

# SCY– Creating Value Through Innovation

## Introducing a new opportunity to engage with SCY as a Patron

### SCY Patron Membership

SCY Patrons form an exclusive group of SCY supporters who share an active interest in the goals and vision of our company.

It is a status that is reserved for a select group of leading organisations, all able to derive measurable benefit and value from the personal relationships they develop through their active involvement with SCY.

### Corporate Value and Responsibility

The status of SCY Patron offers unprecedented association with a heritage brand synonymous with innovation, growth and prosperity; helping businesses to thrive in a local environment; and delivering real economic value and impact.

### Access, Introductions and Connections

SCY has long-established links with influential regional and national business representatives and we are able to offer Patrons priority access to meet with key contacts through preferred inclusion in guest lists and selective attendance at meetings, and exclusive opportunities to host and sponsor business events.

### Enhanced Exposure

All Patrons have a prominent, branded presence on our website and SCY's annual calendar of events provides further opportunity for high profile branding and targeted marketing through complimentary exhibition space and a platform to speak at select events.

All Patrons additionally receive the full features and benefits associated with SCY Membership including special rates on all SCY business events (complemented by the further exclusive offer to Patrons of reserved ticket allocation), and preferential rates on SCY Consulting Services, including tailored business support; knowledge transfer; funding; project management; and innovation expertise to help sustain long term performance and growth.

We recognise the value of support and involvement in SCY will be individual and distinct for each of our Patrons and we develop a close and special relationship with every Patron to ensure they gain maximum value from their investment in SCY.

If you would like to explore our Patron opportunity further, please contact us to arrange a meeting with SCY Chief Executive Professor Nicola Spence.

**T** 01904 870040 **M** 07837917152 **E** nicola.spence@scy.co.uk

### About SCY

SCY is a leading innovation company, with the specialist capability to drive growth and prosperity:

- ▶ Providing solutions to critical business issues
- ▶ Helping to develop new markets, products & processes
- ▶ Accelerating access to valuable knowledge and expertise
- ▶ Improving overall business performance

### Our Commitment

- ▶ Customer satisfaction
- ▶ Innovation in everything we do
- ▶ Quality and value for money

Launched in 1998 to capitalise on York's world class science base, SCY has an impressive track record of success. Attributed with assisting in the creation of more than 100 companies and thousands of jobs, SCY has also secured more than £23 million investment for the regional economy.

#### Contact:

**T** +44 (0)1904 87 00 40

**E** services@scy.co.uk

**W** www.scy.co.uk

#### Offices:

The Ron Cooke Hub  
Heslington • York • YO10 5GE

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# Membership

Build an even better business

## Benefits

- ▶ **Solutions to critical business issues**
- ▶ **New relationships forged with trusted partners**
- ▶ **Business growth and competitive advantage**
- ▶ **Accelerated access to knowledge and resource**
- ▶ **Increased business exposure**

## You receive:

- ▶ Proven, professional expertise from an experienced team
- ▶ Help on all aspects of business improvement, from strategic planning to HR issues
- ▶ Facilitated introductions to key contacts and businesses
- ▶ A branded company web profile
- ▶ Promotion of your news, successes and opportunities
- ▶ Direct access to a valuable resource exchange via the on-line member forum
- ▶ Preferential rates on:

### SCY Events

Conferences, expos, workshops, and peer-to-peer business groups & networking

### SCY Consulting

Tailored one-to-one business support; project management; funding expertise; and matching business needs with specialist knowledge, facilities and research capability

### SCY Innovation

Optimise systems and strategies, product commercialisation & service development, and build an internal culture receptive to generating, seizing and developing new ideas.

## Membership Rates

Membership Band	Annual Rate*
1 – 5 employees	£120.00
6 – 20 employees	£200.00
21 – 100 employees	£500.00
100+ employees	£600.00
1000+ employees	£1000.00

\*Excluding VAT. Terms and Conditions apply.

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# Innovation

Everything can be done better

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## Benefits

- ▶ **Enhancing internal systems and strategies**
- ▶ **Optimising product commercialisation and service development**
- ▶ **Generating, seizing and developing new ideas**
- ▶ **Discovering new solutions to existing problems**

Innovation performance = business performance

## Tailored training workshops • One to one consultancy

- ▶ Revealing your strengths
- ▶ Identifying areas for further development across your products, services and processes
- ▶ Benchmarking your performance against competitors

Armed with a complete assessment and insight into current performance and future potential, SCY will work with you to pinpoint the most promising areas of your business where you can achieve improved profit growth rates with new products/services; existing products/services in new markets; or new/improved processes or business models.

We will also facilitate collaborations with a wide range of trusted businesses and individuals who can provide your company with specialist, complementary knowledge and resource.

## SCY will help you:

- ▶ Develop a fully informed innovation strategy
- ▶ Build an internal culture receptive to generating, seizing and developing new ideas
- ▶ Proactively seek out beneficial opportunities
- ▶ Manage the journey from idea development to market
- ▶ Manage any company changes which may be required
- ▶ Embed new ways of working into company culture to ensure long lasting impact

This is the roadmap to sustainable,  
and profitable, growth.

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# Funding

## Open up new channels of investment

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SCY has a significant track record of securing funding for our clients. We act quickly and decisively to make things happen.

### Benefits

- ▶ **Qualified advice on the latest funding available for capital and revenue projects**
- ▶ **Optimise opportunities to successfully bid for and secure new streams of funding**
- ▶ **De-risk novel and innovative projects**
- ▶ **Capitalise on new avenues of investment**

From small to large scale projects, revenue and capital, SCY works with clients across the private and public sector to successfully access and secure new streams of funding.

### SCY can:

- ▶ Advise on the latest funding available
- ▶ Offer guidance on developing a business case for funding
- ▶ Support you through the application process
- ▶ Help source match funding if a funder requires a cash contribution towards the total value of the investment
- ▶ Assist with developing Joint Venture and consortium bids
- ▶ Undertake contract management – from initial drafting of agreements to ensuring contract obligations are successfully achieved
- ▶ Project manage, from initiation to completion

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# Build Business Capability

Unlock opportunity and potential

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## Benefits

- ▶ **Access new ideas, knowledge and resource**
- ▶ **Identify untapped markets for skills and services**
- ▶ **Improve competitiveness, productivity and performance**

All too often companies do not realise that the resource and capability of universities and colleges are available to help them develop and grow their business.

SCY is well placed to provide businesses with excellent connections and links into universities, colleges and a significant pool of research partners. All have a huge amount of expertise and are ready and willing to work with businesses to help them develop new products and services and access funding.

SCY can help companies identify where to begin, make that first approach and pinpoint who they need to talk to.

## SCY will help you:

- ▶ Connect with the right people, companies and agencies
- ▶ Access detailed intelligence on potential opportunities for interaction and collaboration, including Knowledge Transfer Partnerships (KTPs)
- ▶ Commercialise and find new markets for products and services
- ▶ Source new talent, research capability and resource
- ▶ Access state-of-the-art business space, facilities and equipment

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