

ANNUAL REPORT

23
24



FASTSTART INNOVATORS

COHORT 1

- Andrei Padaru
- Anna Cermak
- Ava Rainslee
- Benjamin Hart
- Benjamin Schneider
- Campbell Mackenzie
- Darriam Sun
- Elizabeth McElroy
- Elizabeth Gokhova
- Georgy Komenskyy
- Hudson Strait
- Laura Tabala
- Leona O'Shea
- Maryam Durr
- Millie Sutton
- Nathaniel Rushbass
- Nina McKinlay
- Tara Cicek
- Zachary Henigblum

COHORT 2

- Agnes Li
- Angus Mouldale
- Annabelle Hurlante
- Christoph Raghoolal Bahr
- Dillon O'Donnell
- Daniel Christopher Thomas
- Evan Nicholas Albedingo
- Jack Fernandes
- Jossey Read
- Jumpai Sate
- Ken George
- Lilian Lin
- Montella Smeaton
- Prasaviah Dhi

COHORT 3

- Abudusreyitu Halila
- Aditya Mahapatra
- Annabella Cuervo
- Anthony Zhe
- Bryan Uwanaka
- Charlie Makur
- Emily Jones
- Fraser Long
- Gregory Kiyerika
- Iris Hedley
- Jade Mkpuru
- Mamaj Bala Radhakrishna
- Matthew Dunn
- Subrina Kauring
- Subashini Vaidyanis
- Suzan Hill

COHORT 4

- Ben Swallow
- Can Li
- Furkan Tekinay
- Jade Arango Gutierrez
- James McCaig
- Jennifer Manday
- Juan Marco Len
- Joe Hudson
- Juan Yang
- Yasmin Dasgupta
- Yoni Dadaile
- Nikolas Charalambous
- Michael Lashmiller
- Mohan Das

COHORT 5

- Anilina Crean
- Christina Fald
- David Raul
- Elliebeth Xia
- Isa Boley
- Tianyan Cai
- Alone Hambly
- Anastasia Serco
- Francesca O'Brien
- Hannah Nighting
- Josmine Peng
- John Kite
- Rufus Byrne Hill
- Taming Yangdon
- Lou
- Colm Naughton
- Dylan Bushon
- Hannah Leary
- Kara MacRitchie
- Naochta Grant
- Laura Blundy
- Patricia Kister
- Wiktor Rowinski
- Kate Smith
- Kwame Amoah
- Michael Bence
- Rachel Hymes



Entrepreneurship Centre

Date 4th April 24

Pay Jade Mkpuru

£ 1,500.00

Signed [Signature]

Cheque No. 001234 Branch Sort Code 423456 Account No. 42345678



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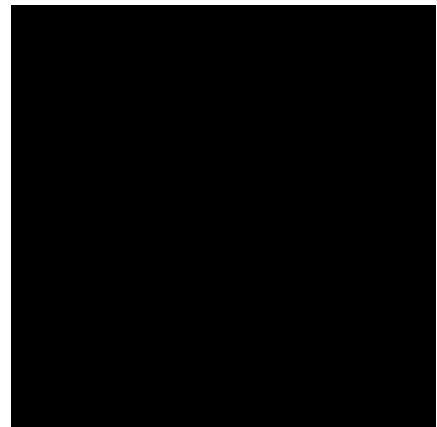
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Together we can realise the most promising ideas of our time.

We connect industry with our student and staff community to harness a thriving entrepreneurial ecosystem. Where we can all draw on state-of-the-art resources, world class research, a door opening reputation and influential networks to make things happen. To develop ideas, enhance research and realise potential. For everyone's benefit.

It's a virtuous circle of innovation, investment, and impact. Illuminating bright minds and a continuous stream of bold ideas to meet your commercial needs.

A Note from the Chief Executive Officer

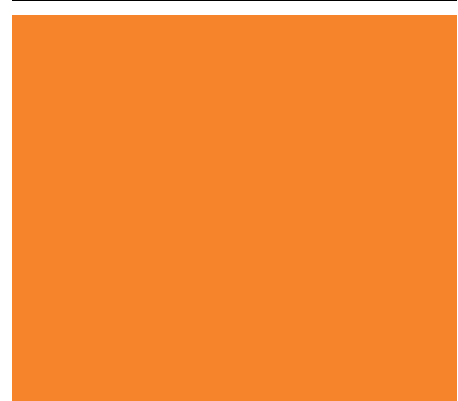
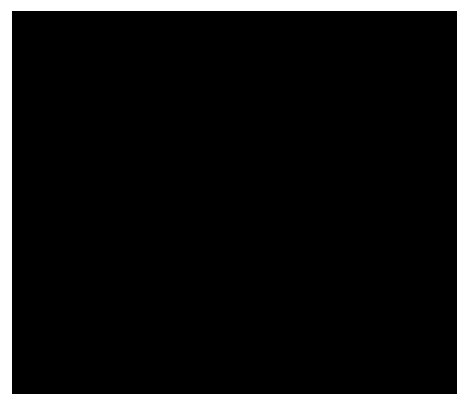
Innovation begins with a spark—a bold idea with the potential to transform lives, industries, and communities. At St Andrews Innovation, we're dedicated to nurturing that spark, creating a virtuous circle of innovation, investment, and impact that drives progress and delivers lasting change.

This past year has been a testament to the power of collaboration and vision. We have worked tirelessly to support early-stage ideas, providing the resources, expertise, and connections needed to help them thrive. By leveraging our deep knowledge in intellectual property, funding strategies, and strategic growth, we have empowered individuals and partnerships to transform research into world-leading innovations. Our mission is clear: to cultivate a thriving ecosystem where creativity meets opportunity, and potential becomes reality. The stories and achievements within this report reflect the remarkable outcomes of this commitment. They showcase how a shared belief in the transformative power of ideas can lead to solutions that benefit society as a whole.

As we look forward, we remain steadfast in our goal to foster ingenuity and create a legacy of impact. Together, let us continue to champion the possibilities that innovation holds and inspire a future built on excellence and discovery.

