



Innovation Action Plan 2022 - 2025





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## Introduction

## **Innovation Action Plan: Vision & Desired Outcomes**



The Innovation Plan will build on key sector strengths and assets in Lancashire and emerging technological markets levering the other facets of the Internationalisation Plan.

The plan will communicate a clear, distinctive value proposition around capabilities in Security and Resilience. It will facilitate R&D networks eg through university-business knowledge exchange and testbeds/campuses for crossover technologies and commercialisation.

It will target four complementary Missions:

- Cyber, Digital and Secure Systems leveraged by the NCF activity, industrial digital & communications technologies
- Advanced Mobility & Manufacturing aerospace and automotive, electech and new materials
- Energy, Low Carbon & Sustainable Technologies nuclear, corelated energy vectors & clean tech
- Health analytics and Preventative Systems value based care, automated diagnostics, targeted therapy

It will build strong clusters around the following strategic goals:

- Staying ahead leading in current areas of strength and "owning" key fields of growth to keep us at the frontier
- Building new pathways cross sector collaboration to use our strengths to create new opportunities across our sectors & with other regions
- Broadening our ecosystem adoption & diffusion to spread good ideas and broaden our innovation capacity across the business base

## **Lancashire's Strategic Objectives**



Position Lancashire at the forefront of innovation, with cutting-edge and progressive research, leader in the fields of Industry 4.0+, cyber, space and security related industries, energy and low carbon technology, health innovation and advanced mobility. Lancashire's universities are the most engaged universities in the UK supporting economic growth and collaborating with business and academia.



**Build a globally competitive county** by increasing trade, foreign investment, R&D and Innovation and visitor numbers, supporting business development and partnership working to deliver local growth ambitions and bring benefits to local businesses and residents



Promote the Lancashire brand internationally to attract investment, business visitors and increase visitor spend in the county, celebrating the strong quality of life offer. Exploit the new conference centre in Blackpool to host international events centred around our strengths in the North West Cyber Corridor, Net Zero technologies and defence.



Establish Lancashire firmly as a place which attracts and retains talent and investment in technology, skills and productivity and as a recognised destination of choice for business and leisure visitors.



# Lancashire's Innovation Ambition

## 10 year Ambition – Leveraging Innovation Pathway





Lancashire to be recognised as the UK's leading innovation region in security and resilience eg through NCF with cyber-security and through the CETP with nuclear clean tech.



A 20% increase in UKRI and other innovation related funding which will underpin innovation relationships, clusters and growth (Wellcome Foundation and Bill Gates Foundation etc).



Development of a roadmap for the county that levers knowledge networks, bringing together innovation stakeholders with an international specialisation for each of the four Missions



Innovation partnership initiatives established with two key foreign markets to support FDI, Exports and Equity Investment in our four missions areas, alongside UKRI, our four universities (and their foreign campuses) and key corporates with bases in Lancashire.



# **Innovation Priority Sectors and Markets**

## Defining Next Steps of the 10 Year Strategy: 2022 - 2025



## A collaborative approach between stakeholders is key to driving innovation

Lancashire has the capability to serve as a testbed for innovation in a number of different sectors. However for the first three years of the Action Plan it is sensible to concentrate on a few sectors that features heavily in the Innovation Plan such as cyber security, Health and Nuclear.

Likewise, it can be inferred from Innovate UK funding that the commercialisation of research is behind other UK locations. Linking to the capital investment pillar could help attract innovative activity along with utilising the links between AMRC Sheffield and the AMRC NW. Ensuring that the funding landscape is set up for innovative companies, whether they are large companies undertaking R&D or smaller start-ups and SMEs.

## Existing assets should be leveraged where possible to build collaborative relationships

Given the links between Lancashire's universities and academic institutions it makes sense to leverage these links. Lancaster University has partnerships with universities in Malaysia and China, as well as campuses in Germany and Ghana. This is not including numerous collaborative projects around the world. UCLan has 15 international partnerships including in the USA and Malaysia. UCLan Cyprus is working to be recognised as a world-class, research-led University, competing successfully and sustainably within a national and international market.

Edge Hill University and the University of Cumbria have engaged in over 70 international research collaborations.

