University of Dundee enabled us to produce products that have been major breakthroughs.”

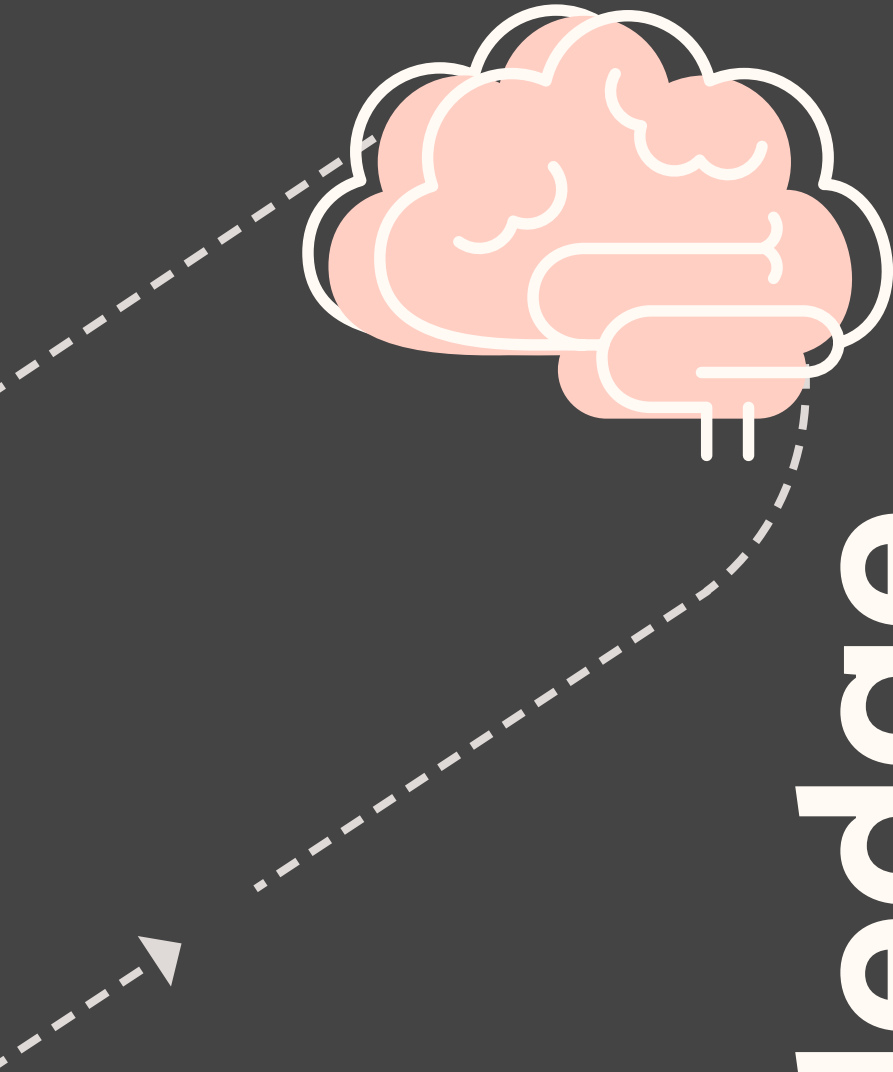
Brian McCormack,
Managing Director, Founder and Inventor
McCormack Innovation Ltd.



“This outstanding KTP project between IMV imaging and the University of Dundee has exceeded expectations.”

Alan Picken
Chief Executive of IMV imaging





knowledge transfer

Knowledge Transfer Partnerships

If you are a business, public or third-sector organisation, you can access funding to bring in new knowledge and expertise through a Knowledge Transfer Partnership.

What is a Knowledge Transfer Partnership (KTP)?

A KTP is a funded three-way partnership between your business, one of our academics and a recent highly qualified graduate. Your designated academic partner will apply their expertise to develop an innovative solution to your business challenge. They will also recruit a suitable graduate, known as an Associate, who will work for you to implement the solution.

A KTP is part-funded by a grant to support collaboration for 12-36 months, depending on the project and the needs of your business.

What can a KTP offer you?

With a KTP, your business can improve its competitiveness, productivity, and performance. You can also achieve an increase in profits, investment in plant and machinery, new jobs, and staff training, as well as maintaining a sustainable culture of innovation. We are among the best universities in the world and through collaboration, we can help you to develop a highly skilled workforce, produce innovative products and services and achieve sustainable economic growth by applying our world-class research and expertise.

Business benefits

- 0.5 days of academic support per week.
- Access to expertise not available in-house.
- Access to University facilities.
- Development of new products and improvement of existing products.
- Improving/refining existing processes.
- Introducing new processes and service.
- Increased profitability / reduction in costs.
- Substantial grant to project (67% for SMEs and 50% for large companies.)
- Full time highly qualified Graduate/Associate.
- Long-term relationship with University.