Derek Watson MBE

Chief Executive



St Andrews Innovation Management Team



Derek Watson MBE
CEO



Keith Millican
Director of Enterprise



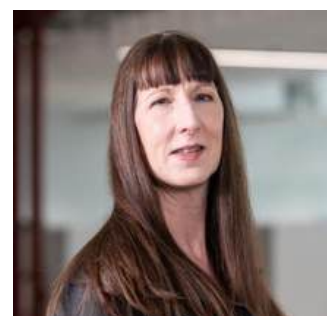
Joe Richards
Finance Director



Christian Ziar
Head of Technology
Transfer



Kelly Maher
Head of Research
Business Development



Bonnie Hacking
Programme Manager



Cassidy Sorrie
Marketing and Events
Manager

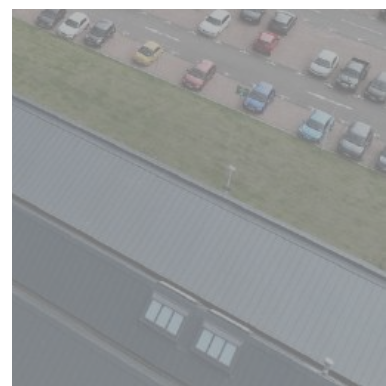
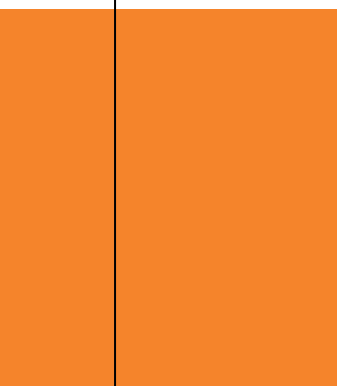


Jens Kellner
Rapid Prototyping
Centre Manager



Karen Primrose
Head of Special Projects





Eden Campus

The Eden Campus is a dynamic and sustainable ecosystem designed to foster transformative innovation, translate cutting-edge research into practical applications, and facilitate effective knowledge transfer. Acting as a bridge between laboratories and manufacturing, we focus on clean growth, energy transition for generation and storage, life sciences, sustainable aquaculture, and the digital ecosystem.

Engagement and Capital Projects



430

Visitors to Eden Campus and its facilities



5

Current capital projects underway



6

Eden campus tenants

Stakeholder Engagement

Eden Campus has hosted a wide range of external stakeholders, demonstrating its role as a hub for collaboration and sustainability initiatives. Among the visitors were representatives from UK Governments, German Consul General, Scottish Enterprise, Scottish Development International, Fife Council Councillors, and the Duke and Duchess of Fife. Students from various academic disciplines also visited to learn about sustainability practices and explore possibilities for research partnerships.

Advancement of Capital Projects

Enterprise Hub: A partnership with Fife Council to create a workspace for start-ups and growing businesses.

Innovation Labs: Development of wet laboratories to support growing businesses and university spinouts in scientific research and commercialisation.

Power to X (Phase 1): A facility to produce green hydrogen from water electrolysis using on-site renewable energy, supporting fuel cell testing and sustainable chemical production.

Secondary Data Centre: A second data centre to enhance resilience, securing business-critical services and data protection.

Battery Energy Storage Solution (BESS): Installation of 420 kWh of additional battery storage to maximise the campus's renewable energy capacity.

HEAD OF SPECIAL PROJECTS

Karen Primrose
Special Projects



Tenant Overview and Sector Contributions

Eden Campus hosts a diverse group of tenants representing various sectors, all connected by their focus on sustainable food, health sciences, and net-zero innovations.



Eden Mill is currently transforming the pulp shed to house a whisky distillery, visitor experience, and café. This development includes exploring connections to Power-to-X technologies for carbon capture, aligning with net-zero objectives.



Scottish Brain Sciences is pioneering advancements in the early detection and treatment of brain conditions, including Alzheimer's disease. Their work focuses on research into blood biomarkers and conducting clinical trials for novel diagnostic tests and therapies.



Rastech specialises in sustainable, land-based aquaculture by revolutionising recirculating aquaculture system (RAS) technology. Their system prioritises maximum efficiency with minimal waste, contributing to a more sustainable aquaculture industry.



Aquanzo produces sustainable fish and prawn feed by utilising agricultural byproducts, promoting environmentally conscious practices in aquaculture feed production.



D'Arcy Thompson Simulator Centre (DTSC) leverages advanced simulation, visualisation, and data analysis technologies to transform complex, multidimensional data into actionable insights. Their work empowers businesses, governments, and NGOs to make informed decisions that drive sustainable impact and create measurable value.

Eden Campus's tenants collectively contribute to its mission of fostering innovation and sustainability across sectors critical to addressing global challenges.

HEAD OF SPECIAL PROJECTS

Karen Primrose
Special Projects



We're on a mission to foster a virtuous circle of innovation, investment and impact.

We help transform research into world-leading innovation by lending support and resources to nurture early-stage ideas and nourish their development. We call upon our expertise in intellectual property, funding and strategic growth so our partners and people can flourish.

Walter Bower House

ST ANDREWS
INNOVATION
/ For Impact

**Pictured: Walter Bower House*



Entrepreneurship Centre

Through programmes, one-to-one support and inspiring events, the Entrepreneurship Centre provide tools, contacts, and confidence to facilitate the entrepreneurial journey and realise commercial potential. Together we develop successful, scalable and sustainable business start-ups and spin-outs for real-world societal and environmental benefit.

23/24 Highlights



EdenTay Founders Community

26th October 2023

The Entrepreneurship Centre has collaborated with University of Dundee's Centre for Entrepreneurship and Abertay University's Bell Street Ventures to bring together bi-monthly networking events.

Enterprise Week 2023

2nd - 6th October 2023

The week was a great success with a range of speakers, panel discussions, events, and competitions. The annual event aims to encourage entrepreneurship across the University and local community.



Rapid Prototyping Centre Launch

22th November 2023

University of St Andrews Quaestor and Factor (COO) Derek Watson MBE officially opened the Rapid Prototyping Centre (RPC) at Eden Campus.



Ecosystem Fund Visit

26 February 2024

In collaboration with universities of Edinburgh and Stirling, the Entrepreneurship Centre joined a Scottish Enterprise-funded project to strengthen enterprise expertise in Scotland, visiting Stanford, MIT, and Babson College.



Imagining the Future of Healthcare

15th May 2024

Workshop in collaboration with NHS Fife Innovation with the aim to identify potential joint projects for health innovations and systems that improve people's health.



In Conversation

3rd April 2024

Sarah Stein Greenberg and Rosemary Scrimgeour (facilitator of FastStart Design Thinking and Co-founder of the Building Workshop) shared their most loved tools and anecdotes about how to turn curiosity into ideas, and ideas into action.



23/24 Highlights

Beyond StArtups Podcast

Ongoing

Designed to illuminate narratives of individuals, Beyond StArtups serves inspiration and knowledge for anyone thinking about launching their own initiative or looking for insight.



Founders Community

Ongoing

Entrepreneurship Founders Community - designed to create a unique opportunity for individuals to connect, collaborate, and converse with fellow and future entrepreneurs in a relaxed and welcoming setting.



Startup: Superkeen

Ongoing

The team are working with Caragh Keen on her business SUPERKEEN - 100% natural food supplier. The team connected Caragh with Alex Mezger, CEO at Jude's Ice Cream and keynote from EW 2023. Caragh aims to launch in September 2024.



