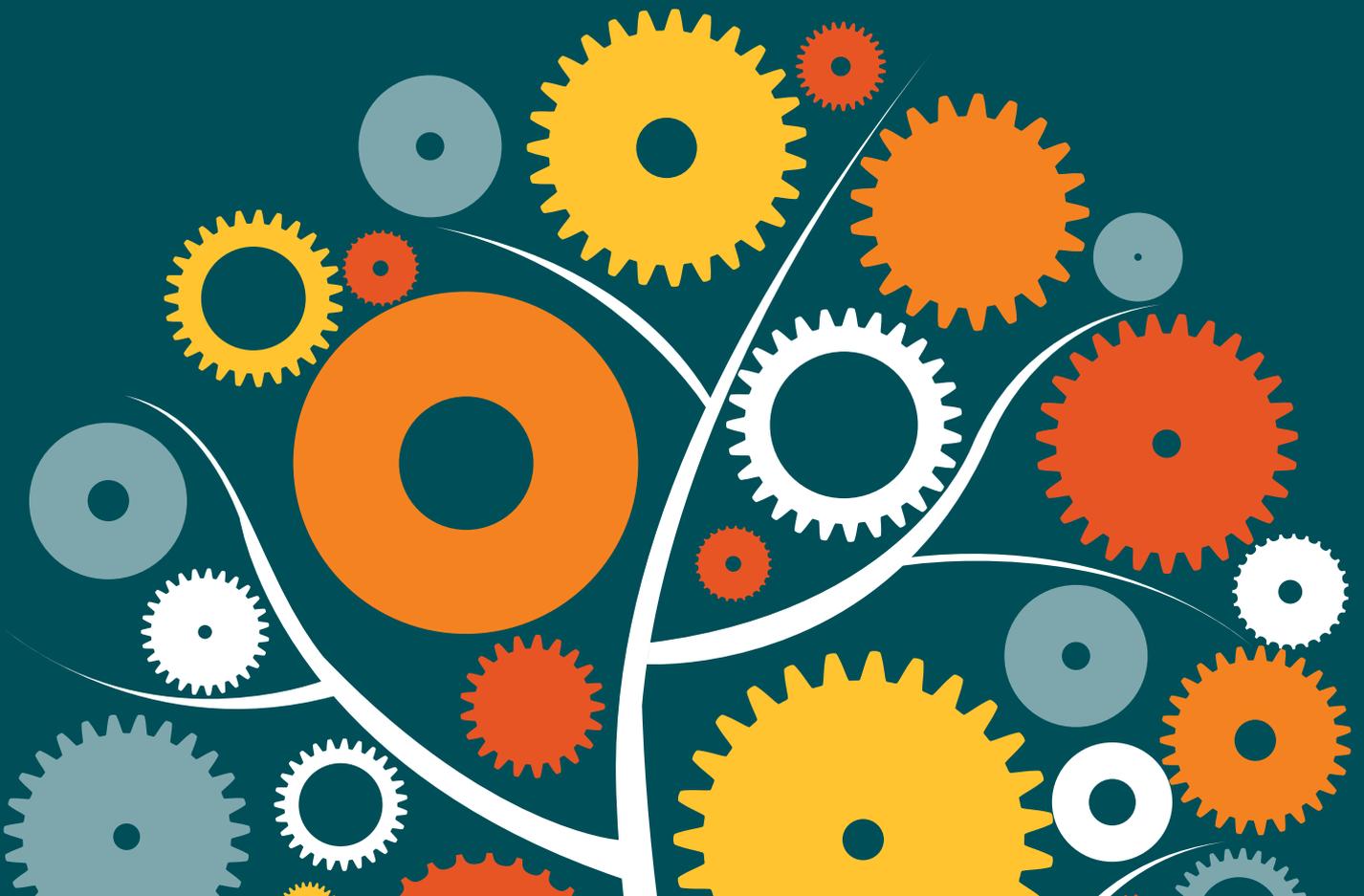


RSE *The Royal Society
of Edinburgh*

**ENTERPRISE
FELLOWSHIPS**

FREQUENTLY ASKED QUESTIONS

#EnterpriseFellows



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WHAT IS THE AIM OF THE ENTERPRISE FELLOWSHIPS?

