

BECOMING ENTREPRENEURIAL

THE ENTERPRISE TEAM

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Enterprise & Entrepreneurship Manager
Enterprise Team
Research Partnerships & Innovation Directorate
2026 PDRAs & Research Fellows Half Away Day,
Tuesday, 20 October 2026

Enterprise:
Licensing & Ventures



RESEARCH, PARTNERSHIPS & INNOVATION



*Research Support
Office (RSO)*



*Research & Partnerships
Development*



Research & Impact Strategy



Industrial Strategy



Consultancy

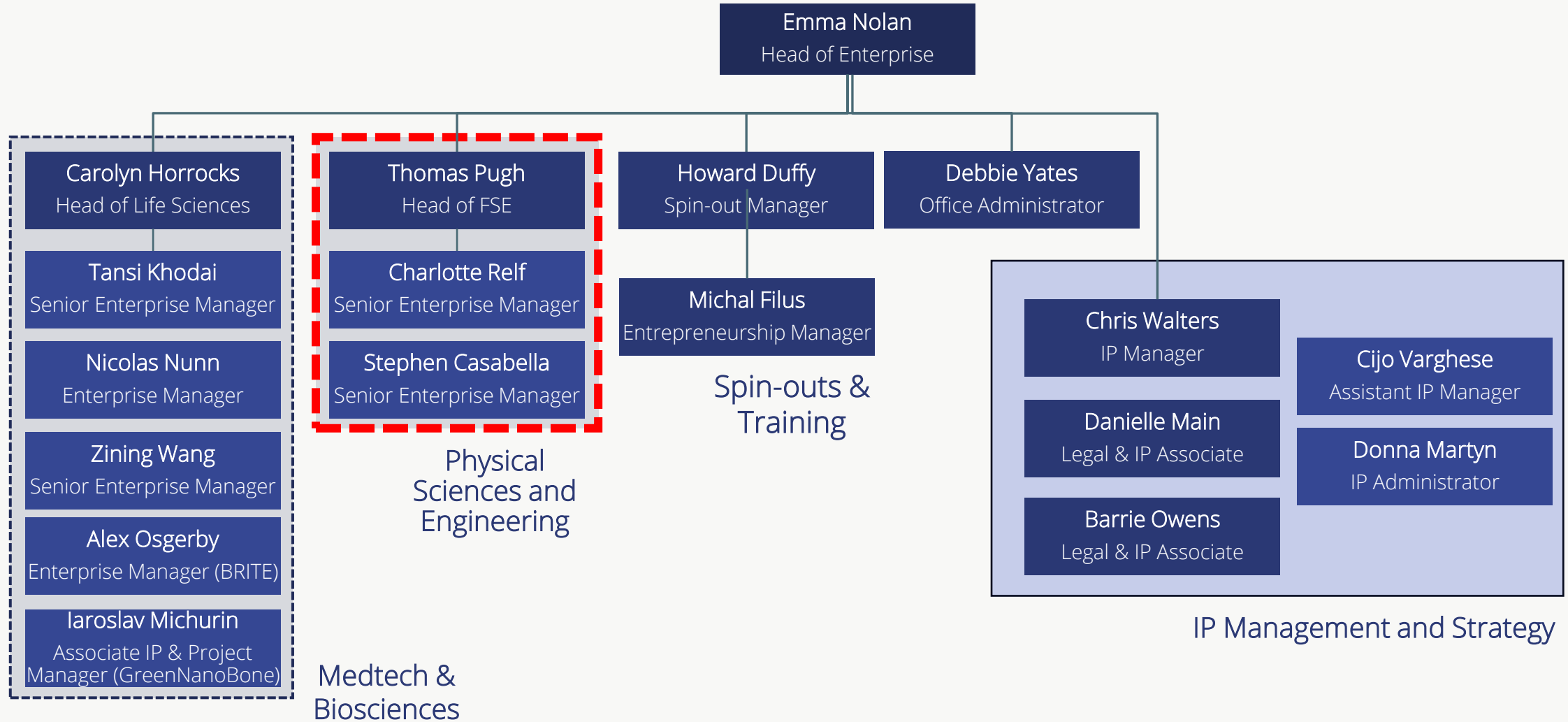


Enterprise Team

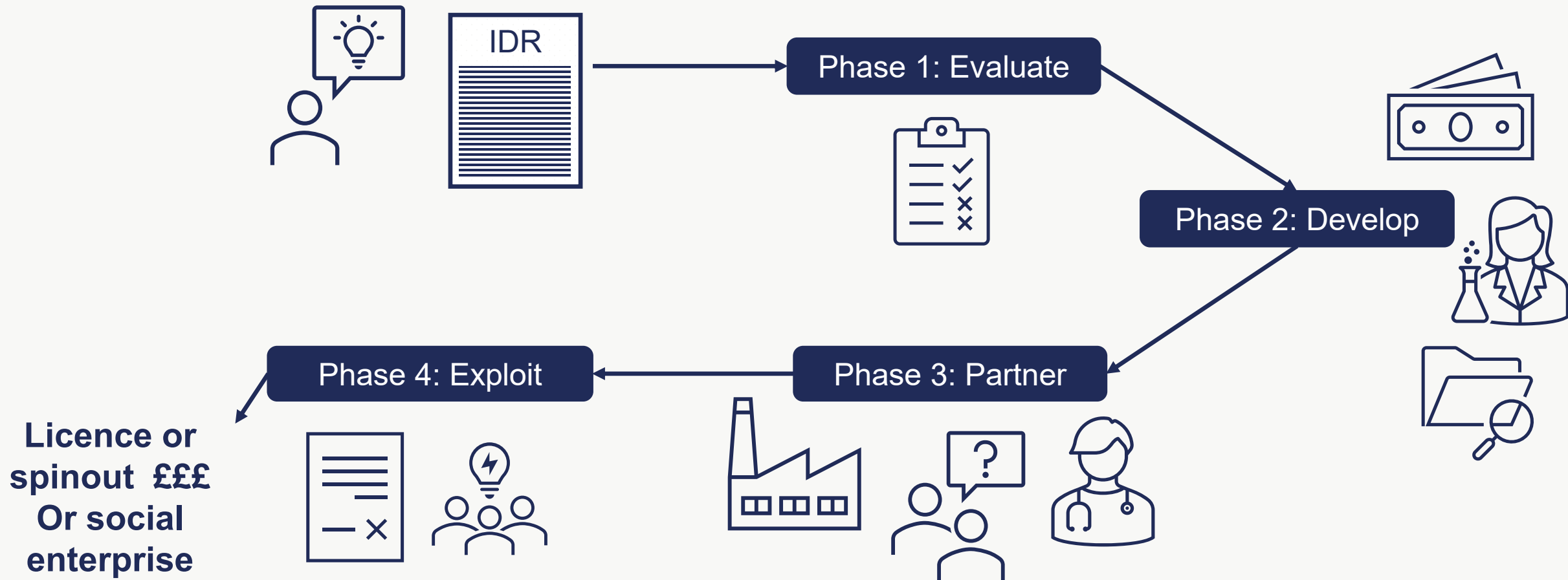


*Knowledge Transfer
Partnership*

THE ENTERPRISE TEAM

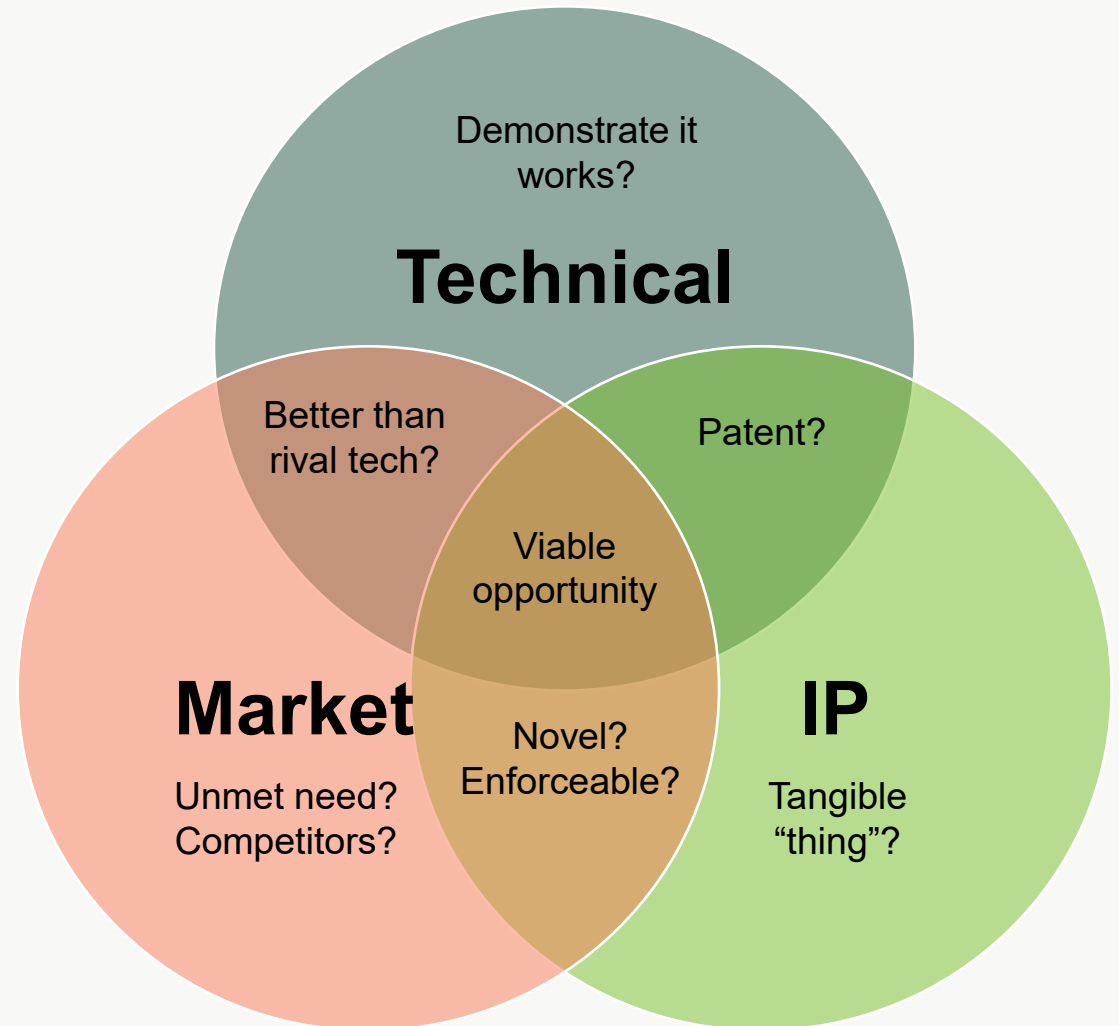


OUR PROCESS TO COMMERCIALISE RESEARCH

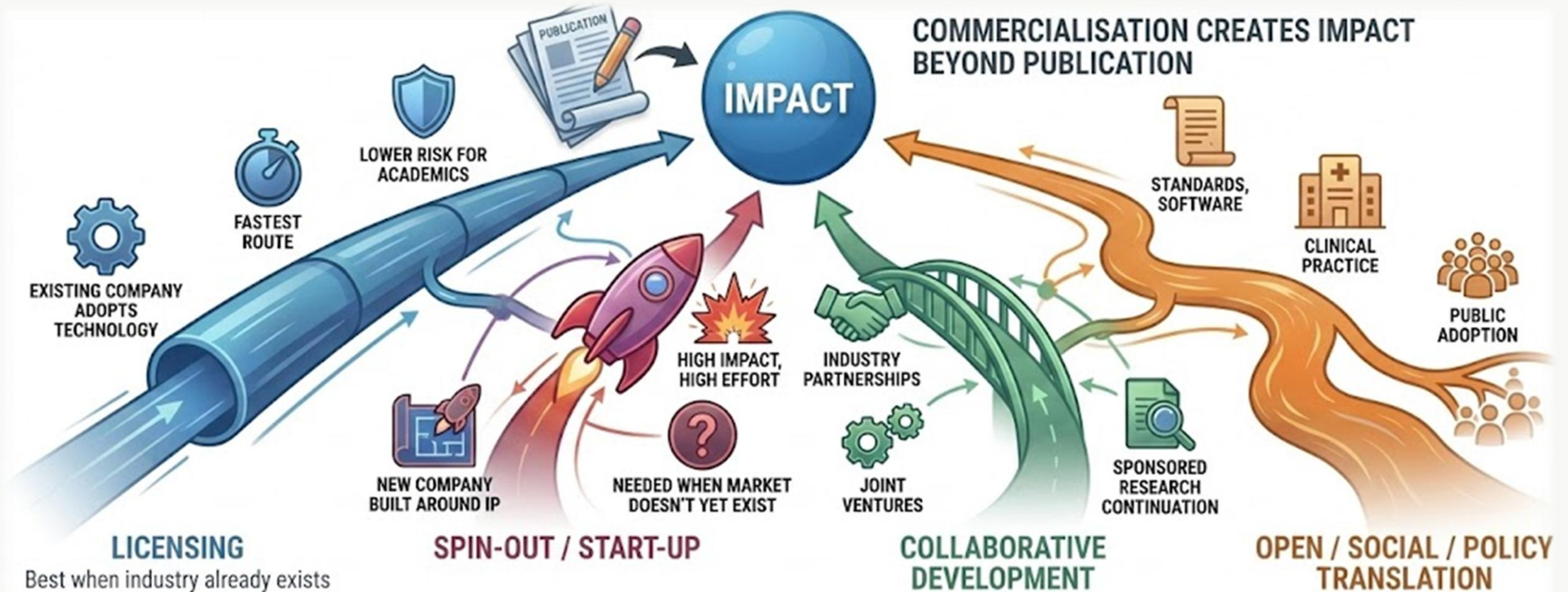


IMPORTANT QUESTIONS FOR COMMERCIALISING UNIVERSITY IP