Startup: Harlyy

Ongoing

The team are working with James McCorkindale and Zeeshan Abbas on their business Harlyy - data-driven staff management company. James and Zeeshan met during FastStart Innovators Cohort 4 and recently won £10,000 funding from Scottish Edge.



Startup: Peachy

Ongoing

The Entrepreneurship Centre team are working with Matthew Martin, founder of Peachy. Peachy is a risk management and quality assurance application that supports the early learning and care industry.



Innovation Fellowship

Ongoing

This Fellowship supports colleagues with aspirations to spin out a company. Professor Rebecca Goss (X-Genix), Dr Ross Gillanders (Lightwater Sensors), and Professor Eli Zysman Coleman (East Imaging) were awarded 12-month Fellowships from 1st September 2023.



Entrepreneurship Centre Programmes



10

Programmes run - FastStart and Summer series



107

Individuals were accepted on the programmes



£4,120

Awarded in seed funding to graduates

The Entrepreneurship Centre programmes provide the tools, knowledge, and capability to participants to enhance their entrepreneurial journey and start and grow sustainable, scalable businesses and social enterprises. The programmes are open to University of St Andrews students, staff, alumni, as well as members of the local community.

Following feedback from participants and programme facilitators, we revised our FastStart offer. We split the content of FastStart Web Development into two programmes, beginner and intermediate, to better suit the needs of those with no coding experience. We introduced FastStart Accelerate, providing cohort-based accountability and commercial interrogation to founders.

We extended FastStart Changemakers to be a full-year programme, giving participants more time to work through the online materials and make progress with their social enterprise.

Alongside our FastStart programmes, we ran one 2-day programme in May called Venture Creation Lab. This was focused on those who applied for the Innovation Fellowship.

Academic year participation numbers:

 22/23: 103 Participants

 23/24: 107 Participants



Participation Increase

3.9%

PROGRAMME MANAGER

Bonnie Hacking
Entrepreneurship Centre



Venture Creation Lab

Programme Summer Series

The Venture Creation Lab offered an engaging two-day programme designed to transform research or innovative ideas into viable business ventures with significant growth potential. Participants explored practical tools and frameworks to identify the problems their research or ideas address, conducted initial customer interviews, and developed actionable plans to bring their solutions to market.

Each morning session focused on learning entrepreneurial methodologies, while the afternoons provided an opportunity to apply these concepts to their projects, supported by expert mentors.

Open to University of St Andrews researchers, staff, students, alumni, and early-stage entrepreneurs, the programme served as an excellent introduction for those considering the St Andrews Innovation Fellowship. Attendees committed to active participation, making measurable progress in commercialising their ideas.

The 3 participants were from the the following schools:

School of Biology

School of Divinity

School of Mathematics and Statistics



168



3



3



2

FastStart Programmes



58

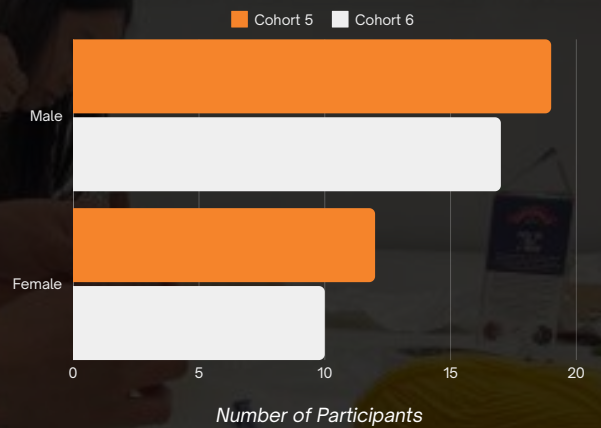
Across Cohort 5 and Cohort 6 there was a total of 58 programme graduates

Participation by Gender

Throughout the academic year, male participants outnumbered female participants across all programmes. A total of 58 individuals participated, comprising of 36 males and 22 females, resulting in a 42.3% higher male participation rate overall.

- **Semester 1 (Cohort 5):** 31 participants, with 19 males and 12 females.
- **Semester 2 (Cohort 6):** 27 participants, with 17 males and 10 females.

These figures highlight a continued trend of higher male engagement in the programmes during both semesters.

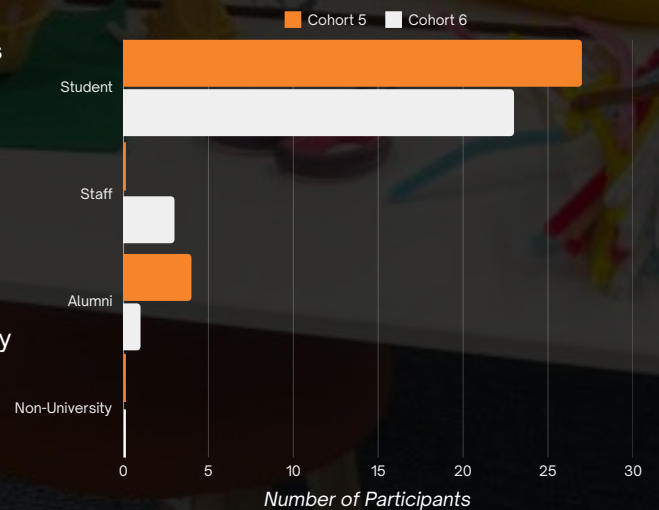


Participation by Affiliation

Throughout the academic year, the majority of participants were University of St Andrews students.

- **Staff:** In Semester 1 (Cohort 5), there was no staff participation. In Semester 2 (Cohort 6), three staff members took part: one from the School of Mathematics and Statistics and two from Professional Services.
- **Alumni:** Four alumni participated in Semester 1 (Cohort 5) and one in Semester 2 (Cohort 6).
- **External:** There was no participation from non-university individuals.

Student engagement remained the highest across both semesters.

