

IMPROVING GRANT FUNDING SUCCESS WITH INDUSTRY

THE ENTERPRISE TEAM

Nicolas Nunn
Enterprise Manager
22/1/2026

liverpool.ac.uk/collaborate/enterprise

Enterprise:
Licensing & Ventures



KEY TAKEAWAYS FROM TODAY...

1. Importance of aligning your research with real-world industry problems
2. Developing relationships and projects with industry partners
3. Sources of funding and training

INDUSTRY VS. ACADEMIA

The industry side of the comparison is represented by a grey silhouette of a human head in profile, facing right. Inside the head is a colorful financial candlestick chart with green and red bars. Surrounding the head are five dark grey speech bubbles containing the following text: "Market", "Risk", "Customers", "Competitors", and "Real-world problems".

The academia side of the comparison is represented by a grey silhouette of a human head in profile, facing left. Inside the head is a green brain filled with white mathematical formulas, including $\sqrt{a^2 + b^2}$, $\sqrt{b^2}$, $(a + \beta + \gamma)$, and $\frac{a + \beta + \gamma}{a^2}$. Surrounding the head are five blue and dark blue speech bubbles containing the following text: "Funding", "Impact", "Novelty", "Knowledge", and "Expertise".

WHAT ARE GRANT FUNDERS LOOKING FOR?

- They tell you!! Look at the funders remit.
- Real-world impact
- Value for money

ACTIVITY – IDENTIFY PROJECT

- Split into groups of 3-4
- 5 minutes
- Identify a project or idea within your group
- Must solve a real-world problem e.g. an identified disease
- Pick one for the group to work on today

ACTIVITY – FINDING SOMEONE WITH THE SAME PROBLEM

- Same groups as before, use the project you identified
- 5 minutes
- Discuss the problem you are solving
- Identify 3 companies that are trying to solve that problems already
- Do you have any contacts at those companies?
- How might you meet with people from those companies?

ACTIVITY – HOW TO COLLABORATE?

- Same groups as before, use the project you identified
- 5 minutes
- How might you collaborate with your chosen industry partner on your project?
- What would they contribute?
- What would they gain?
- What might they want from you?

ACTIVITY – COLLABORATING STATEMENT

- Same groups as before
- 5 minutes
- Summarise ideas so far in a single sentence:

My work on _____ could lead to
_____ (company) contributing _____
so they can get _____.

PLANNING YOUR ROADMAP 1 – TRAINING OPPORTUNITIES

- Beginner's guide to commercialising your research 25th Feb (<https://staff.liverpool.ac.uk/research/enterprise/funding-and-training/demystifying-commercialisation/>)
- “Commercially Confident” April-May 2026 (<https://staff.liverpool.ac.uk/research/enterprise/funding-and-training/commercially-confident/>)
- Open to suggestions/requests for training



PLANNING YOUR ROADMAP 2 – POC FUNDING OPPORTUNITIES

- Innovation Ignition Fund (IIF) - £10k ECR's only
- Innovation Launch Fund (ILF) - £50k
- Partnership & Innovation Fund (PIF) - £50k
- Industrial Biotechnology Innovation Catalyst (IBIC) - £30k

ACTIVITY – PLANNING A GRANT APPLICATION

- Same groups as before, use the project you identified
- 10-15 minutes
- Plan a project proposal based on a set funding target
- Must be interesting scientifically AND align with industry interests
- Possible reviewers' questions:
 - Is there a defined output? Is it realistic and feasible?
 - Value for money?

QUESTIONS FOR THE AUDIENCE

1. Do you currently have collaborations with industry?
2. Are you interested in industry engagement/matchmaking events?
3. What level of funding are you looking to apply for?
4. Feedback and comments (optional)
5. Name & email (optional)



ANY QUESTIONS?

CONTACT

Nicolas Nunn (Enterprise Manager)
The Enterprise Team
Nicolas.nunn@liverpool.ac.uk
Uol-enterprise@liverpool.ac.uk

liverpool.ac.uk/collaborate/enterprise/

**Add me on
LinkedIn:**