1. Can we commercialise?
 - ☐ Ownership due diligence
2. Should we commercialise?
 - ☐ Technical
 - ☐ Market
 - ☐ IP
3. How do we commercialise?
 - ☐ Route to market
 - ☐ Industry partners
 - ☐ Funding
 - ☐ [Regulations?]



ROUTES TO IMPACT



There isn't one right path to commercialisation – only the right path for your idea. ✦

WHAT DETERMINES THE RIGHT PATH?

Unmet Need



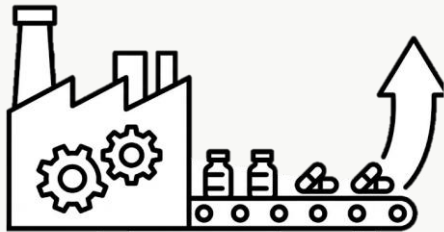
IP strategy



Regulatory Pathway



Manufacture scalability



Supply chain



Route to Customer





UNIVERSITY OF
LIVERPOOL

ENTERPRISE TEAM IN NUMBERS



£24.9m

in intellectual property
(IP) related income to
the University since 2018



29

Number of spinouts
supported since 2018



133

Number of
jobs created
(HE-BCI in 2024/25)



350+

Number of researchers
trained in the last 7
years (150 in 2024/25).