Collaboration Story: Knowledge Transfer Partnership

Rautomead Ltd.

Rautomead Ltd. is the world's leading and most experienced supplier of continuous casting technology for non-ferrous alloys. They design and manufacture machinery used internationally to deliver continuous casting of Copper Wire and Cable, Alloy Wire, Engineering Alloys, Precious Metals, Copper Magnesium, and Copper Chrome Zirconium Rod.

Their challenge: to innovate the design of existing continuous casting machinery in order to improve performance and expand alloy production capabilities.

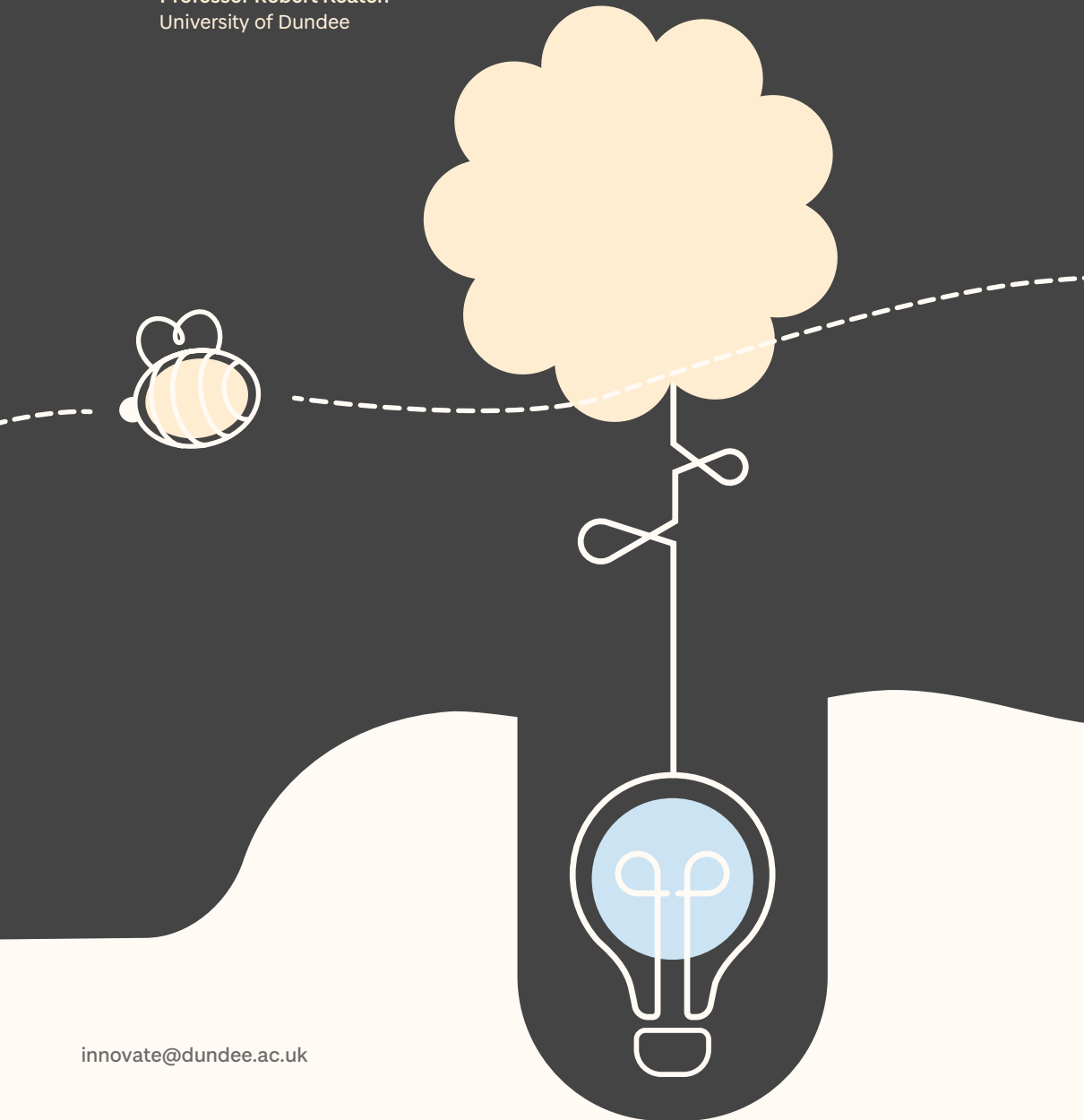
The Outcome: Through a KTP with the University of Dundee, Rautomead Ltd. had direct access to state-of-the-art laboratories and academic expertise to refine their continuous casting machinery, resulting in the development of new complex high-performance alloys.

