



## **RSE UNLOCKING AMBITION ENTERPRISE FELLOWSHIPS**

### **Frequently Asked Questions**

#### **Do I need to be a member of an academic institution? What do I do if I am not linked to a Scottish University or Research Institute?**

- No, you do not need to be a member of an academic institution but it would help. If you are not you will be provided visiting status by an agreed University or Research Institute. You should identify your host University or Research Institute before completing your application. It is your responsibility to contact them and organise this. It is recommended to speak to them as early as possible to allow time for discussions.
- Part of the application form requires you to name a Scottish host institution. Please speak to your current establishment or approach a Scottish University or Research Institute such as Heriot-Watt University, University of Edinburgh, University of Strathclyde etc. The contact at the Technology Transfer Office (TTO) in the institution will be of assistance. Please refer to the terms and conditions for more information. An example of TTO contacts are named below (in no order of priority – other universities can be contacted):
  - **Abertay University** – Lorna Edwards – [l.edwards@abertay.ac.uk](mailto:l.edwards@abertay.ac.uk)
  - **Heriot-Watt University** – Robert Goodfellow - [r.j.goodfellow@hw.ac.uk](mailto:r.j.goodfellow@hw.ac.uk)
  - **James Hutton Institute** – Jonathan Snape - [jonathan.snape@huttonltd.com](mailto:jonathan.snape@huttonltd.com)
  - **Napier University** - Cilla Richards - [C.Richards@napier.ac.uk](mailto:C.Richards@napier.ac.uk)
  - **Roslin Institute** – John Mackenzie - [John.Mackenzie@roslin.ed.ac.uk](mailto:John.Mackenzie@roslin.ed.ac.uk)
  - **University of Edinburgh** – Kelly McCarthy - [Kelly.Mccarthy@ei.ed.ac.uk](mailto:Kelly.Mccarthy@ei.ed.ac.uk)
  - **University of Strathclyde** – Alan Feighery - [alan.feighery@strath.ac.uk](mailto:alan.feighery@strath.ac.uk)
  - **University of St Andrews** – Ewan Chirside - [ec36@st-andrews.ac.uk](mailto:ec36@st-andrews.ac.uk)
  - **University of Dundee** – Brian McNicoll - [b.mcnicoll@dundee.ac.uk](mailto:b.mcnicoll@dundee.ac.uk)
  - **University of the Highlands & Islands** – Joe Irvine - [joe.irvine@uhi.ac.uk](mailto:joe.irvine@uhi.ac.uk)

#### **How many RSE Unlocking Ambition Enterprise Fellowships are available?**

In 2018 we will award up to 20 funded Enterprise Fellowships.

#### **Who is eligible to apply?**

Individuals who have an entrepreneurial drive and want to start, or have started, a new business in Scotland with an innovative product or service.

#### **Is a company eligible to apply?**

Yes, the company need not be incorporated by the start of the programme.

#### **I have just set up a spin out/start-up company, can I apply?**

If your company has received external investment or turnover of no more than £150,000, then you can apply for an RSE Unlocking Ambition Enterprise Fellowship. If it is still essentially a shell company which will be the vehicle for taking forward the idea, then you can apply.

**What stage of development should my business or idea be at when I apply?**

If you plan to spend the year doing further research you are not yet ready for an Enterprise Fellowship. These awards are made to support projects that have already demonstrated proof of concept - both commercial and innovative. If you envisage spending at least half of your time developing an investment-ready business plan, then it is likely that you would benefit from an RSE Unlocking Ambition Enterprise Fellowship. Any industry, sector or start-up idea can apply.

**Are there any nationality or other eligibility restrictions?**

Applicants must confirm that they are able to remain and work legally in the UK for the duration of the Fellowship. The RSE cannot take responsibility for applying for visas/work permits.

**Can I apply if I am a member of a team?**

Yes, we are looking for ambitious and talented entrepreneurs to apply. You must play a leading role in the team. Please note that funding does not cover salaries for other members of staff and only one member of the team can apply.

**How will my proposal be assessed?**

A panel consisting of RSE Fellows and representatives of the scheme funders and business training provider will review all applications to decide on which candidates to call for interview. Applicants that are not selected for interview will be contacted following the panel's decision.

**What criteria do the panel use when assessing applications?**

Applications are judged against the following selection criteria:

- Effectiveness and feasibility of the innovation proposed;
- market potential of the opportunity presented;
- commercialisation potential of the proposed business idea;
- entrepreneurial potential of the individual to become a success in business.

**Can I work part time on an Enterprise Fellowship?**

The requirements of a Fellowship usually go well beyond an average 9-5 job, so part time working is not a viable option. The Fellowship is a full-time award.

**When does an RSE Unlocking Ambition Enterprise Fellowship begin?**

The Inaugural Fellowship programme begins at the end of June for one year.