£6.1m

University Enterprise
Investment funding
invested since 2018*



£40.2m

Leveraged investment,
industry or grant funding
into spin-out companies/
the University in a
7-year period**



UNIVERSITY OF
LIVERPOOL

FROM IDEAS TO IMPACT

ENTERPRISE YEAR IN REVIEW 2024/25

Supporting new spin-out ventures and
licensing for real-world change

SPINNING OUT



SPIN-OUT CASE STUDY 4:

META ADDITIVE



Manipulating materials at the molecular level to create truly bespoke components

Sector: Additive manufacturing

- £1.2M Innovate UK Smart grant in 2020
- Acquired by Desktop Metal in 2021 for \$15M



HOW DO WE HELP ACADEMICS?



IP Strategy

- IP Protection
- Assessing Competitors
- Freedom to operate
- IP Monetization
- Business development planning



Route to Market

- Explore potential of your idea
- Regulatory and other issues
- Industry Expert Panels
- Spinout vs Licensing?
- Building Spinout Teams



Industry partners

- Identify industry partners for technology development & commercialisation
- Marketing opportunities



Training

- What is IP?
- Fundamentals of commercialisation
- ICURe & Accelerators
- Pitching



Support with Grant writing

- Support translational funding
- IP questions
- Route to Clinic questions

Other

- Support with IP strategies
- Academic collaborations
- Transfer of IP
- Right to publish

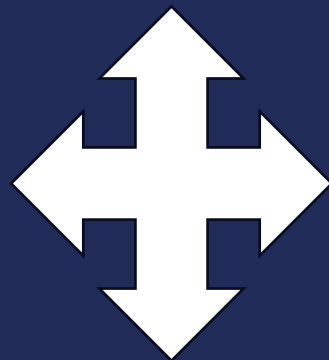
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ENTERPRISE TEAM SUPPORT

IP PROTECTION

£££

FUNDING



TRAINING



CONNECTIONS



FUNDING OPPORTUNITIES

Innovation Launch Fund (CLOSED NOW, shall return in Summer 2027)

- Projects up to £50K, will open early July 2026.
- Early-stage commercialisation activities, new Invention Disclosure Records.
- Closing 16th September. Pitching required for shortlisted applicants.
- Funding needs to be spent between Dec'26 – Jul'27. OPEN

Partnerships Innovation Fund (CLOSED NOW, shall return in Summer 2027)

- Projects up to £50K
- Pump priming projects with non-HEI partners in the UK's Industrial Strategy key areas.
- Closing 11th September 2026.
- Funding needs to be spent between Nov'26 – Jul'27. OPEN

FUNDING OPPORTUNITIES

Cyber Focus Innovation Funding (Place based IAA)

CyberFocus is pleased to launch its second funding call through the EPSRC Place Based Impact Acceleration Account, creating new opportunities for researchers across the North West to develop collaborative cyber innovation projects with non-academic organisations that deliver real-world impact. This call is open to academic researchers from the seven CyberFocus partner universities (Cumbria; Lancaster; Liverpool; Manchester; MMU; Salford; ULan) who are already working with external partners in the North West cyber ecosystem, or to develop new partnerships with external partners in the North West cyber ecosystem. [By external partner we mean a non-HEI partner]. We are inviting proposals that translate cyber security research into real-world impact, with a focus on collaboration, civic benefit, and alignment to regional strategies. Projects should help develop partnerships, strengthen public engagement or inform policy development. We particularly welcome projects that translate cyber research into public engagement activities, working with third sector and civic organisations to strengthen cyber skills, awareness, and regional capability. **Closes 9 November 2026. OPEN**

Industrial Biotechnology Innovation Catalyst (IBIC) Commercial Development Fund (Place based IAA)

