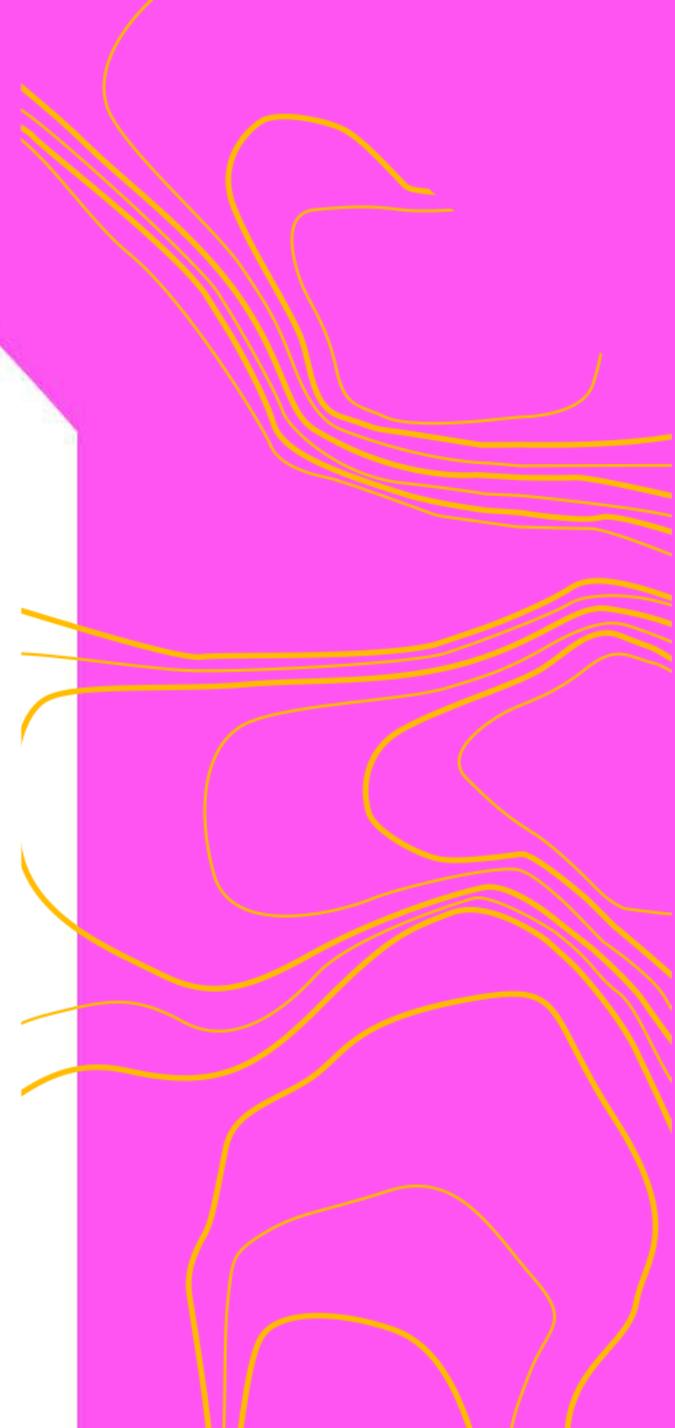




Biotechnology and
Biological Sciences
Research Council

UKRI-BBSRC Follow-on Fund



BBSRC – what we do

- Invest in **world-class bioscience research** in UK Universities and Institutes
- Invest in **bioscience training and skills** for the next generation of bioscientists
- Drive the widest possible **social and economic impact** from our bioscience in industry, policy and public goods
- Promote **public dialogue** on bioscience



