

CAMBRIDGE
NANOMATERIALS
TECHNOLOGY LTD

Innovation Training

www.CNT-Ltd.co.uk
info@CNT-Ltd.co.uk



Innovation Training:

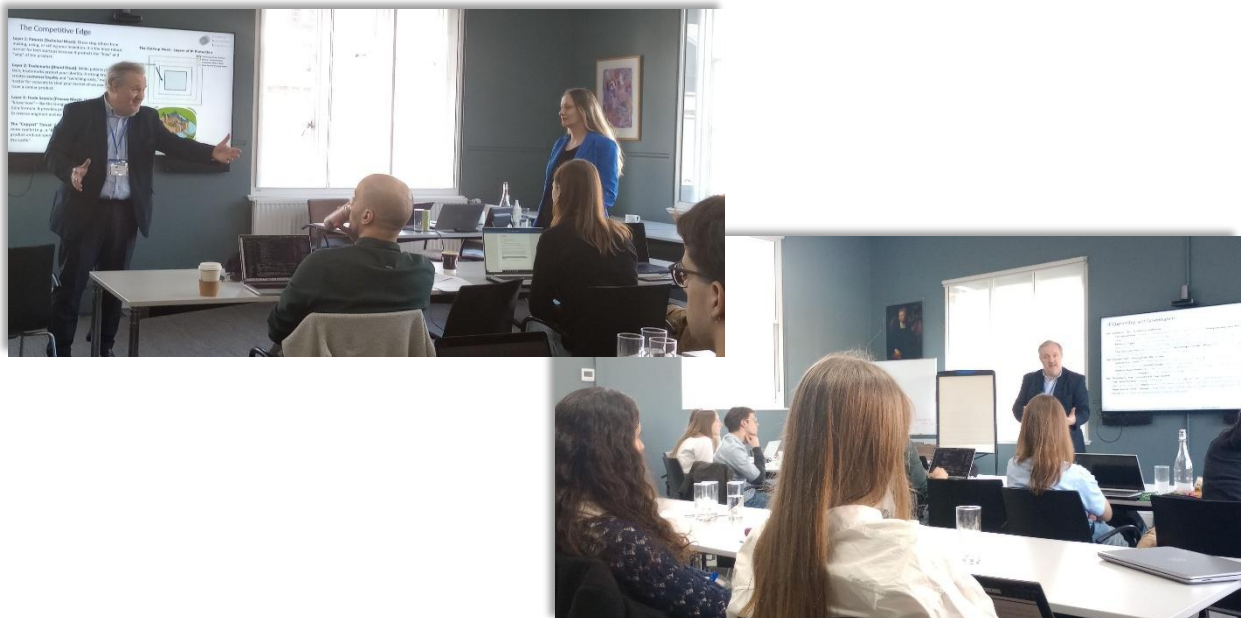
We provide innovation training related to:

Innovation is a capability. We help organisations, individual researchers, and innovation-driven teams build the skills, tools, and mindset needed to utilise innovation to create monetary value. Our tailored innovation training programmes are designed around your specific challenges, goals, and industry context.

We provide a training programme focused on innovation for technology development and revenue growth, IP and entrepreneurship covering the following topics:

- strategic innovation alignment with your goals
- AI in innovation (creativity and confidentiality)
- IP generation and management
- IP as foundation of the business,
- business model and plan development
- business style pitch presentations,
- funding opportunities—including private VC investors, business angels, and government grant funding.

The training workshops are covering topics such as what to patent and what to keep as know-how and trade secret. Also covers how to secure and maximise value of the IP in the start-up, and how to get funding from private VC investors and government grants. We also discuss pros and cons of using AI in innovation from the perspective of creativity and confidentiality. The training concludes with individual business pitch presentations, followed by peer and trainer feedback.



"The workshop was highly valuable, well structured, and genuinely inspiring. It offered both practical insight and a broader perspective on collaboration, innovation, and how research can be translated into real opportunities."

Wilder Ruiz

Scientific Software Engineer & Architect of AI-driven bioinformatics research systems - University of Turku, Finland



Feedback received from participants from one of the IP training workshops:

“Many students went to see the coordinator afterwards to tell him how interesting it was. For some of them it was not their first course on IPR but they really liked this specific one and said they learned a lot, with interesting examples.”



