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Interface – Highlands and Islands
Shetland – October 2021



We help you solve problems and develop ideas by...



We make it easy



INTERFACE WORK
WITH **ALL**
OF SCOTLANDS
UNIVERSITIES AND
RESEARCH INSTITUTES



Businesses come to Interface directly, or through referrals from business support organisations throughout Scotland such as HIE, when looking to create and develop their ideas.

The Interface Team work with them to understand their goals and objectives; searching through all of Scotland's 23 higher education and research institutions to find the right partner to address their needs.

Once a match has been made Interface remain on hand to provide continuous support. We can identify numerous funding opportunities to offset the cost of the project.

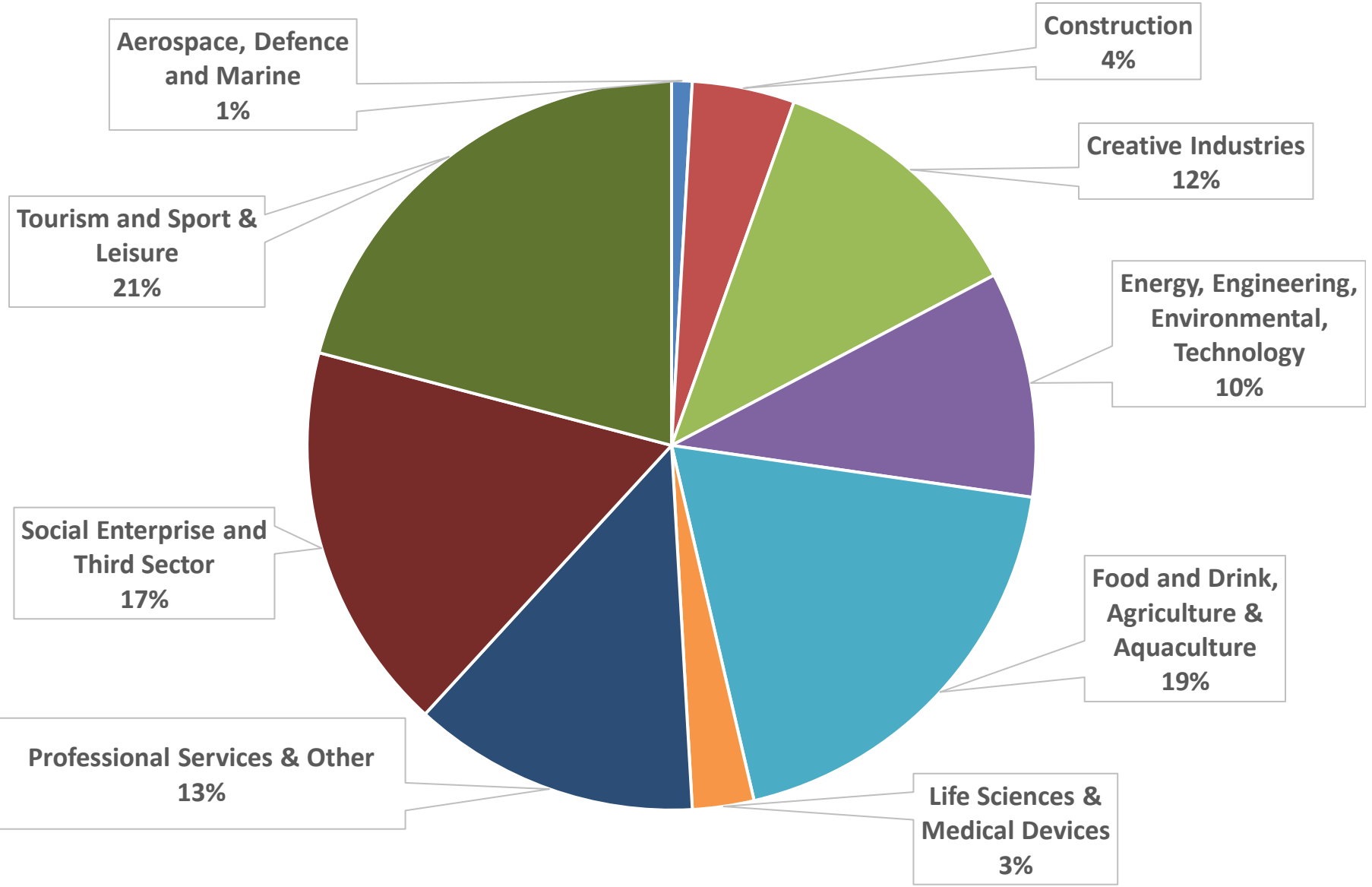
What Kind of Problems?