BBSRC research and innovation priorities

Advancing the frontiers of bioscience discovery



Understanding the rules of life



Transformative technologies

Tackling strategic challenges



Bioscience for sustainable agriculture and food



Bioscience for renewable resources and clean growth



Bioscience for an integrated understanding of health

Building strong foundations



People and talent



Infrastructure

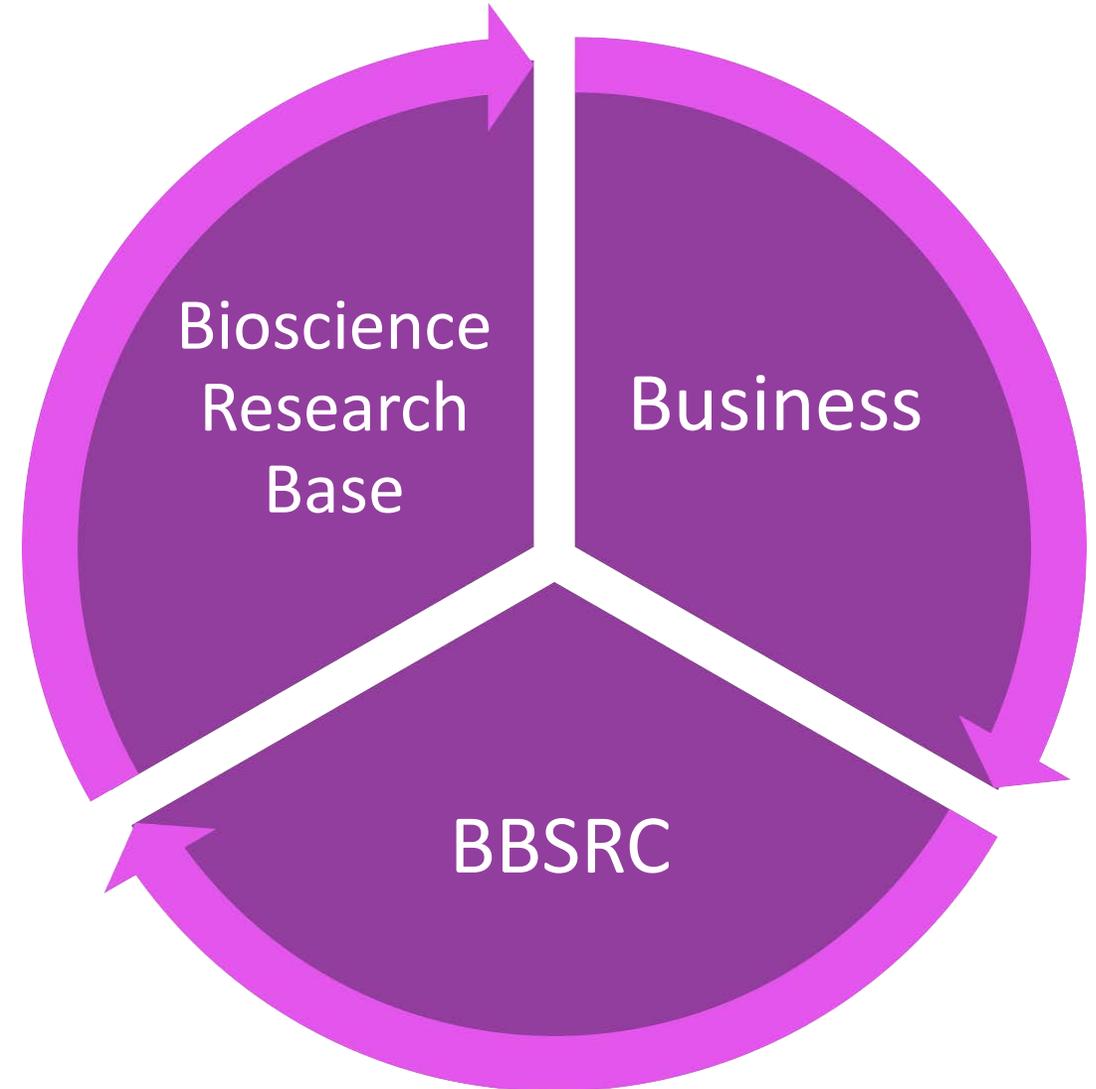


Collaboration, partnerships and knowledge exchange

How we work with Business

BBSRC supports collaboration

- Creating opportunities for engagement.
- Strengthening and developing links with the users of bioscience research.
- Enabling the bioscience research base to respond to industry challenges.