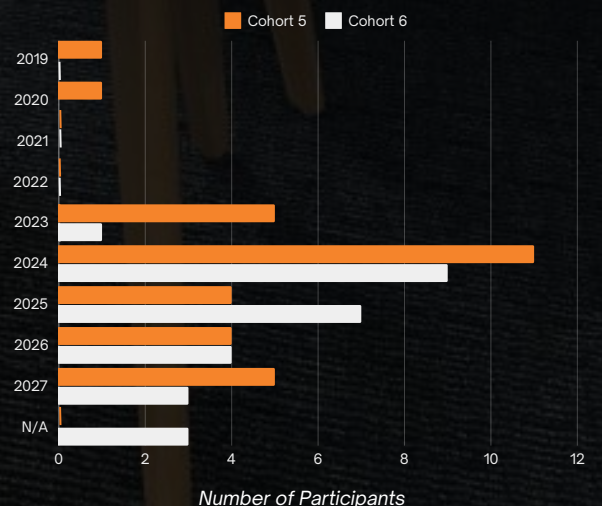


Participation by Graduate Year

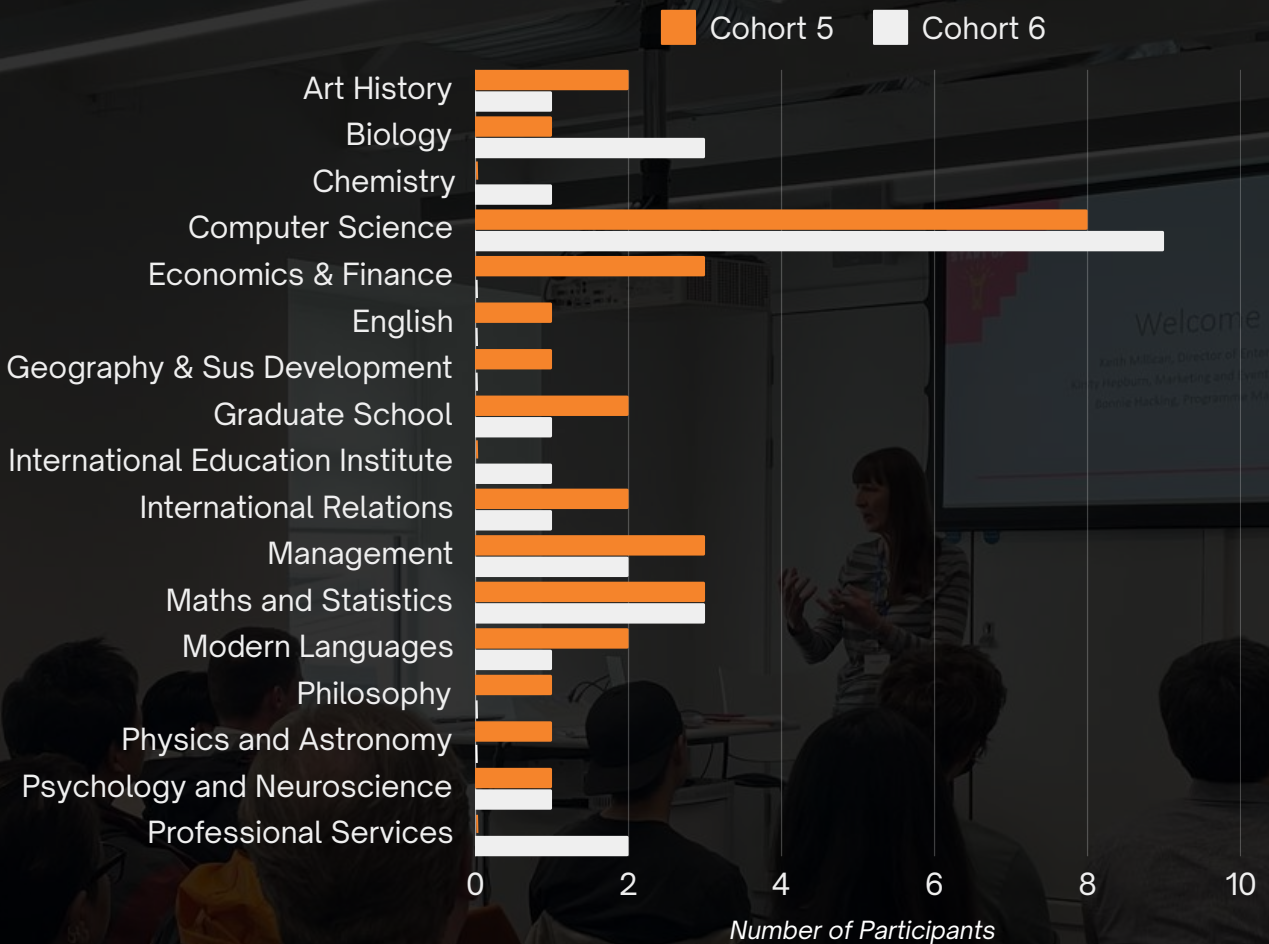
(students and graduates only)

Throughout the academic year, the majority of participants were recent or current students, with graduation years ranging from 2023 to 2027.

Most participants were set to graduate in 2024, indicating they were in their final year of study. This trend suggests that there is an opportunity to better engage with students in their earlier years, to ensure more widespread participation throughout the course of their studies.



FastStart Programmes



Graduate School / Department Participation

Throughout the academic year, the majority of participants came from the School of Computer Science, with 8 participants in Semester 1 (Cohort 5) and 9 in Semester 2 (Cohort 6). This increase is likely due to the introduction of FastStart Digital Launchpad and FastStart Web Development Intermediate. To better cater to students with varying levels of experience, we split the FastStart Web Development programme into two tracks: beginner and intermediate.

Participation from other schools was less varied in Cohort 6 (Semester 2), which can be attributed to the absence of larger, student-facing events like the Freshers’ Fayre, a key opportunity for promoting the programmes in Semester 1.

At the start of the academic year, we launched a brand ambassador programme to expand exposure across additional schools and societies. Managed by our Marketing and Events Intern, Aurelie Coop, the initiative has successfully established ambassadors in the following schools and societies:

- School of Economics & Finance
- School of International Relations
- School of Chemistry
- BAME Students' Network Society

This initiative aims to increase visibility for the FastStart programmes, ultimately broadening participation and enhancing school representation in the 2024/25 academic year.

FastStart Programmes

Semester 1: Cohort 5



FastStart Web Development provides the tools, knowledge, and capability to participants to use web technologies to grow their ideas into successful and sustainable businesses. FastStart Web Development is appropriate for complete beginners or those with little web development experience.



FastStart Accelerate is exclusively for founders who are actively building startups that are scalable. Each week the group will meet, take part in hotseat discussions, set goals, and review the previous week's 'missed and made' actions. Participants will review subjects like investment, product-market-fit, pivots, KPIs, cofounders, and traction metrics.



FastStart Design Thinking enables participants to discover the power of empathy-driven innovation and unleash creative potential to tackle real-world challenges. Furthermore, it delves into the practical application of circular design principles, empowering you to create sustainable and novel solutions.



FastStart Programmes

Semester 1: Cohort 5



FastStart Innovators takes participants through the full entrepreneurial journey from idea creation to prototyping to the final pitch day at the end of the programme. Participants will develop personally and professionally gaining skills in Creativity, Communication, Leadership, Negotiation and Public Speaking.