Commercial development grants of up to £50k are available to researchers to support essential market and competitive landscaping, technology evaluation and any external partner engagement needed to drive start-up, spin-out and licensing opportunities. Next submission deadlines: 10th September 2026 (CLOSED) and 10th December 2026. **OPEN**

Maritime and Last Mile (MaLaMi) Net Zero Commercialisation Fund (Place based IAA)

Projects between £10K and £50K. MaLaMi aims to support the development and maturation of a regional cluster in Maritime and Last Mile. This aligns strongly with the LCR CA's recognition of an emerging regional strength in Maritime and Net Zero. As such the themes for MaLaMi funding rounds will be set by research and impact priorities as discussed with academics, local government and business stakeholders at network- and cluster-building events. Closing date: 9th October 2026. **CLOSED**

Civic Health Innovation Labs HealthTech Design Studio Academic & Clinician Small Grants Programme

The HealthTech Design Studio, part of the CHI-Zone programme, is now inviting applications for the Academic and Clinician Small Grants Programme 2026. Awards of £2,500–£10,000 are available to support early-stage digital or data-enabled health technologies that can help reduce health inequalities across the Liverpool City Region. Successful applicants will also receive 12+ hours of expert support in areas such as user-centred design, participatory research, and regulatory planning. The programme is open to all research-active University of Liverpool staff with contracts running to at least August 2027. Projects must be deliverable within four months, with all spending completed by 28th February 2027, and must clearly demonstrate how they will contribute to reducing health inequalities in the region. Applications closed Monday 3rd August 2026. The application form is available now, and completed submissions should be sent to CHI-Zone@liverpool.ac.uk. **CLOSED**

FUNDING OPPORTUNITIES

Innovation Ignition Fund (CLOSED, shall open Spring 2027)

- Projects up to £10K
- Early-stage commercialisation activities, validating new ideas with commercial impact and adoption potential
- May return in Spring 2027. Pitching required for shortlisted applicants.
- Funding needs to be spent within 4-6 months.

Harmonised Impact Acceleration Accounts (CLOSED)

- Projects between £10K and £50K
- Designed to fund innovative projects capable of accelerating impact, improving industrial collaboration and fostering greater entrepreneurship. May return in Spring 2027 as UKRI Acceleration.
- Shall return April 2027 (AHRC, **STFC**, **EPSRC**, MRC IAAs)

TRAINING OPPORTUNITIES

Commercially Confidential Programme (Winter 2027)

Looking to scale up your innovations? This training programme is designed for researchers in the early stages of scaling up their innovations into real-world solutions and are looking to take the next step in developing their entrepreneurial ideas and make them a reality within the next 6-18 months. Shall return in Winter 2027.

Future Founders Programme (December 2026, Q1-Q2 2027)

The Future Founders Programme (FFP) is a six-week programme designed to demystify business management and support inventors leading early-stage University projects who are ready to take on a director or ownership role of a developing business. Shall return in Spring 2027.

Postdocs to Innovators Programme P2I In Action Annual Event (23-26 November 2026, Liverpool) & Online Entrepreneurial Training for PostDocs. Please contact Michal Filus for more information.

BRITE Incubator Programme – Y1 for BRITE Proof of Concept funding awardees only. Y2 for UoL researchers in Q12027. Contact Alex Osgerby for more information.

Interested to learn how entrepreneurial skills can help you transition to industry?

An entrepreneurship course with a difference

The Researcher to Innovator & Entrepreneur Online Course was developed by p2i partners, now on edX



FINAL CALL

Entrepreneurial skills and business awareness benefits all researchers

Join the online course as part of the next p2i learning cohort

Application deadline 15 Oct 11:59pm UK time
Course runs between 23 Oct – 17 Dec



Postdocs, help us support YOU.