Collaborative Research

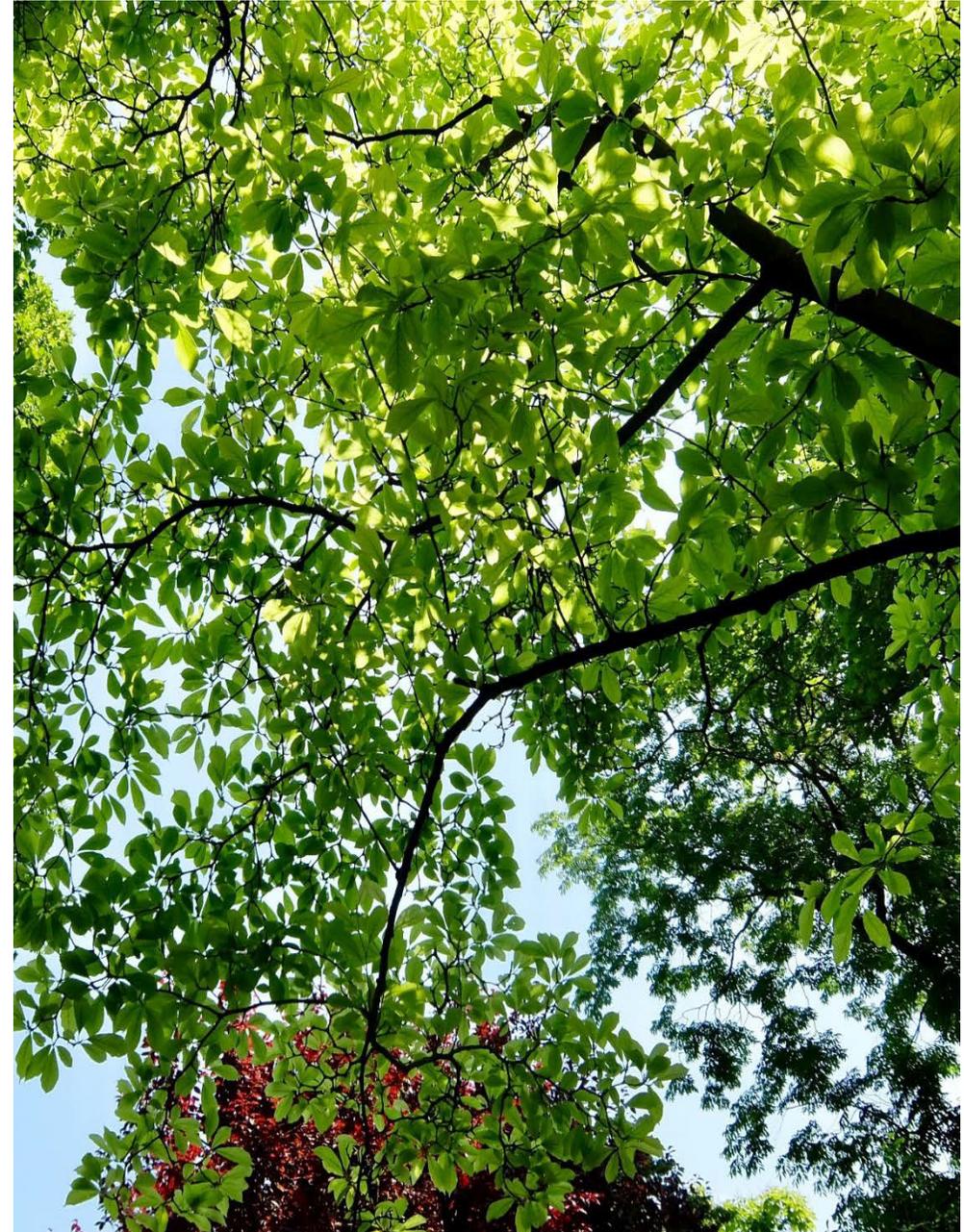
OPEN - IPA and LINK enable industry partners to leverage investment in a research project conducted at a UK Research Organisation (RO).

Industrial Partnership Awards (IPA)

- leverage a **10% cash investment** from the industry partner.
- more **fundamental** academic-led research.

BBSRC LINK

- leverage a **50% cash and/or in-kind contribution** from the industry partner
- more **applied research** with significant industry involvement.

