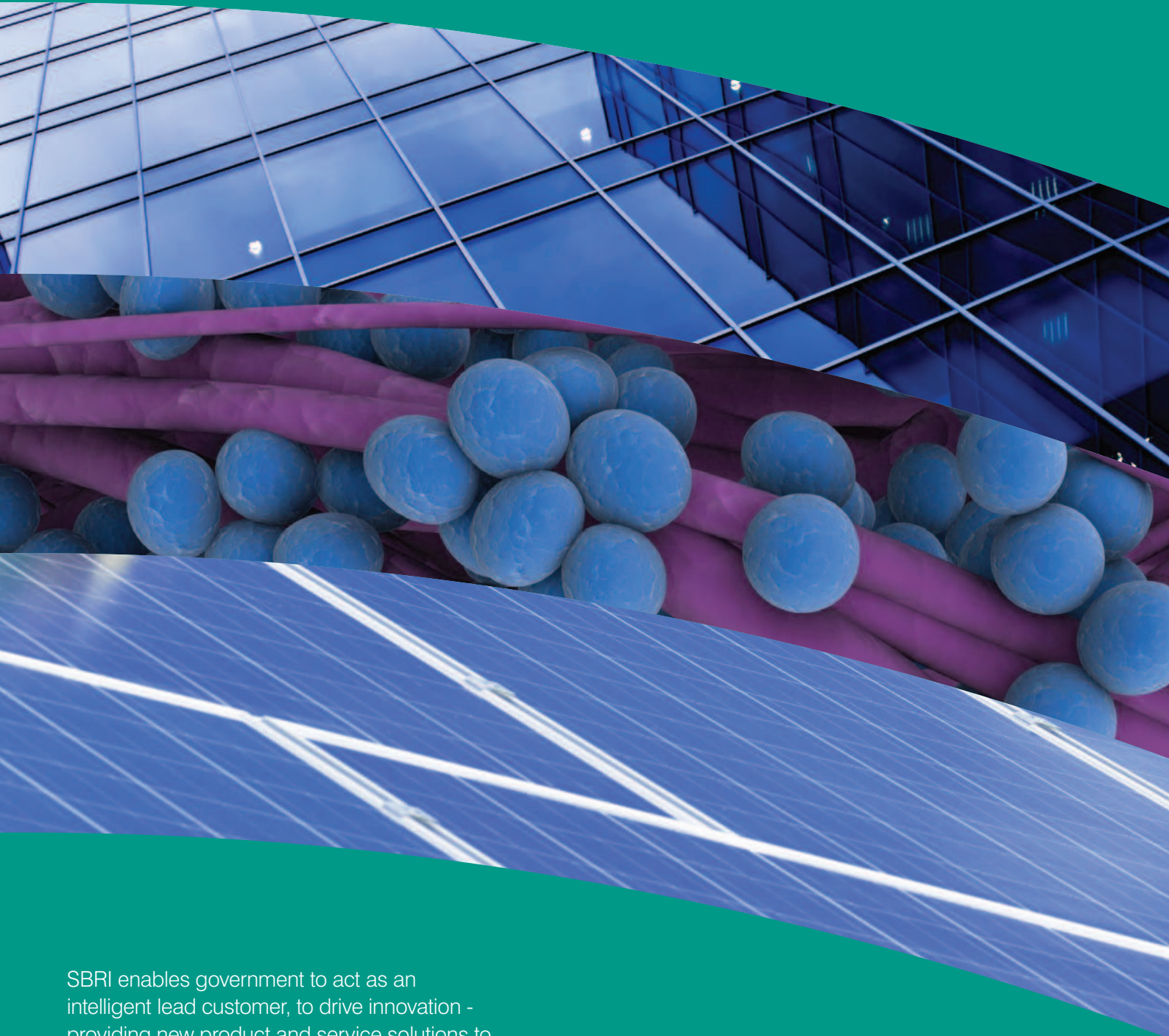


**SBRI** Government challenges.  
Ideas from business.  
Innovative solutions.

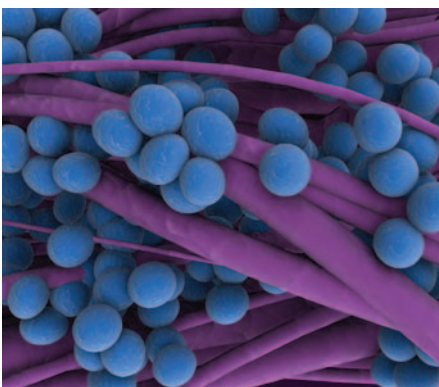


SBRI enables government to act as an intelligent lead customer, to drive innovation - providing new product and service solutions to public sector challenges and opportunities for innovative companies.