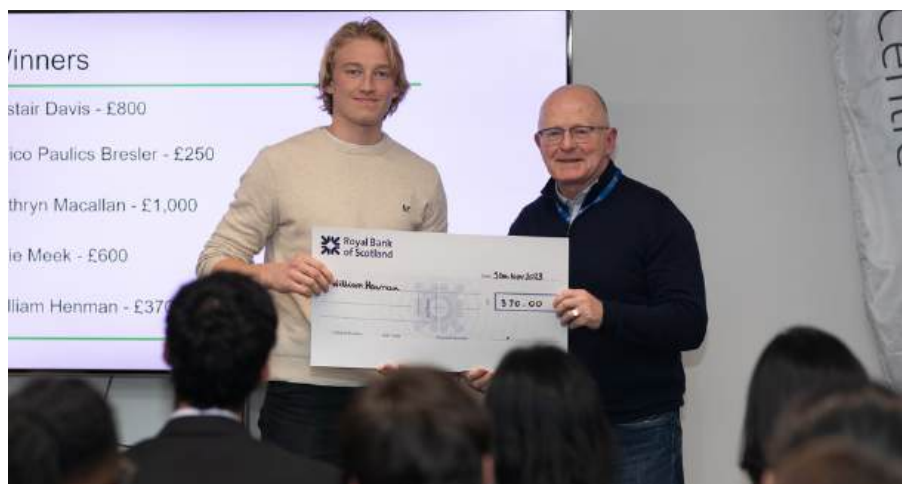
As part of the FastStart Innovators programme, participants deliver a final pitch to a panel of judges with a financial ask up to £1,000.

The winners were:

- Alistair Davis, School of Economics and Finance, £800**
- Chico Paulics Bresler, School of Physics and Astronomy, £250**
- Kathryn Macallan, School of Biology, £1,000**
- Ollie Meek, School of Modern Languages, £600**
- William Henman, School of Modern Languages, £370**

Total Graduates
31

Funding Awarded
£3,020



FastStart Programmes

Semester 2: Cohort 6



FastStart Changemakers programme is the ultimate introduction to social entrepreneurship. The programme will provide the tools and skills needed to create positive impact on these issues through business by providing weekly topics from market research through to preparing for launch.



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FastStart Design Thinking enables participants to discover the power of empathy-driven innovation and unleash creative potential to tackle real-world challenges. Furthermore, it delves into the practical application of circular design principles, empowering you to create sustainable and novel solutions.

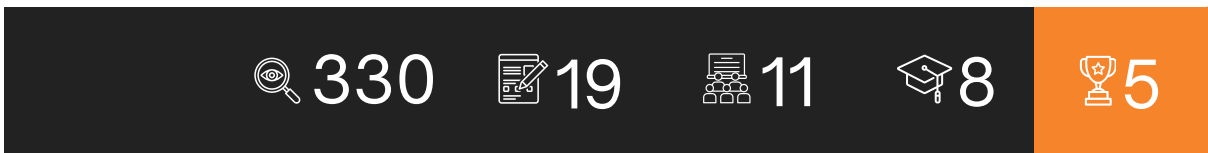


FastStart Programmes

Semester 2: Cohort 6



FastStart Digital Launchpad teaches participants no-code platforms to plan, develop and launch a proof of concept/prototype version of an app idea. The course will combine introductions to platforms, sign-posting to resources, time to build and ask questions, and added elements to help you ensure you're addressing problems that are real, and get to know your customer.



As part of the FastStart Digital Launchpad programme, participants deliver a final pitch to a panel of judges with a financial ask up to £1,000. FastStart Digital Launchpad is the Entrepreneurship Centre’s newest programme.

The winners were:

- Adam Kuca, School of Computer Science, £250**
- Marta Orzechowski, School of Biology, £350**
- Case Lake, School of Biology, Shared above**
- Alice Gilman, International Education Institute, £500**
- Vlad Tronciu, School of Computer Science, Shared above**



We work with a network of respective entrepreneurs, founders, organisations across the entrepreneurial eco-system, and the University's alumni network to provide a diverse range of events.

We aim to inspire and encourage those with bright minds and great ideas to take the first step in their entrepreneurial journey.



**Pictured: In Conversation: Sarah Stein Greenberg and Rosemary Scrimgeour event - April 2024*

Events

We offer a range of events that are suited to a variety of individuals, all with the purpose of inspiring entrepreneurial thinking and activities.

Notable events for this academic year include the Keynote event for Enterprise Week 2023 (see page 20), RPC Launch, and In Conversation: Sarah Stein Greenberg and Rosemary Scrimgeour.



24
Events hosted



650
Event attendees

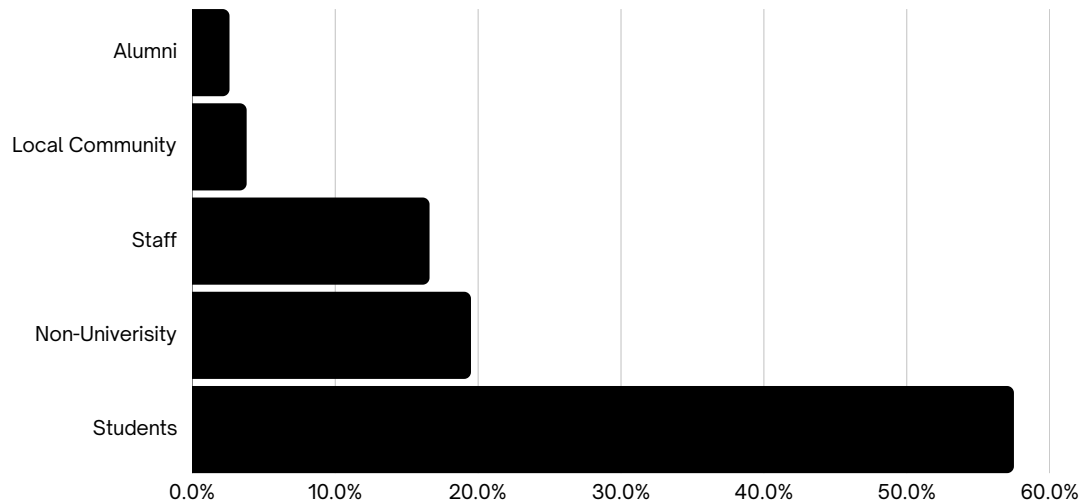


7:17
Split between virtual and in-person events

Total Guest Speakers
24

Total Guest Judges
12

Percentage of Attendee Groups



Collaboration with Schools and Societies

This year, we focused on collaborating with schools and societies to extend our reach. Through our brand ambassador programme, we recruited an ambassador from the BAME Students' Network Society, leading to the BAME Students' Network - Entrepreneurship Panel. We also partnered with Jake Bill, the 2022 Start-Up Challenge winner, to create a Founders Community Group, offering bi-monthly networking and workshop dinners for aspiring entrepreneurs.



