



SCOTTISH INNOVATIVE ACTIONS PROGRAMME FINAL PROJECT LEARNING REPORT

- The final project learning report should be submitted to SEP Ltd **no later than two months** after the date of completion of the pilot project.
- The information included in this report will be used to assist with evaluating the learning and outputs from the pilot projects supported through the Innovative Actions programme.
- This form is separate to the final grant claim and progress report form, which should be submitted within four months of the completion date of the project.

PROGRAMME	Scottish Innovative Actions Programme 2004-2005
PROJECT TITLE	Growing the Capabilities of Photonics SMEs
PROJECT REFERENCE	IA/SE/Photonics/AL2/003
ACTION LINE (Please Highlight)	Action Line 1 – The Scottish Innovation System Action Line 2 – Stimulating SME Demand for Innovation Action Line 3 – Knowledge Access & Knowledge Management Action Line 4 – Innovation Marketing & Product Launch

PROJECT APPLICANT

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PROJECT DELIVERY & LEARNING

Describe how the pilot project was actually delivered in practice.
<p>It was delivered in the same fashion as originally conceived and as described in the proposal. Namely, the economic impact survey was subcontracted and carried out by SOA and Analytical Consulting Ltd. A comprehensive survey "Economic impact assessment of the Photonic sector in Scotland" was produced. In addition, the barriers to uptake of IP survey was subcontracted and carried out by Tweedie Consulting & Photonix Ltd. A 64 page guide for entrepreneurs in the high tech sector, particularly in Optoelectronics and an event was organised.</p>



Describe the top 3 learning points from delivery of the pilot project.

1. The project reinforced the widely held belief that there is a gulf in the perceived value of IP between those creating it, who incorrectly measure it by what it took to create and those wishing to exploit the IP, who correctly value it by what increase in profit (or increase in company valuation) it would generate.
2. The project measured the economic impact of Photonics in Scotland
3. The project allowed SMEs to learn more about the opportunities available to them

Describe the most successful aspects of the pilot project and why.

The most successful aspect of the project was the event organised by Tweedie which got a large group together to discuss the results of the survey. It was beneficial as it attracted the main players in facilitating uptake of IP in addition to attracting SMEs

Describe the least successful aspects of the pilot project and how these aspects would be changed in the future.

The least successful aspect of the project was lack of engagement with entrepreneurs- it was difficult to locate such people and those that could be found were unable to take time to engage.

Describe the next stage planned for the delivery and rollout of the pilot project.

The next stage is to disseminate the entrepreneurship guide. This is being done by a combination of ad hoc methods adopted by Alastair Tweedie and Frank Tooley and a series of talks being presented by the CEO of Photonix. To date, 2 events have been held that Dr. Tooley has presented to Masters students in Optoelectronics at Heriot-Watt University and at a Knowledge Transfer event at the ATC.



INNOVATION POLICY

Describe how the learning from the pilot project will be used to influence future innovation policy in Scotland.

The economic impact survey will be used to influence future innovation policy in Scotland by being available as evidence to support funding by SE of infrastructure, institutes and projects that generate economic benefit. These currently include organisations such as the Kelvin Institute, Institute of Photonics, Optocap and Photonix.

INNOVATION PRACTICE

Describe how the learning from the pilot project will be used to influence future innovation practice and delivery in Scotland.

The economic impact survey and entrepreneurship guide will be used to influence future innovation practice and delivery in Scotland by being available as evidence to support funding by SE of infrastructure, institutes and projects that generate economic benefit. These currently include organisations such as the Kelvin Institute, Institute of Photonics, Optocap and Photonix.

COMMUNICATION & DISSEMINATION

Describe how the learning from the pilot project will be communicated and disseminated within your own organisation, to other organisations in Scotland and elsewhere in Europe.

The lessons learned through this project will be disseminated within SE, other organisations in Scotland and elsewhere in EU through the normal networking activities of those involved. In particular, there is an entrepreneurship event organised by Avril Gold and Avril Manners of SUPA, RSE, IEEE LEOS being planned in April at which Tooley will present the results of this survey. In addition, Chris Gracie CE of SOA and Tooley are both in Brussels 26-27th March to present at information days there.

PRIVATE SECTOR

Describe how the private sector was engaged during delivery and how they have responded to the new approach or mechanism delivered through the pilot project.

SOA, Analytical Consulting Ltd., Tweedie Consulting & Photonix Ltd. Photonix Ltd has played roles in this project. The project has also involved other private sector actors through the survey and interview activities. This has served to engage the community and highlight the presence of this project.

The contracted consultant has helped in suggesting ways in which Scottish Enterprise/Scottish Executive could further enhance the considerable support already offered to SMEs. In a wider context the relative lack of a Scottish entrepreneurial culture has been highlighted and some suggestions have been made on how this can be improved