- Distillery - use of berry waste
- Kit-home maker – AR/VR to demonstrate homes pre-build
- Leisure Centre - developing efficient energy solutions integrating renewable energy and hydrogen battery storage
- Community housing provider as well as a counselling service for NHS staff and school pupils – how to go digital/online
- Aquaculture business – better design of containers to grow seafood
- Bakery – whisky flavoured shortbread
- Covid 19-related; new business models/new markets

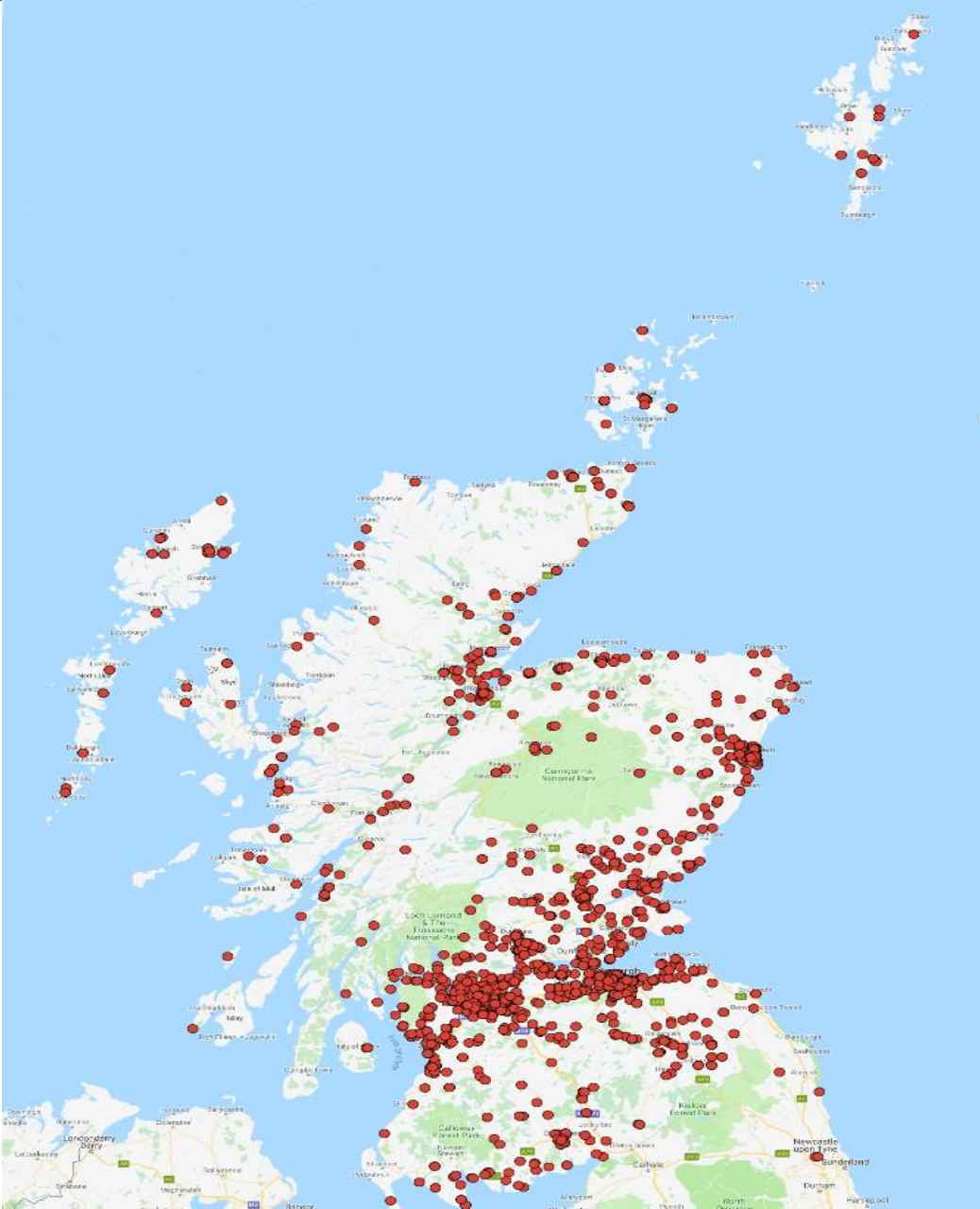
What Kind of Ideas?

- Museums and heritage centres – digitising archives/collections and AR/VR for visitor experience
- Soft Drink Manufacturer – all natural drinks
- Design of a modular, solar powered self-contained Glamping Pod/home office
- Entrepreneur – a “clothes hanger” for drying open water swimming kit
- Software company – feasibility study into a new product’s viability and potential markets

From which sector?

