

See a  
Difference.

## Partnerships – SME Case Study



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# HEMA Partnerships, Bridge Biotechnology



## SME “Woes”

### **The problem**

- SME company (c.2013)
- Limited resource
- Limited budgets
- Challenge to get to market and scale

### **Routing to solutions**

- Lots of discussions!
- Attending industry and topic seminars and conferences
- Communicating on needs

A great idea

Science and technology innovation

Winning awards

Delivering environmental  
improvements

# Using Partnerships to Overcome Challenges



# Using Partnerships to Overcome Challenges

- ✓ Linking to the funding opportunity through Zero Waste Scotland  
**Circular Economy Business Support.**
- ✓ Win the funding award for the project work:
  1. Identifying business plan gaps.
  2. Carbon assessment and circular economy support.
  3. Engineering support.
  4. Market assessment and introductions to potential customers.
  5. Legislation compliance specialized help around the EU Biocidal Products Directive



# Covid-19 and new applications



## Results & Lessons Learned

*“we are absolutely delighted with the project, the process and the outcomes.  
This type of partnership support can literally be the difference between  
companies like ours succeeding or failing”*

*-Scientific Liaison Officer*



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