

# Scottish Enterprise

## *Longitudinal Review of Supported Technology Companies – Wave 1 and 2*



### What our client wanted

Scottish Enterprise (SE) had refocused their commercialisation support for high growth technology companies and as such needed to understand the effectiveness of this support and the impacts on the economy. They wanted to know how this has changed over time.

### What Frontline did

In 2008 (Wave 1) we developed a framework to assess the 30 projects that made 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 its companies and developed a questionnaire that went beyond traditional impact evaluation to cover research into the five key stages of business growth. We interviewed 100 companies and produced a series of papers that addressed the types of companies, growth and development, economic impact, potential future impact, evaluation of process and the use of intellectual property.

In 2011 we refreshed the questionnaire to focus on SE's new approach to technology business support. We interviewed 84 companies, including 52 from the wave 1 cohort and 32 new companies. Our report and impact assessment will show the journey of the companies in the longitudinal sample and the difference the new approach has had on the new companies.

### What difference we made

SE had a strong, but disjointed and dated, evidence base on their commercialisation work. Our Wave 1 evaluation provided a consistent, up to date and robust evidence base on their activities demonstrating impacts and return on investment. Our Wave 2 assessment will build on this.

### 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