The objective of the Enterprise Fellowship is to increase the exploitation of ideas with commercial potential. They are designed to enable an individual to advance the commercialisation of existing science or technology based outcomes or developments, whilst receiving training in relevant business skills.

The Enterprise Fellow is expected to take a leading role in developing a new business based on a commercial proposal developed by the Enterprise Fellow (either individually or with others).

WHAT IS PROVIDED?

- A year's salary to provide time to develop a full business plan and seek investment.
- Up to £10,000 in business support funding.
- Access to mentors, business experts and professional advisors.
- Expert training in entrepreneurship delivered to the highest standard of international excellence.
- Membership to the RSE Entrepreneurs' Club and access to professional networking events.

WHEN CAN I APPLY?

We open for applications on a 6 monthly basis in the Spring and Autumn of each year with start dates as advertised on our [website](#).

The number of awarded Enterprise Fellowships is dependent on the level of funding available.

HOW LONG DOES THE ENTERPRISE FELLOWSHIP LAST?

The duration of the Enterprise Fellowship is 12 months full time or 24 months part time.

HOW WILL MY APPLICATION BE ASSESSED?

Your proposal will be assessed by an independent expert selection committee which includes Fellows of the RSE, business and commercialisation experts, and representatives of the funders who possess experience in the commercialisation of research.

WHAT ARE THE ASSESSMENT CRITERIA?

The case for support addresses all four of these headings:

The effectiveness of the technology: The proposal needs to demonstrate that the research underlying their idea is sufficiently developed to enable them to begin to develop commercial plans.

The commercial potential: Applicants must clearly identify the realistic commercial potential of their idea including: potential benefits to customers, market need, robustness of the IPR position and exploitation strategy and demonstrate that there is a potential opportunity stemming from their idea.

The strength of the proposed route to commercialisation: Applicants must identify a plausible commercialisation strategy for the business idea and include evidence of how the project will be managed, including identification of commercial milestones. Applicants should demonstrate what they intend to achieve during the period of their Enterprise Fellowship which should not include significant amounts of developmental research.

The entrepreneurial potential of the applicant: Although the Enterprise Fellowship aims at developing the entrepreneurial skills of the Enterprise Fellows, applicants will need to demonstrate a broad understanding of the commercialisation process, full time commitment to the Enterprise Fellowship and motivation and drive to succeed.

HOW SOON AFTER INTERVIEW WILL I HEAR IF I HAVE BEEN SUCCESSFUL OR NOT?

We usually aim to communicate decisions within 2-3 weeks of the date of interview. Applicants will be informed of shortlisting and interview dates on application. Applicants are asked not to contact the RSE regarding the status of their application after submission.

WILL FEEDBACK BE PROVIDED IF I AM UNSUCCESSFUL?

Yes, we aim to provide brief feedback summarising the views of the selection panel.

ARE THERE ANY NATIONALITY OR OTHER ELIGIBILITY RESTRICTIONS?

There are no nationality restrictions. Applicants must confirm that they are able to remain and work legally in the UK for the duration of the Enterprise Fellowship. The RSE cannot take any responsibility for applying for the visas/work permits required, and such costs cannot be included in the application.

DO I NEED TO HAVE HAD PREVIOUS FUNDING FROM THE FUNDERS?

For RSE and IBioIC supported Enterprise Fellowships there is no requirement to have received funding from these organisations.

For Research Council supported Enterprise Fellowships, your project must be related to previous Research Council funded research. You will need to be able to demonstrate that your proposal draws substantially on the outputs of previous research funding.

WHAT FUNDING AND SUPPORT DO I RECEIVE?

Enterprise Fellowships provide salary support, plus National Insurance, Pension and Apprenticeship Levy costs over 12 months full time or 24 months part time pro-rata. Full economic costs are not covered.

A further Business Support Fund of up to £10,000 is available for costs directly related to business development costs, such as equipment, consultancy, legal costs, and attendance at conferences and trade shows. Business training costs are covered by the RSE.

DO I NEED A HOST INSTITUTION?

You are expected to negotiate your appointment directly with the relevant Head of Department and/or Research Office, Commercialisation Office or equivalent. This is not the RSE's responsibility.

You should identify your Host Institution before completing your application. It is your responsibility to contact them and organise this within at least **6 weeks prior to the application deadline.**

WHY DOES THE COMMERCIALISATION OFFICE HAVE TO SIGN THE APPLICATION?