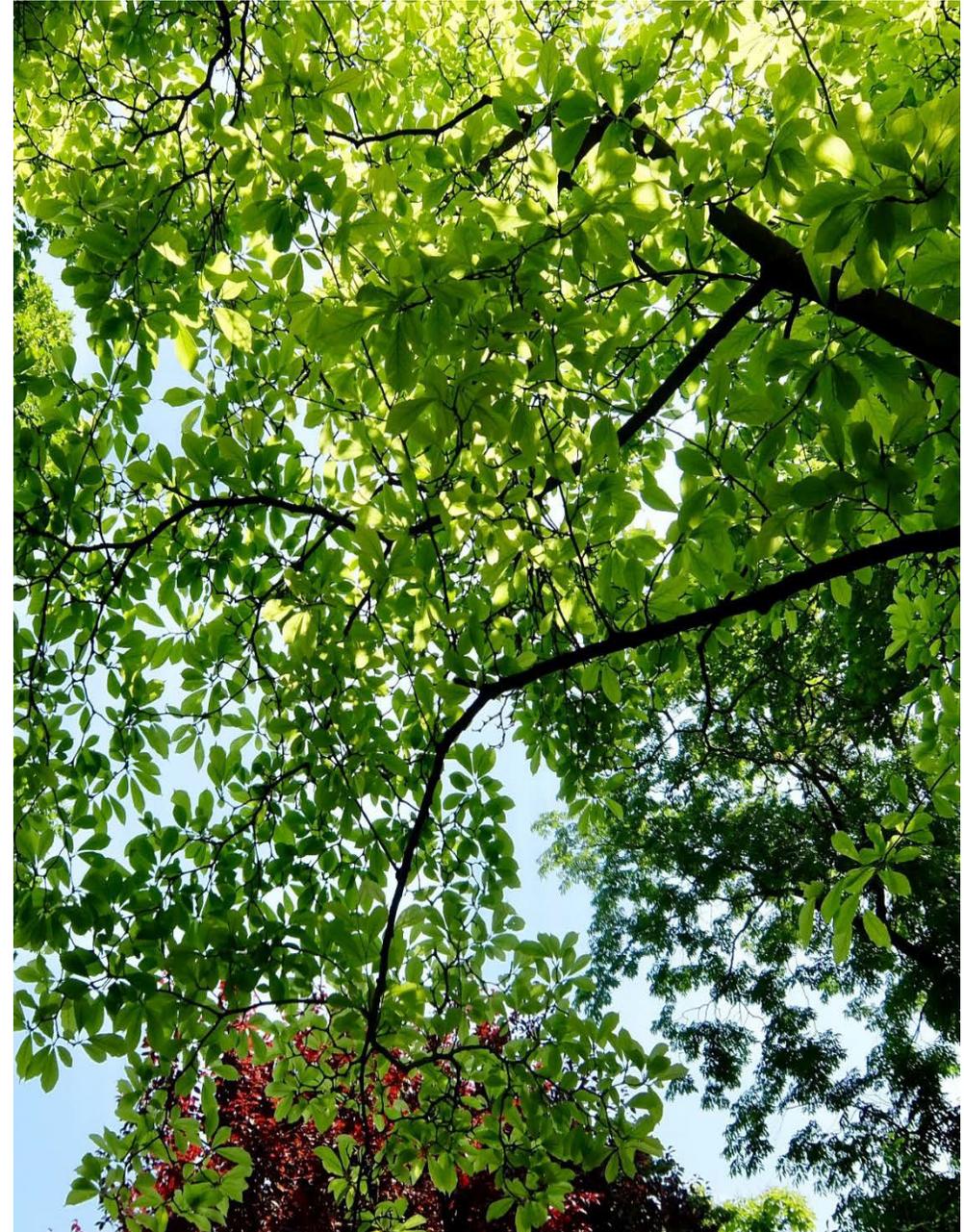


Collaborative Research

STRATEGIC

e.g.

- Industry Clubs
- Academic Industry Networks with PoC Funding (BBSRC NIBB)
- Themed calls (High Value Chemicals)
- Catalysts (Agritech and IB)



The logo features a stylized gear icon in purple, with the text 'BBSRC Impact Acceleration Accounts' to its right. 'BBSRC' is in blue, 'Impact' is in purple, and 'Acceleration Accounts' is in a lighter purple.

BBSRC Impact Acceleration Accounts

- **Flexible funding**, supporting the earliest stages of innovation, where the route to application is unclear.
- Research Organisations with highest level of funding from BBSRC (including Strategically Funded Institutes) invited to apply to competition.
- Total investment £4.5M since 2017 (£100k each p.a.)