How to get your research funded? How to get your venture funded? How to get hired? Gain the mindset and know-how to convince them to say “Yes”. **THERE WILL BE ANOTHER CALL in WINTER 2027**

Our p2i Network online course is designed to give postdoc researchers the tools, skills and confidence to get out there and secure support for their research or business ideas. Sounds exciting? Our next cohort start date is 23 October. Further info and apply by **15 October**: <https://www.p2i-network.eu/online-courses>

TRAINING OPPORTUNITIES

ICURE Programme Innovate UK powered ICURE programme focuses on training early-career researchers to find the right route to commercialisation and helping them develop the necessary business skills, connections and expertise. The University is a partner in a collaborative project to deliver entrepreneurial training to Universities in the North of England, Northern Ireland and Scotland – this is known as ICURE (NxNW).

Quantum Entrepreneurial Skills Programme: by Anchored In, Capital Enterprise, QCi3 Hub, UK Quantum Technology Research Hub. Quantum Computing / Sensing, Imaging / Position, Navigation & Timing / Integrated Quantum Networks / Biomedical Sensing / Other. Free of charge and covered by EPSRC funding. 3 workshops, hybrid delivery, 10, 17 and 24 November 2026 (Glasgow). **Apply by 1 November (OPEN)**

Innovation Spark with Innovate UK Business Growth (November 2026) This series of interactive workshops is designed to equip researchers with practical tools and insights to navigate the innovation journey. Participants will learn how to transform ideas into impactful solutions, leverage available support systems, and develop strategies for sustainable growth. Delivered by the University's Enterprise Team and Innovate UK Business Growth Innovation Managers. Shall return in Q4 2026.

TRAINING OPPORTUNITIES

Northern Triangle Mentorship Network Innovation Boost Programme

The Northern Triangle Mentor Programme is designed to address the specific needs of academics and their teams who are in the early stages of commercialising their research. We offer a variety of support, including focused 1-1 guidance, speed networking, events, and fireside chats. Innovation Boost provides academics with up to 10 hours of mentoring over a 14 week period with a carefully chosen mentor. If you are looking to do a deep dive into your development and give a boost to your commercialisation project, then let the Enterprise Team know. Next one in October focused on investment.

Northern Gritstone Bootcamp Programmes

A bespoke early-stage programme designed to inspire and equip aspiring founders with the mindset, knowledge and strategic insight needed to successfully launch and secure funding for a spin-out company. For leaders of advanced projects within Enterprise Team's project portfolio. Please liaise with Enterprise Team to discuss. May run Q4 2026.

NETWORKS & CONNECTIONS



University of Liverpool Enterprise

Helping solve society's problems with the value of research innovation



VALUE OF RESEARCH COMMERCIALISATION



- Career Growth
- Funding Opportunities
- Revenue
- Networks
- Skills
- Reputation



- Additional resources
- Stronger P2I
- Validation from real users
- Increased publication opportunities
- Funding Opportunities



INSTITUTION

- Reputation for Innovation
- New Revenue Streams
- Stronger industry relationships
- Talent attractiveness & Retention
- Research & Innovation Excellence



REGION

- New Products Improving Lives
- New Jobs
- Policy Improvements
- Economic Growth
- Sustainable innovation

KEY POINTS - I WANT TO LEAVE YOU WITH

- ❖ **Great Research achieves impact when it connects with the innovation ecosystem beyond academia**

Commercial success depends on translation beyond the lab / University campus.

- ❖ **There is no single commercialisation pathway**

Licensing, spin-out, partnerships can all create impact.

- ❖ **The *right* commercialisation route depends on context**

IP Strategy, technology maturity, regulation, supply chain fit and route to market are as critical as scientific excellence

- ❖ **Commercialisation is about managing risk**

Key question is: Who is best placed to carry the uncertainty at each stage?

- ❖ **Think about deployment *early***

Impact is greatest when discovery and adoption are designed together



For Intellectual Property and research commercialisation queries,
to discuss your research projects and commercial impact plans,
please contact: **uol-enterprise [at] liverpool.ac.uk**

THANK YOU

We are the projects
that make headlines
And people that
make history

We are the original redbrick