

The PNO Group

Background



Founded in 1985, PNO is Europe's largest independent public funding advisory, annually raising over €250 million on behalf of its clients. PNO employs just under 250 staff operating in 12 European countries. In terms of core services, PNO is active across the entire grant acquisition process. We work closely with our clients to identify and match funding programmes to company strategies, ambitions and projects. We then guide the application process and provide comprehensive support with the writing and submission of grant applications. This can include the drafting and re-writing of a project business plan, finding the right project partners, dealing with administrative conditions and project management. Working across all principle industry sectors, PNO has

developed extensive expertise in establishing, managing and contributing to complex international technology transfer consortia, communities, processes and projects. PNO supports over 4000 clients throughout Europe, annually developing over 150 European consortia, funding proposals, and fostering their successful implementation in many technology domains. Our success rate with UK National programmes is in excess of 79% and in European proposals to date is 47%.

Core Service Model

Initiate:

- Assessment of projects for grant potential
- Joint development of grantable projects
- Linking with potential partners through our National and pan-European network
- Linking our clients with potential projects and applications under preparation within the PNO network
- Identification of suitable partners and consortia management

Process Management:

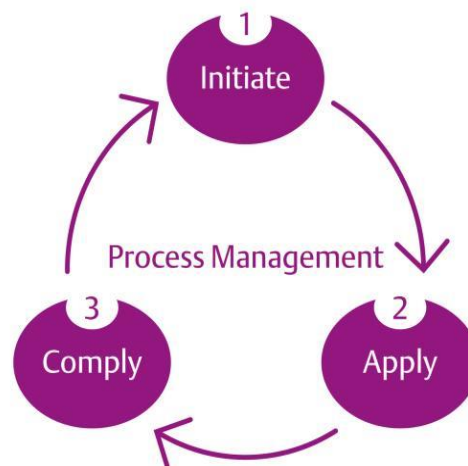
- Development of grant strategies to ensure that available grant programmes are fully optimised
- Delivery of a grant information service and mapping studies
- Delivery of seminars and training workshops focussed specifically on the pursuit of grant funding

Apply:

- Bid writing support – full application writing, co-writing, critical peer reviews
- Development and presentation of project budgets
- Contract negotiation with Grantor Body

Comply:

- Advice on administrative requirements of the Grantor Body and project reporting
- Support to ensure full draw down of grant
- Managing project spend against project deliverables





Inspire Improve Impact

Innovation Place (www.innovationplace.eu)

Free to join, PNO's new online innovation portal - Innovation Place, is an online service aimed at supporting organisations to achieve their strategic R&D objectives through the matching and managing of R&D projects, providing a forum for finding partners and identifying relevant grant opportunities.

Sector Focus

We work across all industry sectors, with specialist consultants in a number of priority sectors. Our clients include both small, medium sized and multinational industries, as well as Universities and Research institutes, amongst which are European and international leaders such as Amsterdam Schiphol Airport, Booking.com, DOW Chemical, CERN, Finmeccanica/Selex, Fraunhofer Institute, Harbours of Rotterdam and Antwerp, HP, Intel, Microsoft, Philips, Procter & Gamble, Solvay, TomTom, the Universities of Bordeaux, Ghent, Leuven, Rome, Naples, Utrecht, and Warwick.

Furthermore, PNO manages several European EC funded network projects to build communities of valuable SMEs, large industries, Universities and Research Institutes, to further support innovation in specific sectors, such as the bio-based product market (BIOCHEM) <http://www.biochem-project.eu/>, transport (SMART) www.smartransport.eu, security (OSMOSIS) <http://www.osmosisecurity.eu/>, open source and embedded software (SHARE), to name a few.

The UK team

Our services are delivered by an experienced team of people, comprising over 25 years in the grant funding arena. The UK team have a proven track record and a success rate of over twice the national average. Our main UK office is in Cheshire. We also have a presence in Oxford and work with organisations throughout the UK and EU.

More information

If you would like to determine whether your ideas, plans, projects or ambitions are eligible for funding, do not hesitate to contact us. The members of our team are familiar with all the complexities of the sector(s) in which you operate and they will gladly discuss all your options in an exploratory meeting.

Key Grant Schemes:

UK National:

- *SMART* – single applicant SME R&D
- *Collaborative R&D* – Industry driven collaborative research across key themes
- *I4i* – R&D projects addressing existing or emerging healthcare needs
- *SBRI* – developing R&D solutions to public sector needs
- *R&D Tax Credits* – retrospective tax credits on R&D

European:

- *EUREKA Eurostars* – SME driven R&D on a European scale
- *Horizon2020* – The EU's main instrument for funding R&D.
- *CIP* – The Competitiveness Innovation Programme supports innovation activities. Main schemes are Life + and Eco-Innovation