**SBRI** competitions can bring **dramatic improvements** to specific public sector challenges by enabling government bodies to **engage** with a broad range of organisations and technologies. **Selected applicants** are awarded contracts with the public sector to demonstrate and develop their technology.

## What is SBRI?

SBRI is a process that enables government bodies to connect with innovative businesses, finding novel solutions to specific public sector challenges and needs.



SBRI uses the power of government procurement to connect, engage and find solutions, supporting projects through the stages of feasibility and prototyping which are typically hard to fund. It offers an excellent opportunity for businesses, especially early-stage companies, to develop and demonstrate technology, supported by an intelligent lead customer.

It can be difficult and confusing for those with innovative ideas to engage with the public sector. Equally, government departments have no easy access to the ground-breaking organisations that might provide new solutions to help them meet their objectives. SBRI brings these two groups together, and experience shows that some of the most interesting and innovative ideas come from organisations working outside the sector and from early-stage ventures.

SBRI enables the public sector to engage with industry during the early stages of development and operates under the EU Pre-commercial Procurement legal framework.

### Benefits to government

The public sector can use SBRI to find innovative solutions by reaching out to organisations from different sectors. Whilst SBRI is focused on small and emerging businesses, academia and charities may apply provided they show a route to market. It is a recognised process that supports the public sector in procuring the development of new technical solutions and accelerating technology adoption. New ideas can be explored as the risk is managed through a phased development programme running a portfolio of the most promising projects.



### Benefits to innovators

SBRI competitions create excellent opportunities for innovators to engage with a government department or other public sector body and prove their technology or idea.

Successful applicants will gain a lead customer for the development of their solutions, and will retain their intellectual property rights. They will receive a contract for the full cost of demonstrating the feasibility of their technology and the opportunity for subsequent funding for prototype development. This provides a reliable source of early-stage funding, a potential route to market and establishes credibility for further investment.

Any organisation can submit an application that addresses the publicised challenge. The structure of the scheme is particularly beneficial to early-stage companies and small and medium-sized enterprises (SMEs).

Each competition and its topic are led by the relevant public sector body. The Technology Strategy Board champions the SBRI programme and supports the expansion to a wide range of public sector bodies, as well as using its outreach connections to publicise the competitions. Details of all current competitions are listed on the Technology Strategy Board website [www.innovateuk.org/sbri](http://www.innovateuk.org/sbri)

### SBRI key features

- Competitions are demand-driven by a defined challenge
- Stimulates the creation of innovative new products and services
- Operates under the EU Pre-commercial Procurement framework
- Fully-funded development contract – not a grant
- Fast-track, simplified process
- Particularly suitable for SMEs
- Public sector acts as the lead customer
- Intellectual property is retained by the applicant
- Delivers a major improvement in meeting operational or policy objectives.

# How does it work?

SBRI is a simple process.