MARKETING AND EVENTS
MANAGER

Cassidy Sorrie
Entrepreneurship Centre




Events: Enterprise Week

2nd October - 6th October 2023

 **1**
Keynote speaker

 **5**
Unique events

 **2**
Competitions

 **7**
Speakers

Enterprise for All

Enterprise Week 2023 celebrated entrepreneurship with diverse speakers, panel discussions, and competitions. Aimed at inspiring the University and local community, the event featured speakers from various industries including Food and Drink, Circular Economy, Technology, and Investment.

The opening Keynote event was hosted in The Byre Theatre on Monday, 2nd October. Professor Dame Sally Mapstone DBE FRSE, Principal and Vice-Chancellor of the University of St Andrews, opened the week and delivered an inspiring speech on the entrepreneurial ambitions of the University, highlighting the Entrepreneurial St Andrews strategy before introducing keynote speakers Alex Mezger, Co-CEO of Jude’s ice cream, and Dr. Bahbak Miremadi, previous Board Member at Jude’s ice cream and Co-Founder and CEO of Elephant Healthcare.



Keynote Speakers

Alex Mezger and Dr Bahbak Miremadi

Food & Drink

Alex Mezger, Rachel Hanretty, Juno Lee



Angel Investors

Alex Rowe, Bahbak Miremadi



Tech & Sustainability

Rob Gelb, Claire Rampen

Competitions



4

Competitions held



74

Applications



14

Winners



£15,800

Funding awarded

The Start Up Challenge - funded by Santander Universities

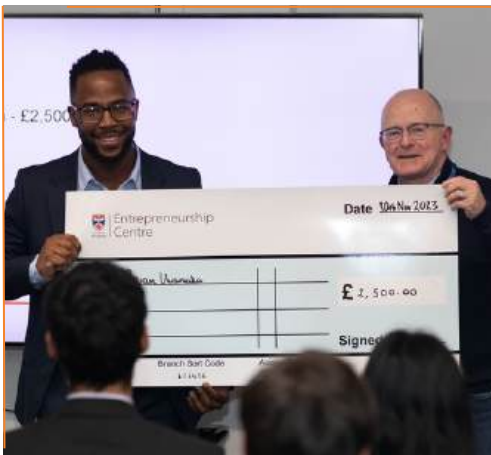
The Start Up Challenge is open to all University of St Andrews students or recent graduates (within two years of graduation). Entrants can win up to £1,000, or in exceptional cases, where justified, entrants can apply for up to £5,000.

From a combined total of 40 entrants, 14 were invited to the pitching finals with a panel of judges, including University staff, marketing consultants, entrepreneurs, and investment specialists. Our judges selected 6 winners and allocated the prize money with the Entrepreneurship Centre team's guidance.

What's the Big Idea?

What's the Big Idea? is an ideas competition open to anyone across the University community who has an idea for a new technology, product, or service. Open to students, staff, and academics, it runs between 3 categories (product, service, and technology) with a prize of £100.

There was a combined total of 34 entrants, and 8 were awarded £100 prizes. Each semester, an additional application was selected due to the high quality of applications.



Start Up Challenge Winner, Bryan Uwanaka, School of Computer Science (November 2023)



Start Up Challenge Winner, Jade Mkpuru, School of English (April 2024)

**MARKETING AND EVENTS
MANAGER**

Cassidy Sorrie
Entrepreneurship Centre



Marketing

Throughout the past academic year we've intensified our marketing efforts to broaden our reach and deepen engagement. There has been an emphasis on creating a strong social strategy that focuses audience targeting and content optimisation.

St Andrews Innovation Awareness

- Traffic showed steady growth across all platforms throughout the year.
- We placed increased focus on email marketing, with plans to introduce segmented campaigns targeting Startup Tree user groups.
- The Facebook page was rebranded to "St Andrews Innovation" to unify the brand and create greater synergy across all platforms, both social and web.
- We focused on collaborative posts with schools and societies to increase reach and attract new followers.
- We plan to trial paid marketing strategies to further increase our reach and following.
- Instagram continues to have the highest engagement rate and the largest following, with 894 followers.



403%



Increase on page and profile impressions on all platforms.

*22/23 total impressions: 29,793
*23/24 total impressions: 150,620



73%



Increase in number of post shares on all platforms.

*22/23 total shares: 199
*23/24 total shares: 345



720



New followers across all platforms.

*22/23 total followers: 312
*23/24 total followers: 1,032



153%



Increase in post impressions on all platforms.

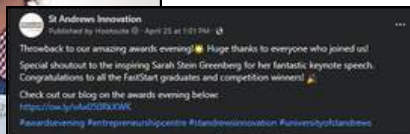
*22/23 total impressions: 53,243
*23/24 total impressions: 134,655



32%



Increase in newsletter subscribers



MARKETING AND EVENTS MANAGER

Cassidy Sorrie
Entrepreneurship Centre



Outreach



36

Outreach activities



646

Event attendees

**300 individuals reached in semester 1*

**346 individuals reached in semester 2*

The Entrepreneurship Centre is working with a wider range of individuals inside and outside the University. We continue to proactively seek opportunities to engage with the University and members of the local community, through organisations such as but not limited to: Fife Chamber of Commerce, NHS Fife Innovation, and the TayCities Skills Advisory Board.

Key outreach events for the academic year can be seen below.

Stakeholder Groups: Key Events



Students

The Entrepreneurship Centre has partnered with the University of Dundee's Centre for Entrepreneurship and Abertay University's Bell Street Ventures to launch a bi-monthly networking event for founders and students in the Eden Tay region. The inaugural event, held in Dundee in October, featured founder stories and gathered feedback to shape future sessions.



Staff

The Entrepreneurship Centre participated in all 'New Staff Inductions' throughout the academic year to raise awareness of its activities and the support available to incoming researchers/ academics and professional services staff. These in-person events, regularly attended alongside colleagues from RBD, provided an opportunity to engage with new staff as they were welcomed to the University and introduced to senior leadership.



Researchers

The Entrepreneurship Centre regularly participated in 'SI Roadshows,' information sessions designed for researchers and academic staff. These events provided an opportunity to showcase the various departments within St Andrews Innovation and the various ways in which we provide support. Sessions were held in the School of Biology, Computer Science, and Psychology and Neuroscience, fostering engagement and collaboration across disciplines.



External

The Entrepreneurship Centre partnered with Stephen Percy-Robb, CEO of Fife Chamber of Commerce, and Stacey Wallis, Marketing & Events Executive, to deliver the 'Fife Social' for Chamber members. The event welcomed 25 attendees, including local business owners, employees, council representatives, and Chamber staff. Participants were given a tour of the RPC facilities and an introduction to available resources and equipment.

Startups

Early-stage prospects

This academic year the Entrepreneurship Centre helped 16 businesses progress their ideas. Of these 16 businesses, the majority (68.75%) were student led, with the rest being split between academic (12.5%) and staff (6.25%) and Professional services (12.5%).