Driving Innovation

Supporting academics to pursue the translation and commercialisation of their work through the most effective means possible.

Follow-on Funding (FoF) supports the translation of our research to maximise the potential societal and economic benefits. It aims to bridge the gap between BBSRC-funded research and the point at which other funding or investment becomes available by reducing the risk for future investors.

- 31% of projects contributed to the establishment / development of spin-out company
- Over 50% of follow-on fund awards end having demonstrated real-world usefulness
- 71% of award holders said their project contributed to new / improved IP

FoF Evaluation, July 2014:

<http://www.bbsrc.ac.uk/about/policies/reviews/funded-science/1407-follow-on-fund-evaluation.aspx>





BBSRC Follow-on Fund

- Enables researchers who have a sound understanding of the market opportunity to execute a defined programme of work that has clearly defined and complementary technical and business plan development milestones.
- Technical work for example can involve scale-up manufacturing processes or product refinement to ensure it meets industry needs.
- The business plan will describe your approach towards the application / commercialisation of your product or service, evidenced by market research.



BBSRC Follow-on Fund

Standard FoF: up to £250K for projects between 12-24 months

Super FoF: up to £800K for projects between 12-24 months

Projects must **draw substantially on previous research funding from BBSRC** and fall within our portfolio.

Next call for proposals closes 6 October 2021 at 4pm

<https://www.ukri.org/opportunity/follow-on-funding-call/>



Readiness for Follow-on Funding

- **No longer answering a research / fundamental science question**
 - Focus must be towards market / user needs and the technical work needed to progress towards this
- In the first instance, please discuss with your Technology Transfer Office (TTO) or equivalent
 - They are best placed to advise regarding readiness and to guide you through the process
- BBSRC IAA funding and/or the Innovate UK ICURe programme can assist in preparing the ground work for your FoF application



<https://www.dreamstime.com/illustration/readiness.html>

What good looks like

A high-quality Follow-on Fund proposal will include:

- A clear understanding of the opportunity – market size, competition, where the innovation fits
- Letters of Support and Project Partner Letters of Support that support the opportunity and market need
- Clear milestones
- A clear articulation of how the proposed technical work will effectively progress towards meeting market / user needs

Working with Project Partners

It may be appropriate and necessary to work with external partners in order to progress the innovation, including

- to access scale-up capability
- To test the innovation within a real-world setting

However, where appropriate there will need to be a Project Partner Letter of Support in place...

Section 2.14 Grant Guide requires LoS to detail:

- Objectives of the collaboration
- Key tasks, contribution and responsibilities of the different partners
- Agreed routes for dissemination of results and management of intellectual assets and/or IPR
- Any direct or indirect interest from the academic partner in the commercialisation of the research

A signed LoS is required from each partner

LoS need to confirm that if the grant is successful, a collaboration agreement will be put in place

Some common pitfalls

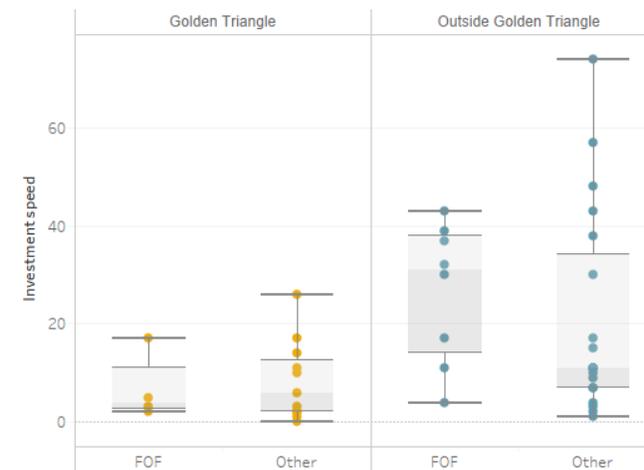
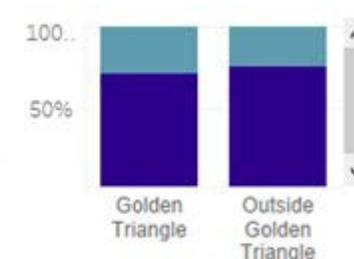
- Letters of Support that are generic and do not show understanding of the project or clear commitment
- Not describing clearly how or why the innovation is better than current market alternatives
- Not enough clarity provided around current IP position
 - Is it know-how or a patent(s), do you have Freedom to Operate?
- Project trying to address too many opportunities