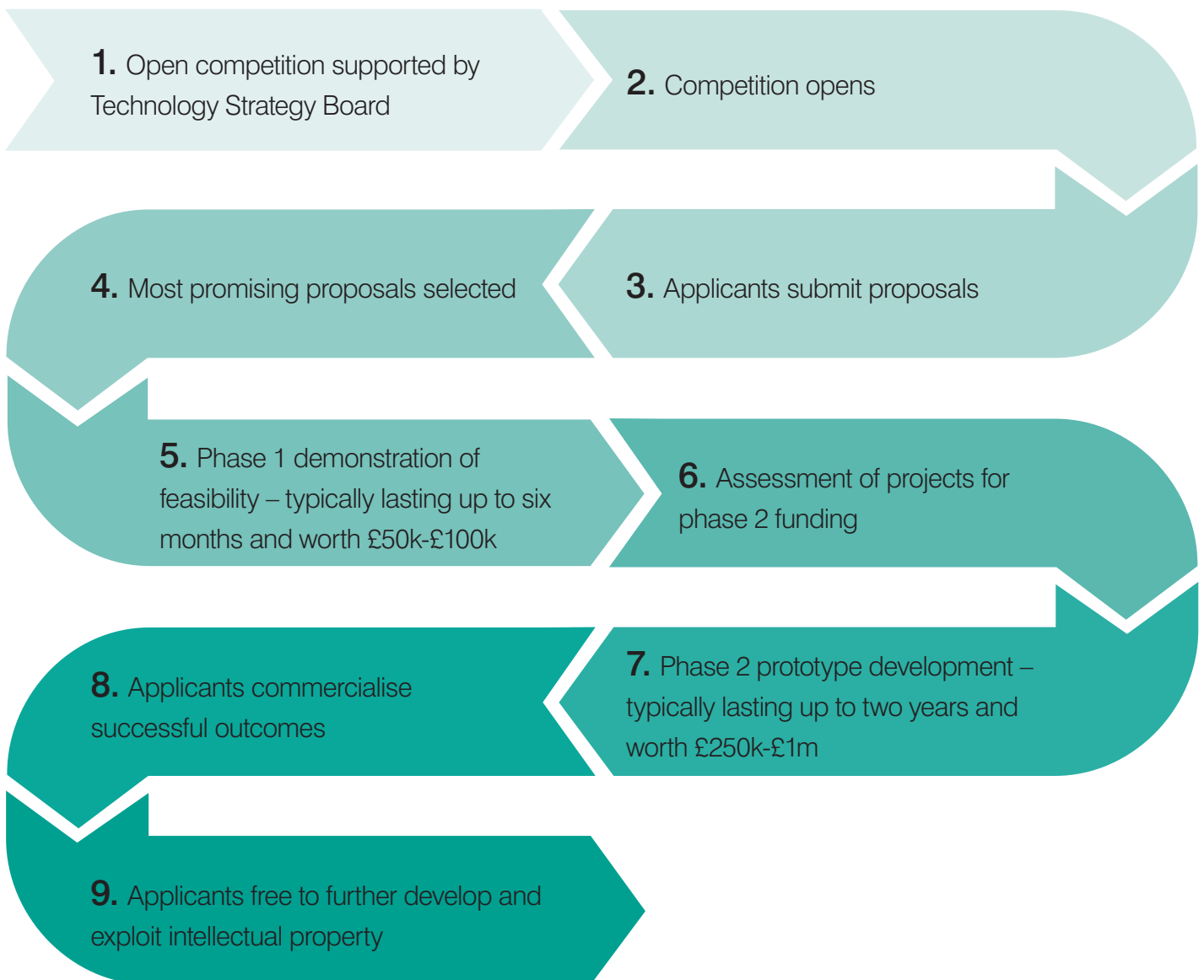
Typically competitions are split into two phases. All competitions are based around a market need, which is expressed as a desired outcome, rather than a required specification.

## Phase 1

Proposals concentrate on proving the scientific, technical and commercial feasibility of the proposed project. The results of phase 1 determine whether the solution should go further to phase 2 – not all projects will progress to the second phase.

## Phase 2

Prototyping is undertaken in phase 2. Projects that successfully complete phase 2 can then be commercialised and offered to government departments and others under a normal procurement process.



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‘The real winners in this competition have been the patients. We know that we will save lives through these products.’

Karen Livingstone, Director of Strategic Partnership,  
NHS East of England

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## Better healthcare at home

The aging population means the NHS is dealing with more and more long-term conditions. These conditions can be a great burden on individuals and demand significant NHS resources. The NHS East of England ran an SBRI competition for technologies that would support people with long-term conditions, with the aim of providing more of that support in the community. A project by Eykona Technologies was one of a number that were supported.

Eykona developed sophisticated image-processing technology and a novel 3D camera to monitor the healing of chronic wounds. The technology allows community nurses to monitor the wounds while having the back-up of hospital-based consultants. Images can be evaluated without the need for the patient to visit the outpatient department. Patients receive more effective treatment in their homes and at a reduced cost to the NHS.