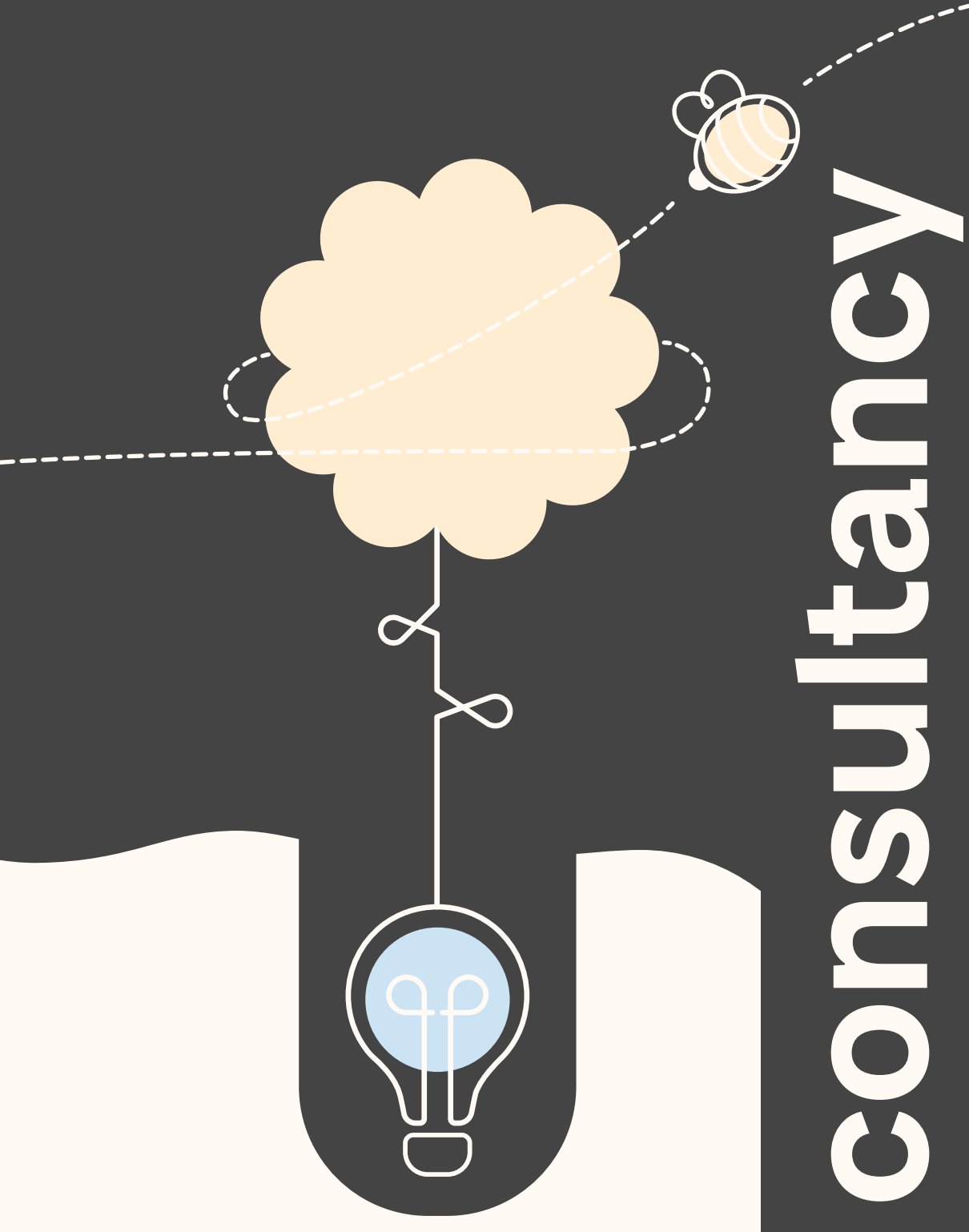
“The University of Dundee has helped us to maintain our position as market leaders in our field.”

Brian Frame,
Managing Director, Rautomead Ltd.

“We have an ideas and innovations lab which allows companies, from startups to SMEs, to come and use our facilities and expertise to develop, test and analyse new products.”