There are also international partnerships to be considered from some of Lancashire's major companies such as BAE Systems, Westinghouse and Rolls Royce.

Therefore, Lancashire will need to prioritise:

- Core markets where there are existing links and relationships as well as tangible and actionable opportunities
- **Emerging markets** where there may be links as well as potential for growth in collaborative opportunities



Lancaster University has a partnership with Sunway University, Malaysia



UCLan also has a partnership in Malaysia with SEGi University

## **Innovation Strategy: Priority Sectors**



## **KEY SECTORS**



Advanced Manufacturing

SUSTAINBILITY

DIGITISATION, INNOVATION AND



Energy & Low Carbon



#### Lancashire's advanced manufacturing innovation proposition

Large existing manufacturing cluster looking for Key innovation strengths innovation and upgrades

Rapid growth in emerging tech utilising 5G, UAVs, HAPs, Secure Data Comms, Future Mobility and Cleantech

✓ AMRC NW, UCLan Engineering Innovation Centre, InfoLab at Lancaster University

5G Factory of the Future and Made Smarter pilot projects

✓ The only UK region with four Enterprise Zones and a University EZ

Opportunities to connect Innovation assets within universities and Centres of Excellence in Opportunities other countries (linked to investment pillar).

Promote Made Smarter programme to show the county is at the cutting edge of industrial digitisation.

Growth areas in emerging industrial tech including CNC, robotics, additive manufacturing, precision engineering, VR and digital twins, low carbon solutions, MedTech and intralogistics.

 Warton Enterprise Zone is a prime site for CAV and other Future Mobility R&D



Key innovation strengths

#### Lancashire's aerospace innovation proposition

Leading global players and supply chains in the county

✓ Advanced Manufacturing Research Centre (AMRC) NW, (UCLan's) Engineering Innovation Centre, Lancaster Universities new Engineering Dept investment and the Quantum Tech Centre.

√ £3m funding secured in 2020 for commercial drone technologies. Test facilities suited to Space Cluster technology. Crossover technologies in nuclear sector.

Electech cluster, positioning, navigation and timing technology

Blackpool Enterprise Zone, Warton EZ

Opportunities to work with leading players in the aerospace sector to develop low carbon aviation solutions.

Participation in **international programmes** such as Tempest Future Combat Air System provides access to global innovation networks.

Emerging drone technology can be applied across multiple sectors such as offshore energy, nuclear, and food production. Surveillance and Comms

 Warton EZ and Blackpool Airport as a sandbox/test bed for new mobility solutions.



Key innovation strengths

Opportunities

#### Lancashire's energy and low carbon innovation proposition

Significant strengths in renewables, nuclear, and other energy supply industries which are complemented by a flourishing engineering and technology sector

One of the largest concentrations of environmental researchers in Europe at the Lancaster Environment Centre

✓ Lancaster University's Centre for Global Eco-Innovation

✓ Strong offshore industry that has previously attracted FDI in R&D related activities.

✓ The Clean Energy Technology Park

✓ Lancashire Centre for Alternative **Technologies** 

✓ AMRC Low Carbon Building Demonstrator

 Working across international Nuclear industry.

Government funding for small modular reactors in Lancashire.

Opportunities to establish infrastructure and demonstrator sites that enable new technologies to be developed, demonstrated and commercialised.

Link with existing companies such as Rolls-Royce who are aiming to become netzero by 2030, and enable sectors it sells to in becoming net-zero by 2050.

Connecting with Irish Sea Rim super cluster for energy resources.

Opportunities

## **Innovation Strategy: Priority Sectors**





Digital (Cybersecurity)

SUSTAINBILITY

AND

DIGITISATION, INNOVATION



Food & Drink



Health



Key investment strengths

Opportunities

#### Lancashire's digital innovation proposition

#### Cybersecurity

- Lancaster Cyber Security Centre of Excellence, is an internationally renowned multi-disciplinary hub and testbed for cyber security R&D.
- Lancaster University is one of only five universities in the UK to gain NCSC recognition as a Gold Academic Centre of Excellence in Cyber Security Education.
- New National Cyber Force (NCF) HQ is a £5bn investment that demonstrates government confidence in the county's capabilities and talent around cybersecurity.