Successful SBRI health competitions have generated large numbers of applications from organisations, many of whom do not work in the health sector. Other topic areas have included hospital-acquired infections, patient safety and dementia. The health sector has been a significant adopter and beneficiary of SBRI, and there is a continuing programme of health competitions run by the National Health Service and the Department of Health.

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‘Gaining an SBRI contract has allowed us to raise capital to move offices and the company has expanded threefold. It has given us massive, massive credibility, particularly the engagement with the NHS.’

Paul Murphy, Chief executive, Eykona technologies

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# Saving lives on the battlefield

Access to first-class medical technology can be the difference between life and death for a UK soldier patrolling in some of the most dangerous parts of the world. Soldiers will often survive an initial explosion but later develop complications due to their injuries. The Ministry of Defence (MoD) ran an SBRI competition in the area of battlefield medical technology, with the aim of improving medical support to armed forces.

Lung injury is a recognised complication of explosions. PneumaCare received funding to develop PneumaScan – an innovation that assesses and monitors lung function by scanning and then modelling abdominal volume. Their SBRI contract has allowed the company to demonstrate and test its technology in a mobile environment and apply it to a novel military capability.

Intelligent Textiles Ltd is another company that has received an SBRI contract from the MoD. Its solution to reduce the load carried by soldiers out on patrol was to use woven conductive textiles to replace the conventional wiring harnesses that carry power between a soldier's systems and devices.

The MoD runs a series of SBRI competitions through its Centre for Defence Enterprise, which allows it to harness and fund cutting edge innovation in UK defence. MoD has launched more than 30 SBRI competitions to encourage innovators to develop ideas and address defence challenges. Other main areas of focus have included:

- reducing the burden on the dismounted soldier
- next generation IED search-and-detect capability
- detection of underwater threats, and biological and nuclear materials
- cyber defence analytical tools
- armour and protection
- application of biometric technologies for force protection and counter-terrorism

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'SBRI funding was the right amount at the right time. It was vital in allowing us to concentrate on the mobility and robustness of PneumaScan. We now have a CE marked lung function monitor which will be of benefit to many patients.'

Dr Ward Hills, Chief Executive Officer, PneumaCare

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# Challenges

SBRI is a pan-government process that has been used to address many areas. It can be used to address both national and more local challenges.

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'If this competition hadn't existed, we wouldn't have developed this technology. SBRI was a really easy and quick process to gain funding for cutting-edge innovation.'

Neil Garner,  
Chief Executive Officer,  
Proxama

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## Security

A variety of SBRI competitions have been instigated by the Home Office. A Centre for Applied Science and Technology (CAST) competition was designed to address the police need for an oral screening device to detect drug-affected drivers. Another Home Office SBRI competition seeks to develop innovative tools for the collection and analysis of live data streams in real time in order to identify trends, build a common picture, monitor, manage and influence events as they occur.

## Sustainability

The Technology Strategy Board ran an SBRI competition, on behalf of the Homes and Communities Agency and the Department for Communities and Local Government, to identify technologies for retro-fitting social housing with energy efficient systems. The 86 successful phase-2 projects will contribute to the UK's target of a reduction in greenhouse gas emissions of 80% by 2050. Other SBRI competitions included one run by Defra to stimulate development of highly efficient lamps for domestic use.

## Competitions

SBRI was re-launched in March 2009 and about 30 new competitions are launched every year with the Department for Health, the Home Office, Ministry of Defence, East of England Strategic Health Authority, Department for Environment, Food and Rural Affairs, the Design Council, Department of Energy and Climate Change, Department for Local Communities, Northern Ireland Tourist Board and the Homes and Communities Agency. More than 2000 organisations have applied to these competitions and over 600 have been awarded contracts.

All competitions are listed on the Technology Strategy Board website. Competitions are also publicised through the knowledge transfer networks, local business networks and others.



For further information about SBRI and the work of the Technology Strategy Board, visit the website at [www.innovateuk.org/sbri](http://www.innovateuk.org/sbri)



SBRI is one of the tools that the Technology Strategy Board supports to drive innovation in the UK. The Technology Strategy Board is a business-led executive non-departmental public body, established by the Government. Its role is to promote and support research into, and development and exploitation of, technology and innovation for the benefit of UK business, in order to increase economic growth and improve quality of life. It is sponsored by the Department for Business, Innovation and Skills (BIS)

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