16

Companies supported



21

Individuals supported



£374,100

Funding raised

Name	Lead	Status	Type	Description
Braidar	Jade Mkparu	Student	Start-up	Marketplace platform for students with beauty side hustles. Now morphing into wider platform for beauty products. Won Santander Start-Up Challenge funding of £1.5k.
Harlyy	Zeeshan Abbas / James McCorkindale	Student	Start-up	Time tracker/management software - India focused. Won Scottish Edge funding of £10k.
Cask Net	Will Ringham	Student	Start-up	A digital register for all privately owned whisky casks in Scotland. Technology applicable to bourbon, sake etc. Won Scottish Edge funding of £65k.
Heathack	Jean Carletta	Professional Services	Social Enterprise	Empowering high-energy-cost organizations to drive sustainability and savings through advanced energy management strategies
Chase	Christine Milford Linton	Professional Services	Start-up	Full-service H & S NEBOSH Gold Learning partner
Out N About	Bryan Uwanaka / Annabella Goddard	Student	Start-up	Event Advertising & Ticketing app. Won Santander Start-Up Challenge funding of £2.5k.
Edvance AI	Ideja Bajra	Student	Start-up	Edvance AI is an AI Automation Agency that develops custom AI solutions for Educational Technology (EdTech) platforms. We focus on automating admin tasks and enhancing user engagement. Won Santander Start-Up Challenge funding of £1k
DigiChem	Oliver Lee	PhD Student	Start-up	Computational Software for Chemistry. In addition to £25k funding from the University IA Fund, DigiChem won Santander Start up Challenge funding of £5k.

DIRECTOR OF ENTERPRISE

Keith Millican
Entrepreneurship Centre



Startups

Early-stage prospects

Name	Lead	Status	Type	Description
Augmentum Media	Aditya Mahapatra	Student	Start-up	Influencer Marketing Agency
Radical	Simone Korsgaard Jensen	Graduate	Start-up	Radical is pioneering personalised dosing in radiotherapy and exploring treatment reduction for pancreatic cancer. With the support of the Entrepreneurship Centre Radical has raised \$250k from Entrepreneur First.
Inscription App	Alice Collett/ Mark-Jan Nederhof	Academic	Start-up	They are developing an app that will offer translations of inscriptions from ancient India in the language of choice of the user. 40 million tourists p.a. in India with 1m visiting targeted sites.
Klank	Jake Bill/Alex Type/ Malek Souaid	Student	Start-up	Streamlined service that connects performing artists and event hosts. Klank won funding of £10k from Scottish Edge.
DroneTector	Matt Moore	Student	Start-up	DroneTector is a high-resolution radar system that is able to accurately detect and rapidly quantify small drone activity. Applications range from defense to drone delivery. DroneTector won £4k from the Santander Start -Up Challenge.
Lotus	Luv Gupta	Student	Start-up	Lotus health is a phone app for total health management. Training, Nutrition, Social and Mental skills are all available so you can track your total health and wellbeing to the maximum.
Helium Recapture	Andy Doherty	Staff	Start-up	Early - stage project to recapture helium gas
Metaversity Studios	Jiayin Meng	Student	Start-Up	A simulation game allowing players to experience real university life, beginning with St Andrews and expanding to universities like UCL. Players explore campus settings, engage in academic activities, and uncover local culture and history. Our project aims to provide an immersive preview of higher education, aiding prospective students in informed decision-making. Won What's the Big Idea funding of £100.

DIRECTOR OF ENTERPRISE

Keith Millican
Entrepreneurship Centre



Rapid Prototyping Centre

The Rapid Prototyping Centre is a state-of-the-art manufacturing facility designed to bring ideas to life quickly and efficiently using the latest technology. With the latest 3D modelling and CAD software, electromechanical engineering tools, additive printing technology, laser cutting facilities and large scale CNC machines, the space enables innovators to design, build and test prototypes of their inventions.

The aim of the RPC is to foster academic and industrial collaborations to provide a solid place to build a highly skilled workforce enabling individuals to develop latest technical skills in sustainable design and manufacturing. The RPC has started work on smaller contracts but remains in a development and discovery phase.

“With quick responses to technical questions, offering valuable friendly advice and giving an ultra-rapid service, the rapid prototyping centre is proving to be a valuable resource for our business”.

**Steve Johnston, Senior Design Engineer
Rapid Fluid Power (Cuper, Fife)**

Customers

The RPC has begun working with several clients to raise awareness of services while development and discovery efforts continue. The majority of interest in RPC services has come from the following sectors; Industrial/ Mechanical Engineering, Electronic/ Electrical Engineering, Life Sciences, Bioengineering, Agritech, and Design Offices.



RPC Innovation Voucher

The Scottish Funding Council provided the University with an Innovation Fund targeted at supporting or amplifying innovative ideas stemming from research. The University has utilised this to create a fund to create 30 Innovation vouchers of up to £750 which can be used to pay for services (Design, 3D printing, PCB work) within the RPC based at Eden Campus. The opportunity is open for staff and students to apply for an innovation voucher.



RAPID PROTOTYPING CENTRE MANAGER

Jens Kellner
Entrepreneurship Centre



Subsidiary Companies

The University’s subsidiary group comprises a wide range of companies and activities to further leverage University expertise, relationships, and capabilities in a commercial setting.



15

Actively trading subsidiary companies



£8.66m

16% increase in turnover



74

7% increase in employees

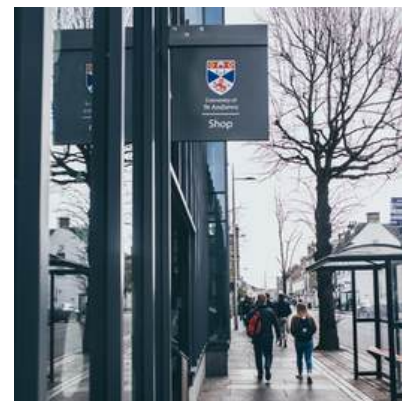


£0.53m

Gift Aid returned to University

23/24 Highlights:

- SMRU Consulting have supported offshore windfarm developments which will offset over 5,000 tonnes of carbon dioxide annually.
- External tenants are now on site at Eden Campus with ongoing plans to renovate and grow the campus and its community.
- The University Shop has continued its drive to improve sustainability across its product range and develop a circular economy offering.
- Supported £0.31m of University staff consultancy, returning funds to the University and staff.



FINANCE DIRECTOR

Joe Richards
Finance



For 600 years we have pursued knowledge for the common good. There is a wealth of expertise, ideas, and talent in our academic community.

Supporting research collaborations, commercial licensing and University spin outs, our success is measured by the real-world innovation and impact our dynamic partnerships create.



