

South West Local Enterprise Partnership
and
Technology Strategy Board (operating as “Innovate UK”)

MEMORANDUM OF UNDERSTANDING
relating to
Regional Activities

Context: The South West as a region performs comparably well with other English regions (excluding London) in terms of attracting Innovate UK funding, securing 11.2% of Innovate UK's historical funding¹. However, when you start to break the South West region down into Local Enterprise Partnership areas, more than half of that funding goes to the West of England LEP area and together with Gloucester First LEP area, they account for 80% of this funding.² Therefore the areas covered by the Partnership attract significantly lower than average funding from Innovate UK relative to their business population. The action plan to be developed alongside this Memorandum of Understanding will look at the metrics and realistic targets aimed at improving this performance.

Actions and activities: The Partnership and Innovate UK will support each other in activities that meet the aims and ambitions of this Memorandum of Understanding. Indicative actions include but are not limited to:

- Developing initiatives which encourage and promote participation of SMEs from across the Partnership in Innovate UK activity. This may mean focusing on areas of emerging strength and aiming to increase the number of SMEs, investing in R&D, developing new products and processes and accessing R&D support across the area
- Identifying priority areas in which the Partnership wish to promote their strengths and influence future thinking. This may mean facilitating opportunities to undertake visits, briefings and other meetings to further this agenda.
- A joint action plan will be created to sit beneath this Memorandum of Understanding, setting out specific actions for all parties, enhancing coordination and information exchange.

Data sharing and referrals:

- The Partnership's Growth Hubs will function as one of the regional gateways for Innovate UK and will seek to increase traffic to Innovate UK. Growth Hub staff (and partners) will fully understand the Innovate UK offer for businesses and will have confidence in making appropriate referrals to Innovate UK and through the Enterprise Europe Network and the Knowledge Transfer Network. Innovate UK and the Growth Hubs (under the direction of the Partnership) will agree a practical approach to referrals and regular meetings with staff will help to facilitate this.
- Mechanisms will be explored, and, where data protection constraints allow, for Innovate UK to share with the Partnership details of businesses (both successful and unsuccessful) who have applied for Innovate UK funding (subject to client consent). The Partnership will use this information to further target appropriate business support products to successful businesses, and for unsuccessful businesses, provide additional support from across the innovation landscape.
- All parties shall be responsible for their own compliance with the Data Protection Act 1998 and or the General Data Protection Regulations, due to come into force from 25th May 2018. A guide to GDPR can be found here: [GDPR \(www.eugpdr.org\)](http://www.eugpdr.org)

Marketing and Promotion:

- Innovate UK and the Partnership will look for opportunities for jointly branded proactive and targeted campaigns to get more SMEs innovating.
- Innovate UK will commit to exploring opportunities for the area to host competition launches / briefings, particularly where the area has clear strengths and it makes

¹ <https://datavis.innovateuk.gov.uk/>

² <https://datavis.innovateuk.gov.uk/>

sense to do so. Where possible complementary events should take place in the area which enhance national calls with a local focus. The Partnership will work with Innovate UK and its wider family to add value to these events by tailoring additional context to broaden what is on offer to local businesses attending.

Co-investment opportunities: In the longer term, Innovate UK and the Partnership commit to exploring co-investment opportunities, combining resources on specific competitions and or support for pilot initiatives that emerge from the Partnership.

Partnership specific responsibilities: The Partnership will be responsible for bringing other relevant partners together to maximise the impact of this Memorandum of Understanding and action plan. The Growth Hubs will provide an additional gateway to Innovate UK support for local businesses. The Partnership will also seek to leverage its wider connections and networks across the three Local Enterprise Partnership areas and at regional level.

Except as otherwise provided, the parties shall bear their own costs and expenses incurred in complying with their specific responsibilities under this Memorandum of Understanding.

Innovate UK specific responsibilities: Innovate UK will commit to attending regular meetings with the Partnership to review progress against this Memorandum of Understanding and the associated action plan. Innovate UK will provide annual LEP level and Partnership level innovation statistics, along with regular performance information covering the areas. Innovate UK's Regional Manager for the South West will act as the key contact for the Partnership and any other strategic stakeholders. Innovate UK will provide summaries of the funding calls in plain language to LEP and associated Growth Hub.

General: The strength of this Memorandum of Understanding is the demonstration of collaboration between the three LEP areas represented in this partnership area. Representatives from the three LEP areas commit to regular meetings to develop the action plan and to maintain commitment to a collaborative approach to innovation. Governance of this Memorandum of Understanding will be undertaken by this group which will also include the Regional Manager for Innovate UK.

There is no intention to create legal relations. The Memorandum of Understanding sets out matters of agreed shared interest, reflecting the spirit of cooperation between the Partnership and Innovate UK.

Signed and dated:

On behalf of Innovate UK:

Signature

K Baughan

Print name

K BAUGHAN

Date

25/1/18.

On behalf of Cornwall and Isles of Scilly LEP:

Signature

mark goodwin

Print name

MARK GOODWIN

Date

25/1/2018

On behalf of Heart of The South West LEP:

Signature

Stephen L Hindley

Print name

STEPHEN L HINDLEY

Date

25th January 2018

On behalf of Dorset LEP:

Signature

J. Stewart

Print name

JAMES STEWART

Date

9th February 2018