



## Connecting businesses to Scotland's world-leading academic expertise

Based regionally throughout Scotland, Interface works with businesses of all sizes, in all sectors, to match them to Scotland's world-leading academic expertise for research and development.

### Did you know that Scotland has...

- four universities in the world's top 200 higher education institutions?
- over 2,000 academic departments with more than 15,000 academic staff?
- more than 1,200 specialist facilities available for commercial use from colleges and universities?
- research teams from all disciplines, e.g. science, medicine, arts and social sciences, to support businesses in product, process and service innovation?
- above the UK average proportion of world-leading research in disciplines such as chemistry, biological sciences, physics, history, art and design, agriculture, veterinary and food science, music, drama, dance and the performing arts?

### How we can help you?

*Don't know which academics can help businesses or how you can find them?*

*Think it will take too long?*

*Cost too much?*

### ***This is where the Interface team can help!***

If you are working with any **business that has a challenge** they are looking to solve and you think academia could offer a solution then get in contact with Interface. With **connections into all Scottish universities, research institutes and colleges**, Interface have an established and efficient process that will **save you and your businesses time and money** in finding and accessing academic expertise, technologies, specialist facilities and funding.

Interface can also facilitate clusters of businesses and academics working together to tackle industry sector challenges that can lead to transformational outcomes and impacts. By working together to accelerate entrepreneurship and innovation Interface can drive sustainable economic growth and help make Scotland a CAN DO place for business.

### Interface in numbers

Business supported by Interface contribute **£64.2 million** gross value added (GVA) a year for the Scottish economy, supporting around **1,060 Scottish jobs**. Since 2005, Interface has introduced **over 3,100 businesses** to academic partners and its success story is reflected in the following:

- Over **2,250** company and university collaborative projects initiated
- **33** multiparty group projects addressing key growth sector challenges
- **71%** of businesses were partnered with academic disciplines outside of their industry sector
- **83%** of businesses recorded reduced operating costs, increased productivity, profits, export, turnover and new or safeguarded employment
- **92%** of expertise searches identified
- **97%** of businesses said that their project would either not have happened or taken longer without support from Interface



### Connect with Interface

With team members based locally, from the Borders to the Highlands and Islands, Interface can help any business wherever they are, whatever they need.

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## Sunamp and the University of Edinburgh

Interface matched Sunamp with the School of Chemistry at the University of Edinburgh in 2008 to analyse Phase Change Materials (PCMs) to develop systems that store renewable energy as heat. As a result, the School of Chemistry has developed a new area of research and students have learned from the business and gained employment within the company. The partnership continues today, nine years after the initial introduction drawing in substantial R&D funding from Innovate UK and other partners.

***“This is the most rewarding and enriching academic/industrial collaboration that I have been involved in. It is particularly gratifying to see the impact of fundamental research being applied in real world applications in such a short time.”***

Professor Colin Pulham, Head of the School of Chemistry at the University of Edinburgh.



Energy



## Bright Red Publishing and Edinburgh Napier University

Bright Red Publishing, Scotland’s leading independent educational publisher and home of top study guides for Scottish Qualifications Authority exams, were referred by Business Gateway to Interface who connected them to Edinburgh Napier University to develop their educational resources.

With Innovation Voucher and Follow-On Innovation Voucher funding they developed an online Digital Zone to support their published materials for students and teachers to support their published Scottish exam materials for students.

Since its launch in 2013 the free to use website has attracted over 60,000 registered users and over 1 million tests have been taken. The collaboration is continuing today to add gaming functionality to the Digital Zone with SMART funding through Scottish Enterprise.

***“We feel that our work with Professor Buchanan at Edinburgh Napier University has really propelled Bright Red into a different space, and has great potential to launch our brand and product well beyond the Scottish border.”***

John MacPherson, Director of Bright Red Publishing.



Creative Industries



## Flaér and the University of Glasgow

Flaér (a brand by Scottoiler Sport Solutions) are a performance cycling brand who sought academic expertise to conduct aerodynamic testing to better understand the performance benefits of their Revo Via product and establish what drag their system would create on a road bike. Interface connected them to the Department of Aerospace Sciences at the University of Glasgow to access a wind tunnel facility. Access to these Specialist Facilities has led to the creation of improved processes and an increase in overall productivity, products and turnover for Scottoiler Sport Solutions.

***“Thanks to the work of Interface and their wide reach of academic contacts, we have been able to reach out to specialists who have been able to help us fulfil our project requirements. The response time, communication and understanding provided by Interface was outstanding. Their attention to detail and support was extremely valuable in our business achieving its goals”.***

Chris Simpson, Technical Director at Flaér.



Engineering & Technology



## Scotmas and Heriot-Watt University

Scotmas is a leading manufacturer of water treatment, hygiene and environmental care products. Interface has been an integral part of the innovation journey for Scotmas since 2007, when the business faced a challenge of product testing for a client.

Scotmas have undertaken around ten collaborative projects with academia since the original project facilitated by Interface including two Knowledge Transfer Partnerships (KTPs) with Heriot-Watt University. The family business now employs 42 people and provides chlorine dioxide water solutions around the world – including in Doha for the Qatar World Cup 2022 and in villages in southern India.

***“Interface’s brokerage service has helped us to develop fundamental partnerships with several academic institutions over the years. This has enabled us to differentiate our products and as a result, be more competitive internationally having a direct effect on overseas sales and increased exports. Over the next few years we expect to increase our turnover and expand the team by employing more staff. Most of this growth is anticipated to come from innovation-led projects, facilitated by the multi-disciplinary approach of Interface as well as subsequent collaborations that have occurred as a result of that initial relationship”.***

Alistair Cameron, CEO of Scotmas.



Life Sciences

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