

# Scottish Enterprise

## Commercialisation Programme Review



### What our client wanted

Scottish Enterprise (SE) were refocusing their work on high growth technology and knowledge firms as key drivers of the Scottish economy. They needed to understand the effectiveness of the projects supported and the impacts on the economy. They wanted a strategic, innovative, robust and up to date evaluation of the suite of commercialisation services provided to businesses by SE.

### What Frontline did

We developed a framework for this evaluation of 30 projects that make up SE's commercialisation programme, including Proof of Concept Fund, Industrial Fellowships, High Growth Start Up Unit, Scottish Co-Investment Fund and SMART Scotland. We mapped all companies engaging with the support and developed a questionnaire that went beyond traditional impact evaluation to cover research into the five key stages of business growth. The results of over 100 business interviews were coded and analysed in working papers covering all aspects of the programme. Nine papers addressed the types of companies accessing support, company growth and development, economic impact, potential future impact, evaluation of process and the use of intellectual property by companies.

### What difference we made

SE had a strong but disjointed and dated evidence base on their commercialisation work. Our evaluation has provided a consistent, up to date and robust evidence base on their activities. We continue to work with SE in this area, providing valuable evidence on impacts, research on business growth and an evidence base for our appraisal of the future benefits arising.

### What our client said

***"Frontline has completed a high quality piece of work with this major evaluation of our commercialisation approach. The team worked very closely with us at all stages of the evaluation to ensure they delivered real added value to our requirements. In addition to a comprehensive evaluation of impact, including the use of groundbreaking techniques in the assessment of future impacts, Frontline also carried out a comprehensive assessment of the company journey, from idea with commercial potential to a place in the market, that now forms the key reference document in the commercialisation space. We have used this work, as well as ongoing support from Frontline, to develop a new approach to commercialisation that will deliver greater benefits to companies and increased impact on the Scottish economy."***

Alison Munro, Senior Manager, Policy Development



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