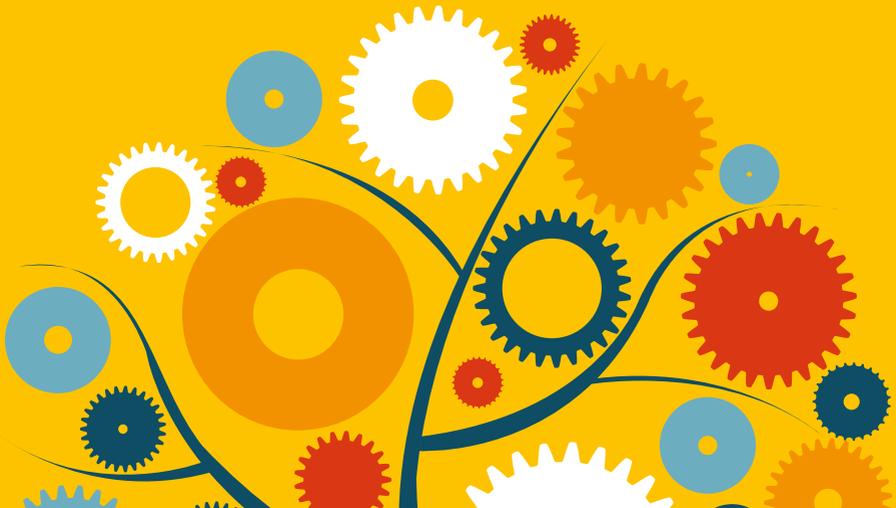


RSE *The Royal Society
of Edinburgh*
KNOWLEDGE MADE USEFUL

**ENTERPRISE
FELLOWSHIPS**

**DO YOU HAVE
AN *innovative*
SCIENCE-OR-TECH-
BASED BUSINESS
IDEA, BUT NEED
HELP *accelerating*
YOUR PROJECT?**

#EnterpriseFellows



THE RSE ENTERPRISE FELLOWSHIP IS A LEADING, UK-WIDE BUSINESS DEVELOPMENT AND TRAINING PROGRAMME THAT ENABLES RESEARCHERS TO DEVELOP INTO WORLD-CLASS ENTREPRENEURS.

As an RSE Enterprise Fellow you will be equipped with the skills you'll need to succeed in today's fast-paced global business environment.

The award offers a tailored, equity-free support package of funding and training worth up to £100,000!

Enterprise Fellowships offer a funded year for you to focus solely on developing your business proposal whilst being hosted at a UK university or research institute.

An Enterprise Fellowship is a once-in-a-lifetime opportunity with the potential to be life-changing!

Two application deadlines a year. For more information, visit

www.rse.org.uk/awards/enterprise-fellowships

WHY APPLY?



Time to focus solely on refining your business idea



One year's academic salary



Cutting-edge training in business and entrepreneurship



Up to £10,000 business support funding



Professional networking opportunities



Access to mentorship from RSE-affiliated business leaders



Lifetime membership of the RSE Entrepreneurs' Club



Hosting status at a university or higher education institute

SECTORS

RSE Enterprise Fellowships are available to support business ideas across a wide range of commercial sectors:

- Aerospace, defence and marine
- Bio sciences
- Chemical sciences
- Construction
- Creative industries
- Environmental Sciences
- Financial services
- Food and drink
- Industrial Biotechnology
- Life Sciences
- Manufacturing
- Oil & Gas
- Renewable Energy
- Technology & Engineering
- Textiles
- Tourism
- Enabling technologies and convergent areas and more!

TRAINING AND SUPPORT

RSE ENTERPRISE FELLOWS RECEIVE CUTTING-EDGE TRAINING DELIVERED BY SUCCESSFUL BUSINESS LEADERS.

A programme of business training, structured coaching and entrepreneurship mentoring. Sessions cover the opportunities and challenges, strategic as well as operational, that are faced by founders of a new business.

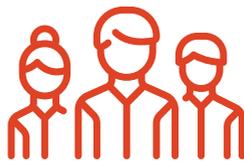
The training is tailored to fit the requirements of each Enterprise Fellow and will cover these topics:

- The entrepreneurial mindset and leadership self-awareness
- An introduction to the fundamentals of business
- Corporate governance
- Recruiting, building and managing teams
- Financing the business and financial planning
- Intellectual property and patents
- Marketing essentials and digital marketing
- Sales techniques and developing a sales pipeline
- Managing your product and services portfolio
- Personal impact, presentation and pitching skills
- The personal and professional challenges for founders when growing a business

IMPACT OF THE PROGRAMME

ESTABLISHED IN 1997, THE PROGRAMME HAS SUPPORTED OVER 272 GRADUATES AND RESEARCHERS TO DEVELOP AND LAUNCH NEW BUSINESSES.