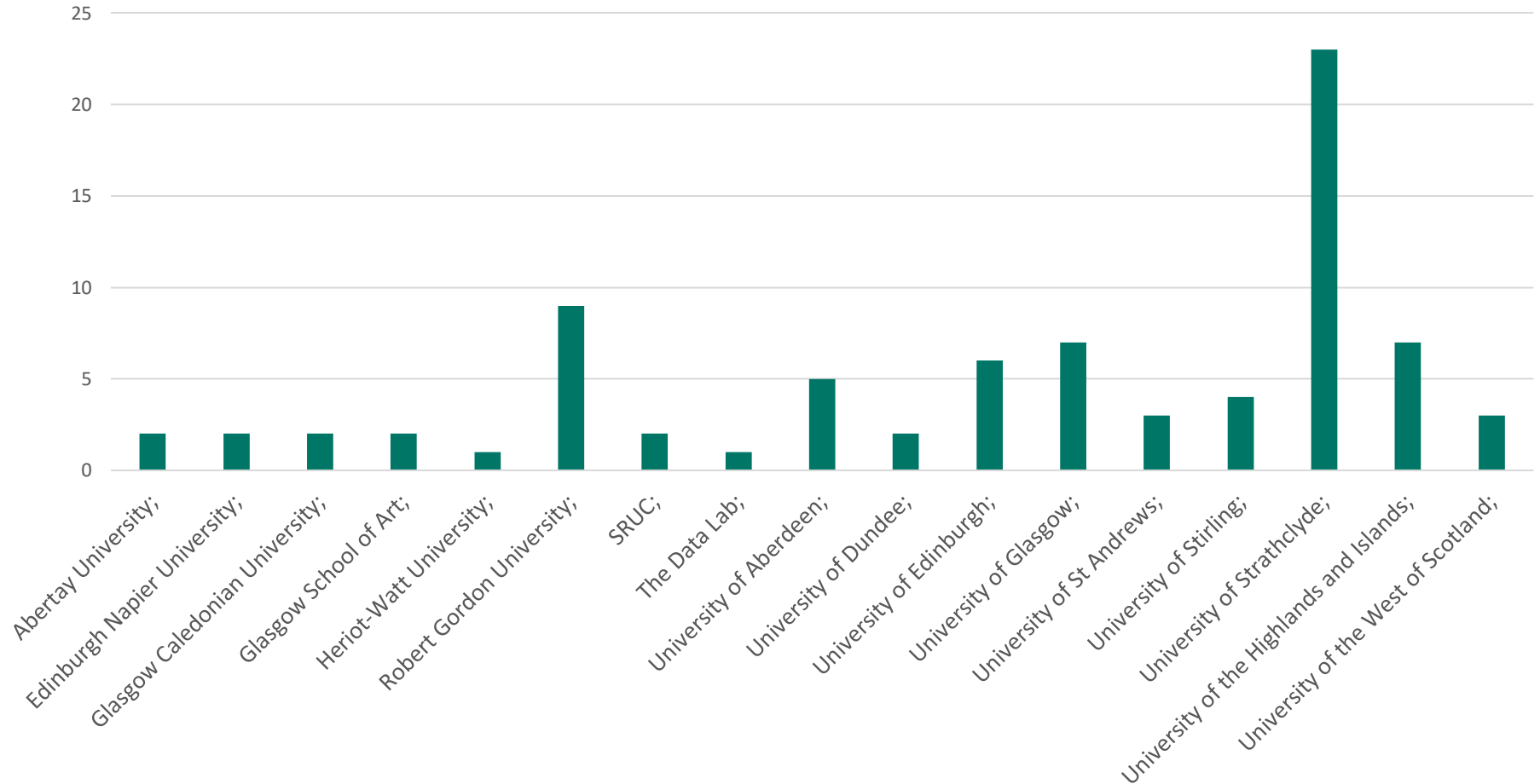


From which areas?



With which universities?

H&I Company-led Collaborative Projects by HEI 2020/21



We help identify funding....



Innovation Vouchers

Up to **£5,000** of funding aimed at encouraging new business and academic partnerships.



Innovation Voucher Student Placement

Up to **£5,000** to fund a Postgrad student who will work within your organisation on a follow-up to the Innovation Voucher project for 3 months.



Follow-On Innovation Voucher

Between **£5,000 - £20,000** of match funding to encourage sustained relationships with academia.



The many other funding opportunities available.

We help achieve Business Benefits you want to see....



- **79%** expect an increase in turnover
- **57%** businesses have, or will, increase profits
- **50%** have, or will, increase productivity
- **40%** have, or will, increase exports
- **360** jobs supported per year
- **60%** increased R&D activity
- **68** new products developed & **35** existing products improved

Interface – helping you put your business jigsaw together



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