

Incubation support planning tools

CLT offers tools to identify strengths and gaps in a venture’s commercial development and prioritise incubation support

Why is the tool needed?

Incubating innovative companies can be challenging. It’s not always clear what kind of support would be most useful to an SME or spin-out.

There are a range of support tasks that can be delivered, but it can be difficult to establish a baseline of commercial readiness, select the right type of incubation support, and ensure value for money.

What does the tool do?

CLT offers a proprietary set of incubation planning tools that help to identify strengths and gaps in a venture’s commercial development and prioritise the support that will fill the gaps.

The tools ensure that the venture’s development is accelerated as fast as possible and that the time and money spent on incubation is used wisely.

The tools include a commercialisation framework, an incubation planning diagnostic tool, and a robust approach to prioritising incubation support.

Typical clients



Public sector Departments, Ministries or Agencies

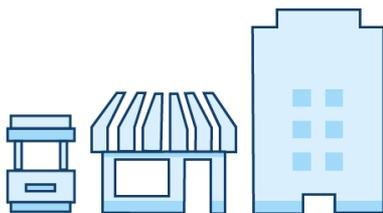


Business accelerators and incubators

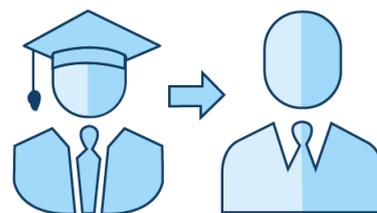


University enterprise hubs and commercialisation units

Typical beneficiaries



Small and Medium-sized Enterprises



University spin-outs

Description

CLT's proprietary toolkit makes incubation support planning robust, reliable, and measurable. Our process is used by incubation planners to determine what areas of commercial support would be most beneficial to a company. CLT's tool is considered to be the best practice standard for clean tech SME incubation planning.

Anchored by a clear framework that defines each stage of a venture's commercial and technical development, we use a diagnostic tool and menu of incubation tasks to target support at the most valuable areas.

Framework for commercial and technical development stages

Commercial and technical development is a continuum. Technical development is commonly divided into 9 stages, running from Technical Readiness Level (TRL) 1 to 9. CLT has developed a parallel Commercial Readiness Level (CRL) framework that is linked to each TRL. There are 9 CRL levels, each of which have milestones that can be used to measure progress and identify gaps that need to be filled to de-risk the next stage of a venture's technical and commercial development.

Incubation planning diagnostic tool

CLT's tool assesses eight capability areas, including:

1. Market segmentation and size, competitive analysis and industrial partnering
2. Business development, pipeline and sales
3. Strategy and business planning
4. Technology and Intellectual Property
5. Product design, development and differentiation
6. Supply chain, procurement and manufacturing
7. Team, Board and HR processes
8. Fund raising, financial planning and investment readiness

Our tool has over 300 questions designed to ascertain a clear and comprehensive baseline of a company's CRL level and to define what progress looks like in each of these eight areas.

Prioritising incubation support

Each company's commercial progress is calibrated against the performance milestones that a venture should be expected to have achieved according to its level of technical readiness. For example, if a venture's technology is at TRL 5, it should be able to demonstrate commercial capabilities equivalent to CRL 5 milestones across all eight capability areas. This analysis identifies the unanswered commercial questions for the venture and helps the incubation planner prioritise next actions and potential areas for support.

Past clients



Department for
Business, Energy
& Industrial Strategy



European Union
European Regional
Development Fund

GreenGrowth
PLATFORM



University of Brighton

Innovate UK



FINANCE WALES
CYLLID CYMRU