Professor Robert Keatch
University of Dundee





consultancy

Consultancy

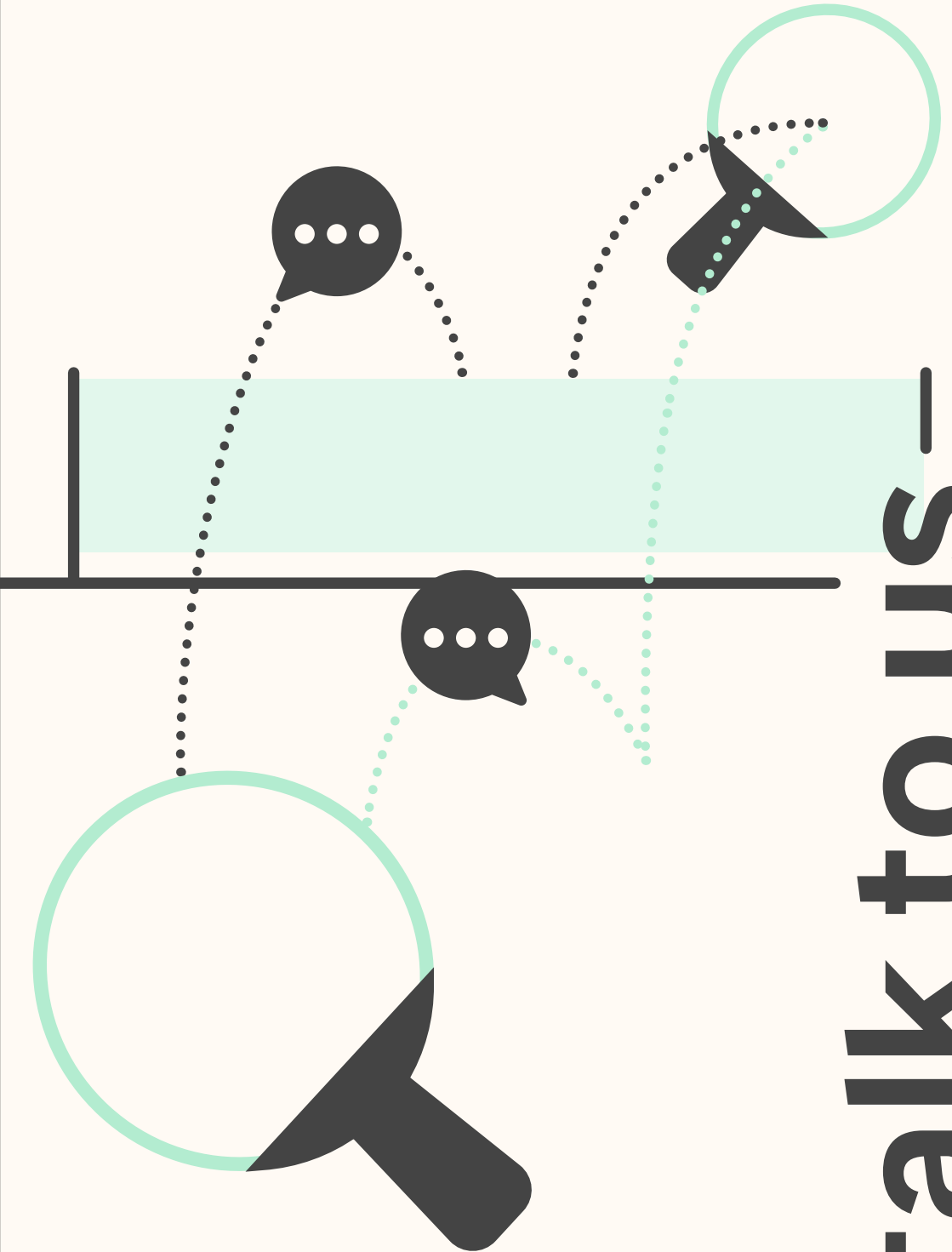
Our academics are also available to work with you at your business as a consultant. This could involve working for you on a specific project or on a range of challenges. From business strategy development to resolving complex technical issues, we provide support for businesses and organisations over the short and long term. Experts are available as individual subject specialists and multi-disciplinary teams. Our aim is to provide flexible solutions that positively impact your business.

Business benefits

- Opportunity to solve practical problems through evidence-based solutions.
- Develop existing ideas and research.
- Access data and research that may be otherwise unavailable to you.

“Our internationally leading researchers in the field of Design Thinking can help businesses shape their organisational strategies, product or service provision in order to improve business outcomes across any sector.”

Sharifa Hawari-Latter
University of Dundee



talk to us

Talk to us

Start your innovation journey with the University of Dundee today by talking to our Regional Engagement Team.

Connect with us

We run a programme of events designed to bring the regional business community together with the University of Dundee. These include 'Collaborate to Innovate' and 'Innovation Conversation' events - keep up to date with the programme of activity here: dundee.ac.uk/industry/events.

If you'd like to be kept on our mailing list for these events, please email your details to: innovate@dundee.ac.uk

Connect with us online to stay up to date with innovation and partnership opportunities. Information for Industry: dundee.ac.uk/industry



Research and Innovation Services, University of Dundee

“Our doors are always open to every organisation/
partner looking to work with us. We are very
approachable and have experience working
with a range of different partners - from
governments to grassroutes organisations.”

Dr Fernando Fernandes
University of Dundee

University
of Dundee



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