**Do I need to live in or base my company in Scotland?**

This is an invitation to entrepreneurs from Scotland, UK and from right across the world to submit ideas which have the potential to be transformative. You don't have to be in Scotland or Scottish – you can be anywhere in the world to apply. The only condition is you agree to relocate or establish your business here in Scotland.

**Do I need to be an existing RSE Fellow to apply?**

No, you do not require to have an existing connection to the RSE.

**What financial support does the Enterprise Fellowship provide?**

Enterprise Fellowships provide up to £45,000 grant per Fellow - £25,000 maintenance grant into the new business and up to £20,000 business development fund. Note- £25,000 grant is available for Scottish based participants, up to £35,000 is available for the UK/Europe based participants and up to £50,000 is available for the overseas participants to enable obtaining entrepreneurs visa. A salary can be drawn from the maintenance grant. The Business Development Fund can be used for, and is not exclusively limited to, travel & subsistence, legal, consultancy and equipment costs. Business training costs are also covered by the Fellowship.

**Will I be appointed a mentor?**

A dedicated mentor will be appointed by the RSE and/or business training provider from one or more of the stakeholder organisations to offer support and advice, and facilitate links as the commercialisation progresses. The mentor may be a Fellow of the RSE and will be available to provide formal and informal advice on matters relating to the commercialisation process. Mentors do not make or take business decisions, perform the functions of a consultant, or take the role of an executive or non-executive director of the company. The role of the mentor is to offer support and advice, encouragement and a dose of reality where necessary.

**How will the RSE monitor my progress?**

RSE Unlocking Ambition Enterprise Fellows are required to provide quarterly reports to the RSE on the progress of their business development. The reports are fed back to the funders of this Enterprise Fellowships. Fellows are also required to deliver presentations on progress at the 6-month stage and the end of the Fellowship.

**Can an RSE Unlocking Ambition Enterprise Fellowship be extended?**

The objective is to get a new company up and running by the end of the Fellowship year. The RSE Unlocking Ambition Enterprise Programme is a 12-month programme. Those demonstrating the timely progress and a strong case for further support may be eligible to receive support for a further 12 months. Full terms and conditions apply.

**Are there any key dates I should be aware of?**

Yes, the closing date is Wednesday 2 May (17:00). The shortlisted interviews will take place between 5-21 June. The training will commence with one-to-one meetings w/c 25 June in Scotland in a location to be confirmed.

**Can I apply for both the RSE Enterprise Fellowship programme AND the Unlocking Ambition Enterprise Fellowship programme?**

You can apply to both but if you apply for the RSE Enterprise Fellowship programme by the deadline of April 16, 2018 then, pending your success in it, you will automatically be reviewed for the RSE Unlocking Ambition Enterprise Fellowship programme. Please note that you will not be interviewed twice if shortlisted for both.

**Are you looking for applications from a specific sector?**

No, any industry, sector or start-up idea can apply.

**Who are the mentors involved in this programme?**

The new programme aims to link high-potential individuals with established and successful entrepreneurs and business advisors to help them develop their business ideas and create a successful business. The entrepreneurial mentors include:

- Professor Steve Beaumont OBE FRSE, Emeritus Vice Principal, University of Glasgow;
- Shonaig Macpherson CBE FRSE, Chairman of The Robertson Trust;
- David Lane CBE FRSE, Founding Director, Edinburgh Centre for Robotics;
- Dr Fiona Marston, CEO Absynth Biologics Ltd;
- Alister Minty, Chairman, Entrepreneur Business School;
- Dr Margaret Anne Craig, Former Founder and CEO of Clyde Biosciences, Entrepreneurial Ambassador for the Scottish Government;
- Professor Sara Carter FRSE, Associate Principal (Learning & Teaching) at the University of Strathclyde and Professor of Entrepreneurship at the Hunter Centre for Entrepreneurship, Strathclyde Business School;
- Andrew Muir, Investor, Midven Ltd;
- Judy Wagner, Co-founder and Director, FWB Park Brown;
- Calum Forsyth, Co-founder and CEO, Seed Haus;
- Gordon Short, Director, Entrepreneur Business School Ltd;

- Lucinda Bruce-Gardyne FRSE, Founder and Research and Product Development Director, Genius Foods Ltd;
- Professor Andy Porter FRSE, Director, Chief Technical Officer at Elasmogen Ltd

**Where can I get more information?**

The RSE website is a useful resource – [www.therse.org.uk](http://www.therse.org.uk). You can find the guidelines, T&Cs and watch our promotional video. If you have any further questions about the application process you should contact Hannah Chater, Enterprise Officer, on 0131 240 2799 or by email, [HChater@therse.org.uk](mailto:HChater@therse.org.uk) or email [unlockingambition@therse.org.uk](mailto:unlockingambition@therse.org.uk)