

Lancaster China Catalyst Programme

Driving UK Business Growth through International Innovation

Do you own or work for a high tech company that aspires to grow through R&D and innovation? The Lancaster China Catalyst Programme will provide UK companies with a significant package of support to develop R&D partnerships with Chinese counterparts in Guangdong Province, underpinned by the opportunity to access significant grant investment. You will be fully supported by a team of dedicated experts and graduates in the UK and China to develop new products and services for global markets.

Overview

The Lancaster China Catalyst Programme is specially designed to suit business needs for international growth and innovation, and bring UK companies significant return on R&D investment in terms of time and resources. The staged programme of support includes:

- A staged programme of mentoring, development and support to realise R&D and commercialisation partnerships with Chinese organisations
- Access to collaborative partners within China for new product and service development
- Dedicated human resources via an experienced UK and China-based support team
- A programme of planned visits to China and Chinese-partner visits to the UK
- A dedicated team of graduates with science and technology, management and design expertise

- Access with Chinese partners to significant grant investment from Chinese government funders
- Access to expertise from across Lancaster University and Chinese academic partners to underpin product or service R&D and commercialisation

Leveraging over £70k of support, the programme requires a £10k contribution from participating companies, in staged payments over the 2 year period.

This is in addition to the commercial value accruing to your company and any grant monies Chinese partners will be working with you to secure. This initiative will inevitably help open up new or additional routes and markets for your company internationally.

Around 40 companies are currently enrolled in the programme. Examples of the joint projects include the development of a web based interface that will give users full access and control of sensor based networks, the design and market development for a new carbon fibre chassis design for a city car suitable for distributed manufacture in China, the development of robust energy storage systems that are designed for off-grid energy storage applications using emerging technologies (i.e. Li-Po) that are rapidly reducing in cost.



The Stages of the Programme

Stage 1: Investigate

Investigating the Chinese market on a five day market visit that aims to introduce you to potential Chinese partners and generate ideas for collaborative partnerships. This will be achieved through:

- Pre-visit briefings and workshops
- Planned meetings and matchmaking activities with pre-qualified partners
- Site visits in China to build a solid understanding of potential business, market and collaborative opportunities

INVESTIGATE	ACCELERATE	COLLABORATE
April - September 2016	October 2016 - February 2017	April 2017 - July 2018

LEVELS OF COMMITMENT	PRICE
1. Investigate	£2,000 (inclusive of travel costs to China for 1 trip)
2. Investigate and Accelerate	£5,000 (inclusive of travel costs to China for 2 trips)
3. Investigate, Accelerate, and Collaborate	£10,000 (inclusive of travel costs to China for 3 trips)

Stage 2: Accelerate

Accelerating your collaborative partnerships with Chinese counterparts to underpin the development of specific proposals and plans for R&D projects. Each company will receive support from the Lancaster China Catalyst Programme team in the UK and China to secure the collaborative partnership. This will be achieved through a series of specific activities including:

- An executive programme focusing on innovation and doing business in China
- An inward mission of Chinese companies
- Master classes
- Peer-to-peer networking
- A second market visit to Guangdong

Stage 3: Collaborate

Collaborating with Chinese partners on delivering international collaborative R&D projects. Business-to-business collaborations will be supported via:

- A third market visit to Guangdong tailored to suit individual business needs and project requirements
- A dedicated graduate team drawn from science and technology, management and design disciplines working on projects both in the UK and in Guangdong
- Project supervision from University academic staff

The £5.1 million Lancaster China Catalyst Programme was created by Lancaster University and is part-funded by the Higher Education Funding Council's Catalyst Fund, the University and Lancashire County Council. Key partners in the project are the Guangdong Provincial Department of Science and Technology, the Chinese Academy of Sciences, UK Trade and Investment, China-Britain Business Council, and Innovate UK.



Through partnerships with Chinese organisations in Guangdong, you will have access to funding from Guangdong Provincial Department of Science and Technology. Six of Lancaster China Catalyst Programme partnerships have already received research and development funding worth around 5.5 million RMB (more than £550,000) and will be used to develop new products and services for global markets.

Some of Cycle 1 Companies Comments about the Programme:

"The first market visit of the China Catalyst Programme was run with great professionalism. The Programme design coupled with both UK and China project teams certainly serves to de-risk market entry to China." Dr Ben Herbert, Director of Research and Environment, Stopford Energy and Environment

"The trip was an excellent first market visit to Guangzhou, which was not only successful in helping us assess the market potential and gaining confidence in our services, but was also hugely enjoyable from a social perspective, with new contacts and friends made and genuine prospects of building productive long-term relationships." Andrew Walker, Executive Director, ADAS

www.lancaster.ac.uk/china-catalyst

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