**ST ANDREWS
INNOVATION**
/ For Impact

**Pictured: Imagining the Future of Healthcare - May 2024*



Research Business Development

Research Business Development (RBD) are a team of Business Development Managers (BDMs) and Business Development Officers. The BDMs can assist in finding funding for research ideas, completion of applications, and are the first point of contact for all research proposals to external funding bodies. In addition, RBD have dedicated BDMs European funding, industry, and high value strategically important bids. BDMs also assist academics in pricing research contracts.

Activities and Strategic Initiatives

Research Business Development (RBD) continues to lead on supporting academics in identifying and securing research funding across all schools with the focus on growing and diversifying research funding.



£232m

Worth of research applications



£48m

Worth of research awards

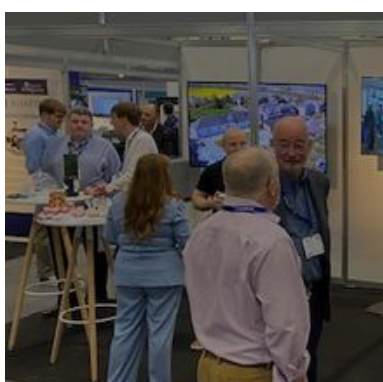
Research Awards and Applications

In financial year 23/24, research applications were £232m, an increase of £39m (20%) on the prior 3-year average. Research awards were £48m, an increase of £4.5m (10%) on the prior 3-year average. Throughout the year, month on month, applications and awards never dipped below the 3-year average, indicating a consistently upward trajectory.

Workshops and Funding Support

RBD engage extensively with researchers, frequently visiting schools in person. RBD routinely organise workshops to highlight funding opportunities, encourage researchers to apply, and enhance St Andrews' position in securing research funding. Key workshops included:

- A funding workshop focused on opportunities with AHRC, ERC, and high-value UKRI initiatives.
- Virtual events featuring the UK Research Office, presenting funding opportunities through ERC and Marie Skłodowska-Curie Actions. Panels of St Andrews-based awardees shared insights from their experiences in applying for and securing funding.
- Co-organisation of the Brain Health Life Sciences Summit at Eden Campus. This event brought together experts from industry, academia, government, and the healthcare sector to map brain health research capabilities in Scotland, foster collaboration, and position Scotland as a leader in brain health research.



**HEAD OF RESEARCH
BUSINESS DEVELOPMENT**

Kelly Maher
Research Business Development



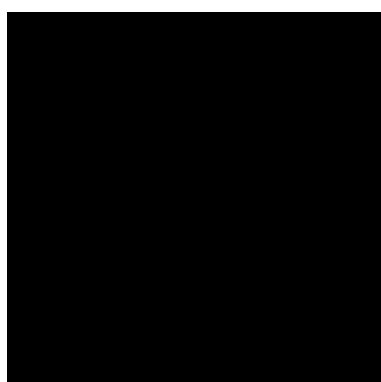
Activities and Strategic Initiatives

Industry Engagement Strategy

Recognising the need to strengthen links with industry to grow the research funding base, RBD has developed and begun implementing an industry engagement strategy. Collaborative efforts with school-based teams aim to build stronger industrial partnerships and align these with the University's broader business objectives. RBD leverages regional, national, and international networks to identify opportunities that support University activities, while coordinating with other functions and teams to maximise impact. Examples of these efforts can be seen below.

- **February 2024:** RBD organised an event focusing on Knowledge Transfer Partnership (KTP) and Interface for the Arts, Humanities and Social Sciences. We were joined by East of Scotland KTP Centre, Interface, Innovate UK/Business Connect and Edinburgh Innovations to give an overview of funding support available to engage businesses, charities and third sector organisations.
- **May 2024:** RBD hosted a visit by the CFO/Founder of Epitogen X, Ayham Alnabuls, an Aberdeen based SME. The company has developed a multiplex peptide based platform for point of care diagnostics and are interested in collaborating with scientists on potential new diagnostic applications. Following on from a seminar and one-to-one meetings, several strands of collaborative opportunities being pursued.
- **May 2024:** RBD joined ScotChem and IBioIC (Industrial Biotechnology Innovation Centre) in May at ChemUK in Birmingham. We were joined by other Scottish Universities and businesses as part of the Scottish Innovation Pavilion. ChemUK is a major annual industry trade event and this was the first joint event attracting great footfall and several follow ups.

These initiatives underscore RBD's commitment to enhancing research funding and fostering innovation through strategic partnerships and proactive engagement.



HEAD OF RESEARCH
BUSINESS DEVELOPMENT

Kelly Maher
Research Business Development





Technology Transfer Centre

The Technology Transfer Centre (TTC) supports the commercialisation of research and innovations developed within the university. The primary focus is to transfer technology and intellectual property from academic research to the private sector to promote practical applications, impact and economic development.

Innovation and Intellectual Property Report



26

Invention disclosures captured



£404K

Revenue proceeds to academics/staff



£237K

Revenue proceeds to schools

Transition to Innovation Disclosure Form

In early 2023/24, a strategic shift was made from using the traditional Invention Disclosure Form to an Innovation Disclosure Form. While Invention Disclosure Forms are commonly used in higher education institutions and primarily focus on patentable research, the change to an Innovation Disclosure Form was driven by the goal of increasing engagement with non-STEM schools. This new approach broadens the scope of activities captured, expanding both engagement and the innovation pipeline.

Innovation Disclosures

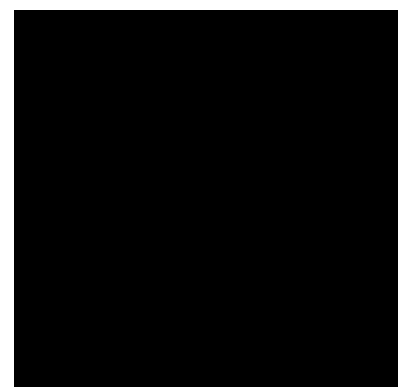
During 2023/24, a total of 26 innovation disclosures were captured, an increase from 22 in the previous year and 20 in 2021/22. This demonstrates strong engagement and relevant research across the campus. The growing innovation pipeline positions the University well for future developments, with these disclosures paving the way for potential licensing and spin-out opportunities. The majority of disclosures are expected to follow the licensing pathway with third parties.

Intellectual Property (IP) Spend and Licensing Revenue

IP spending continues to trend downward year-on-year, remaining below budget. In contrast, licensing revenue has shown consistent growth, enabling increased revenue distribution to academics, schools, and the University. In 2023/24, £404K was distributed to academics and staff, while £237K was allocated to schools. Additionally, the University received its share of the licensing income in line with the revenue-sharing policy. This financial performance supports further investment in innovation and engagement across the campus.

HEAD OF TECHNOLOGY TRANSFER

Christian Ziar
Technology Transfer Centre





University of
St Andrews

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