Business architecture – Identification of the Key Exploitable Results (KERs), Business Model Canvas, Value Proposition Canvas, SWAT analysis

Strengths	Weaknesses
<p>What do you do well?</p> <p>What unique resources can you draw on?</p> <p>What do others see as your strengths?</p>	<p>What could you improve?</p> <p>Where do you have fewer resources than others?</p> <p>What are others likely to see as weaknesses?</p>
Opportunities	Threats
<p>What opportunities are open to you?</p> <p>What trends could you take advantage of?</p> <p>How can you turn your strengths into opportunities?</p>	<p>What threats could harm you?</p> <p>What is your competition doing?</p> <p>What threats do your weaknesses expose to you?</p>

Key Partners	Key Activities	Value Proposition	Customer Relationship	Customer Segments
Operational partners that are key to help you deliver	Essential activities that you perform to help you achieve your goal and deliver your value proposition	What are your products / solutions / what are you developing? Which of your customer problems are you trying to solve? What is the value you deliver to your customer? Why should your customer choose you over your competitors?	How will you interact with your customers?	Who will be your main customers for what you are developing? For whom are you creating value?
Services and Products	Key Resources	Further Funding	Channels	
What services / products are you offering (direct care, consultancy, technology, training, characterisation services, marketing...)?	What key resources do you need in place to deliver your activities and deliver your value proposition?	Are you looking for further investment? What type of investment (government grants, private investment, start-ups...)?	How do you propose to reach your main customers?	
Cost Structure		Revenue Streams		
What are the important costs to create and deliver your value proposition? e.g., processing tool development costs, testing costs, cell culture costs		What are the revenue models? How do your customers pay for the value you provide to them? e.g. pay per service, buy per product, royalties, training, consultancy fee		

WP7 – Key Exploitable Results (KER)

No.	Subtable name	Type of result	Level	Further action/aimed for	Owner's	Start of	Timeline key of
1	Open for publication	e.g. Invited, peer-reviewed, preprint	Partner 1	Publication of the exploitable result	Partner 1		Timeline key of publication (date, month, year)
2	Patent application	e.g. Patent	Partner 1	Patent	Partner 1		Timeline key of patent application (date, month, year)
3	Patent granted	e.g. Patent	Partner 1	Patent	Partner 1		Timeline key of patent granted (date, month, year)
4	IPM/Innovation process	e.g. Innovation	Partner 1	IPM/Innovation process	Partner 1		Timeline key of IPM/Innovation process (date, month, year)
5	IPM/Innovation process	e.g. Innovation	Partner 1	IPM/Innovation process	Partner 1		Timeline key of IPM/Innovation process (date, month, year)
6	IPM/Innovation process	e.g. Innovation	Partner 1	IPM/Innovation process	Partner 1		Timeline key of IPM/Innovation process (date, month, year)

• Table for the identification and definition of Key Exploitable Results (KER)

• All partners will be asked to identify their own organisation's KER arising from the APOLLO project



Pitch presentation training – identifying value proposition, market opportunity, investment proposition and exit strategy, presenting team and strategy for growth

Insert organisation logo

Organisation Name and/or Product Name

Organisation and/or product short description (one sentence)

Location (Town, region, country)

Innovate Business Pitch presentation training – 3rd January 2024 Cambridge, UK

This project has received funding from the European Union's Horizon 2020 research and innovation programme under grant agreement No. 101019718

Insert organisation logo

BUSINESS MODEL

Describe your business model

(Following possible client/investor questions should be answered)

How much does it cost me?

What do I get?

How will you spend my money?

What is my expected return?

When will I get the return?

How will you handle confidentiality of my process/product development?

Organisation and/or product name & short description



Proposal preparation training for future project coordinators, preparing multi-partner, large Horizon Europe and Innovate UK proposals (more than £1m total budget).

Innovate UK





Location

Cambridge Nanomaterials Technology Ltd
14 Orchard Way
Lower Cambourne
Cambridge CB23 5BN
UK



Email:

info@CNT-Ltd.co.uk



Phone:

Tel. +44(0)1954 710865
Mob. +44(0)7780874335



LinkedIn:

<https://www.linkedin.com/company/cambridge-nanomaterials-technology-ltd>
<https://www.linkedin.com/company/cnt-innovation>
<https://uk.linkedin.com/showcase/nanomatexpo/>



Website

www.CNT-Ltd.co.uk
www.cnt-innovation.com
www.nanoMATexpo.net

Cambridge Nanomaterials Technology Ltd