Companies have been formed across a wide range of fields – from tidal energy generation and safety systems for the oil and gas industry, to insect repellents and wearable technology for performance tracking in golf.

 More than **272** entrepreneurs have been supported

Over **2,500** jobs have been created in the UK 

 Enterprise Fellowships have been awarded across **46** UK academic institutions

 **93%** of Enterprise Fellows start new businesses

Return on investment is **£9.74 for every £1 spent***

*UK-wide figure from 2019 evaluation



25% of Enterprise Fellows have started multiple businesses 

The programme creates sustainable businesses with **81% still operating after 5 years***



*the average survival rate at 5 years for spin-outs and technology start-ups is 45%

ALUMNI SUCCESS

THE ENTREPRENEURS THAT THIS PROGRAMME SUPPORTS ARE INNOVATING FOR THE FUTURE.

With businesses in sectors that range from life-saving drug development and discovery to sustainability and renewable energy, RSE Enterprise Fellows are playing a key role in tackling global challenges and are helping to bring about a positive future economy, environment and society in the UK and beyond.

These stories illustrate just some of the success achieved by our alumni Enterprise Fellows.



Dr Caroline Barelle
Co-founder, CEO and CSO, Elasmogen Ltd

“An idea is the first step in any business. Through the incredible support, expertise and boundless enthusiasm from the RSE Enterprise Fellowship, I was given the opportunity, and critically the time, to convert this into a reality and create a new Biotech company.”

During her Enterprise Fellowship Caroline Barelle spun-out Elasmogen; an award-winning biotech company delivering novel drugs for autoimmune, inflammatory disease and cancer. Elasmogen has subsequently raised over £6.5M and Caroline continues to expand trials, investment and sales.

Scottish Enterprise/BBSRC supported
RSE Enterprise Fellow 2015-16



David Hunter
Founder and CEO, Shot Scope Ltd

“The Enterprise Fellowship gave me global ambition, allowed me to network with the right people and develop myself. Lastly, but most importantly, the Enterprise Fellowship gave me belief in myself and the company.”

David Hunter founded Shot Scope during his Enterprise Fellowship in 2015. Shot Scope is now a global, Edinburgh-based company, that employs over 25 people, and supplies wearable technology that automatically collects performance data to enable uninterrupted play in golf. David's business is steadily growing and has raised over £10M since it first launched.

Scottish Enterprise supported
RSE Enterprise Fellow 2014-15

PROGRAMME SUPPORTERS

RSE ENTERPRISE FELLOWSHIPS ARE SUPPORTED BY A VARIETY OF FUNDERS.

Eligibility differs between funders:



Biotechnology and
Biological Sciences
Research Council

BBSRC supports UK-based projects in life sciences, health, food, biotechnology and biological sciences. BBSRC applicants must have received prior BBSRC funding.



Science and
Technology
Facilities Council

STFC supports UK-based projects in particle physics, astronomy, particle astrophysics, solar and planetary science and nuclear physics. STFC applicants must have received prior STFC funding.



IBioIC supports Scotland-based projects in industrial biotechnology; health, industrial or 'white', agriculture and marine biotechnologies.



The RSE supports UK-wide projects in any sector, though projects must have technology and science at the core.

The following eligibility criteria are the same across each funder:

- Open to graduates, postgraduates, PhD students, academic researchers or members of HEI staff
- Applicants must demonstrate proof of concept – commercial and technical
- Applicants must demonstrate that they can remain and work legally in the UK for the duration of the Enterprise Fellowship
- Spin-out/shell companies not yet trading can apply, but companies generating revenue, or that have secured significant investment cannot apply.
- Previous RSE Enterprise Fellows cannot apply
- Full-time or part-time requirements (See full Terms and Conditions)

HOW TO APPLY

APPLICATION PROCESS

Calls for applications are twice per year.

Applications are evaluated against four criteria:

- 1 Effectiveness of the technology
- 2 Market potential
- 3 Commercialisation potential
- 4 The potential of the individual to succeed in business

Create a profile on the RSE CiviCRM, or log in using your existing details:

<https://crm.these.org.uk/ssp/register>

Applications are submitted online. You'll be able to save your application and come back to it at a later date. View the application form:

<https://crm.these.org.uk/ssp/awards/forms/enterprise-fellowships>

SHORTLISTING & INTERVIEWS

If shortlisted for interview, applicants are asked to prepare a presentation for delivery to a selection panel consisting of RSE Fellows who are entrepreneurs, industrialists, and scientists, as well as the programme's funders and external business experts.



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**ENTERPRISE
FELLOWSHIPS**

For more information, to view case studies and to apply please
visit: www.rse.org.uk/awards/enterprise-fellowships

#EnterpriseFellows

The Royal Society of Edinburgh, Scotland's National Academy, is Scottish Charity No. SC000470