The funders are looking to see that there is a real commitment from your Host Institution to carry forward the potential business. The Commercialisation Office statement must show the support they have given you to date and how they will continue to help you during the Enterprise Fellowship. Your University Commercialisation Office has in-depth expertise in the commercialisation of research outputs. You will be working in partnership with your Host Institution during your Enterprise Fellowship year to ensure the best outcomes possible for your technology or idea. It is important that your Host Institution knows of you and that you can draw on the support available to you.

WHO SHOULD I CONTACT TO DISCUSS MY PROPOSAL BEFORE APPLYING?

You should contact the your chosen Host Institution's Commercialisation Office and the RSE Enterprise Fellowship team EnterpriseFellowships@theRSE.org.uk.

WHAT IS MY UNIVERSITY'S SPINOUT AND STARTUP POLICY?

You should contact your Commercialisation Office as policies vary for each University or Research Institute.

I HAVE ALREADY SET UP A COMPANY, CAN I APPLY?

Spin-out/shell companies not yet trading can apply but companies generating revenues and/or which have secured significant investment cannot apply.

Those projects that have secured significant grant or equity funding may not be eligible to apply but it is important to check with the RSE as advice can be provided on a case by case basis.

Only one individual from the team can apply at a time.

HOW WELL DEVELOPED SHOULD MUST MY PROPOSAL BE?

We support projects that have already demonstrated both commercial and technical proof of concept*, and must be at a technology readiness level 4 or above, [as defined by the European Commission](#). If you plan to spend the Enterprise Fellowship doing further research you are not ready to apply. You are expected to work full time towards developing an investor ready business plan.

* For BBSRC funded Fellowships it is not a pre-requisite to have received proof of concept, however applicants are encouraged to consider the benefit of Follow-on-Funding to their project, notably with regards to commercial proof of concept prior to applying. See the following link on the [BBSRC website](#).

WHAT DOES THE TRAINING CONSIST OF?

The RSE provide a programme of business training, structured coaching and entrepreneurship mentoring. Due to Covid-19, training sessions are currently operating remotely. Sessions cover the opportunities and challenges, strategic as well as operational, that are faced by founders of a new business. It is highly interactive and practical as well as being challenging and rewarding. You become part of a cohort within which you will learn alongside other Enterprise Fellows and form a supportive network.

CAN I CARRY OUT THE TRAINING ELSEWHERE?

No, the business training provided by the RSE is mandatory. Attending the training (and other events) with your cohort and wider alumni is an important feature of the programme. Your cohort will form just one of the available networks that can benefit your business.

WILL I BE APPOINTED A MENTOR?

The business training provider will allocate a mentor and coach for each Enterprise Fellow. You are also encouraged and trained in how to build your own network of contacts, business mentors, and professional advisors.

CAN I APPLY FOR FOLLOW-ON FUNDING AND THE ENTERPRISE FELLOWSHIP AT THE SAME TIME?

Yes. However, applicants will need to demonstrate full commitment to the Enterprise Fellowship. It is therefore anticipated that further technical proof of concept via the Follow-on-Fund (FoF), will NOT be carried out by the Enterprise Fellows themselves. In addition, FoF (Pathfinder and FoF) is aimed at providing commercial and technical proof of concept, respectively. If you are still seeking to achieve initial proof of concept then you are unlikely to be ready for an Enterprise Fellowship.

HOW WILL THE RSE MONITOR MY PROGRESS?

Enterprise Fellows are required to provide quarterly reports to the RSE on the progress of their business development, which are fed back to the funders of the Enterprise Fellowships. Enterprise Fellows are also required to present on their progress to an audience organised by the RSE every 6 months throughout the period of their Enterprise Fellowship.

CAN I REAPPLY?

The RSE will not accept applications from those applicants who have applied three times or more. Should you be invited to reapply your application must show that you have acted on the feedback from the previous application. Research Council funded Enterprise Fellows can only reapply if invited to do so. If you have previously been awarded an Enterprise Fellowship, then you may not reapply.



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*For terms and conditions, view case studies and to
apply please visit:*

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

*All questions should be sent to the Enterprise
Fellowship team on:*

EnterpriseFellowships@theRSE.org.uk

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