Creation of spin-out companies: where you are matters

- In general, speed of first investment is quicker in the 'Golden Triangle' than outside: strength of locality, access to capital, access to expertise etc...
- Access to BBSRC FoF the same inside and outside of 'golden triangle'.
- However, having access to BBSRC FoF further speeds up investments to the subsequent spinout companies.
- **Please note:** Spinouts are one route to impact, other routes may include a licensing opportunity or the creation of a social enterprise.

The proportion of FoF awards to BBSRC awards that report spinouts is similar both inside and outside the golden triangle

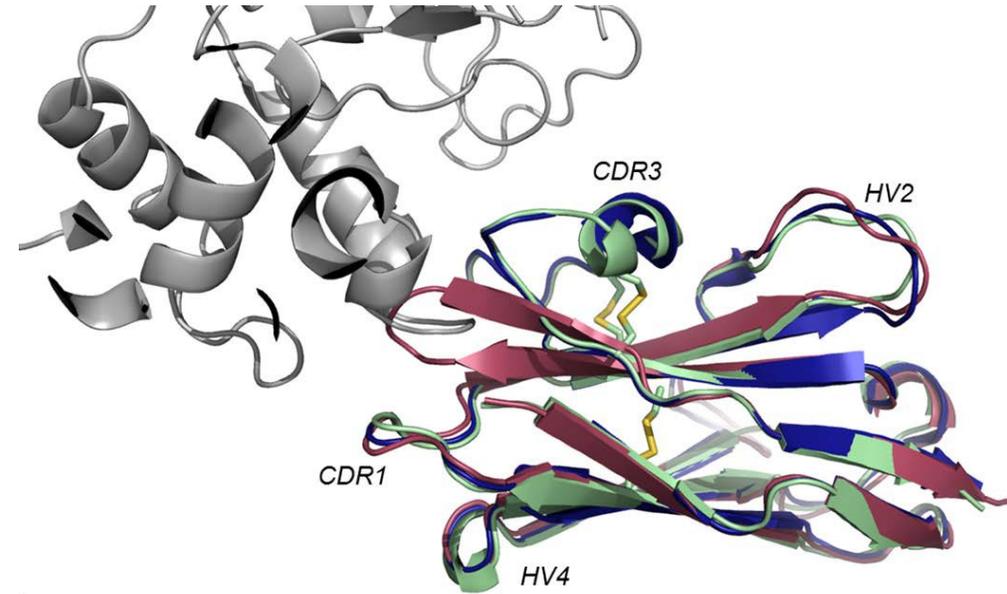


Translational funding: other benefits

- 48% of BBSRC Follow-on-Funding (FoF) projects attract further translational funding (MRC, Wellcome etc...)
- 43% of BBSRC FoF projects lead to IP protection (patent filing)
 - Note: compared to 3% in responsive mode
- 46% of FoF projects lead to collaboration mostly with private sector as a means to take forward the IP

Elasmogen Ltd: shark proteins for drug discovery

- University of Aberdeen (Caroline Barelle, Andrew Porter)
- Super-FoF, BBSRC-RSE Enterprise Fellowship, IAA's
- Collaborating with Almac Discovery Ltd, Merck Group, Amgen Inc and Feldan Therapeutics
- Award winning Elasmogen, attracted over £6M in grant and private investment since being established in early 2016



www.elasmogen.com



Case Study Link (PDF document):

<https://bbsrc.ukri.org/research/impact/elasmogen-shark-proteins-for-drug-discovery/>



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Contact details

David Hendry (primary contact)
Portfolio Manager, Innovation and Capability
David.Hendry@bbsrc.ukri.org

Adam Bowen
Joint Head of KEC, UKRI-BBSRC
Adam.Bowen@bbsrc.ukri.org

UKRI-BBSRC Follow-on Fund Webpage:
<https://www.ukri.org/opportunity/follow-on-funding-call/>



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