#### **Emerging Tech**

- ✓ Privately funded ElecTech Innovation cluster inspires collaboration across sectors.
- √ £100m+ invested in high-tech collaboration hubs across Lancashire

#### Cybersecurity

- Develop links with clusters internationally who are operating in offensive cyber activities.
- Longer term, promote the county as having a niche expertise in cybersecurity for supply chains and industrial digitisation.

#### Emerging tech

- · Promote enterprise zones as links to specialist innovation ecosystems with additional tax & incentives benefits
- Opportunities for cross sector collaboration



Key investment strengths

### Lancashire's food & drink innovation proposition

- Food & Farming Innovation Centre (Myerscough College)
- ✓ Lancaster Environment Centre has internationally leading experience and labs addressing soil and cultivation
- Engineering Innovation Centre UCLan
- ✓ Lancashire Drone Innovation Zone and precision farming/sensing
- ✓ The sector links to both advanced manufacturing and low carbon & energy providing opportunities for cross sector working.
- ✓ Links to health and social innovation, health analytics and preventative medicine



- Opportunities to work with centres of excellence in agriculture who are working on solutions around low carbon and circular economy farming solutions
- Precision farming innovation linked with sensors and drone developments.
- New food product development and automation



Key investment strengths

#### Lancashire's health innovation proposition

Health Innovation Campus creates strong collaborative environment between research and practice.

- Healthtech collaborations between UCLan and NHS Trusts (eg Neuro-Rehabilitation Online).
- Diverse population and high levels of health risk provide useful populations for clinical trials.
- Post Covid surge in market for infection prevention and control aligns with local companies innovating in this sector.
- ✓ Crossover with nuclear and medicine, the CETP houses an NNL facility developing isotopes for alpha therapy.

**Opportunities** 

- The local population allows the county to become a testbed for innovations developed elsewhere that lack a diverse population for thorough testing.
- Growing trends around MedTech and big data allow for cross sector collaboration.
- Developing reusable/recyclable PPE is a international opportunity that could involve cutting edge science combined with the county's traditional in textiles, paper and materials manufacturing.
- Nuclear medicine unique facilities and expertise



## 10-Year Innovation Strategy: Priority Markets





Data modelling identified that the leading countries for investment based on R&D expenditure and incentives, patents, graduates, university rankings, and positions on the Global Innovation Index. This was followed by qualitative research that assessed the strengths of the highest ranked markets in sectors and technologies that were most relevant to Lancashire's innovation priorities and had strong internationalisation links to the universities. Core markets are the highest scoring markets in this pillar from the data modelling that have strengths across sectors, while emerging markets scored lower on the data modelling but have specific advantages that can be aligned to Lancashire.







Core markets provide a current and future opportunity. These are some of the most important innovation markets for Lancashire as well as providing exciting collaboration opportunities.

Emerging markets provide a more medium to long-term opportunity. There are genuine, material opportunities for innovation and collaboration but they may require more work to access than core markets.



In 2019, Lancaster University opened a campus in Leipzig, Germany

## **Innovation Strategy: Priority Markets**



In the three year action plan the short term markets will be the focus of activity without losing sight of the medium to long term markets. Further work will be done to fine tune which markets each sector will target but primarily we see strong innovation opportunities with North America levering knowledge and corporate linkages aligned with close security arrangements.



YEAR 1 →



#### **Focus Markets**



The USA is a global leader in most sectors of relevance to Lancashire. The new US Infrastructure Bill prioritises clean energy and investing in demonstration projects and research hubs for next generation technologies like advanced nuclear reactors, carbon capture, and clean hydrogen. US stakeholders are currently working with UK on nuclear research.



Germany is taking an increasingly important position in the European aeronautical R&D sector. As a global manufacturing hub, Germany is home to major players in Industry 4.0. Strategic partnership opportunities exist with Lancaster University's Leipzig campus.



Malaysia is emerging as an innovative power in Asia. Lancaster University has a strategic partnership with Sunway University, with joint research initiative on future cities. Lancashire has a relationship with leading health investor iGene who have already invested in the county.



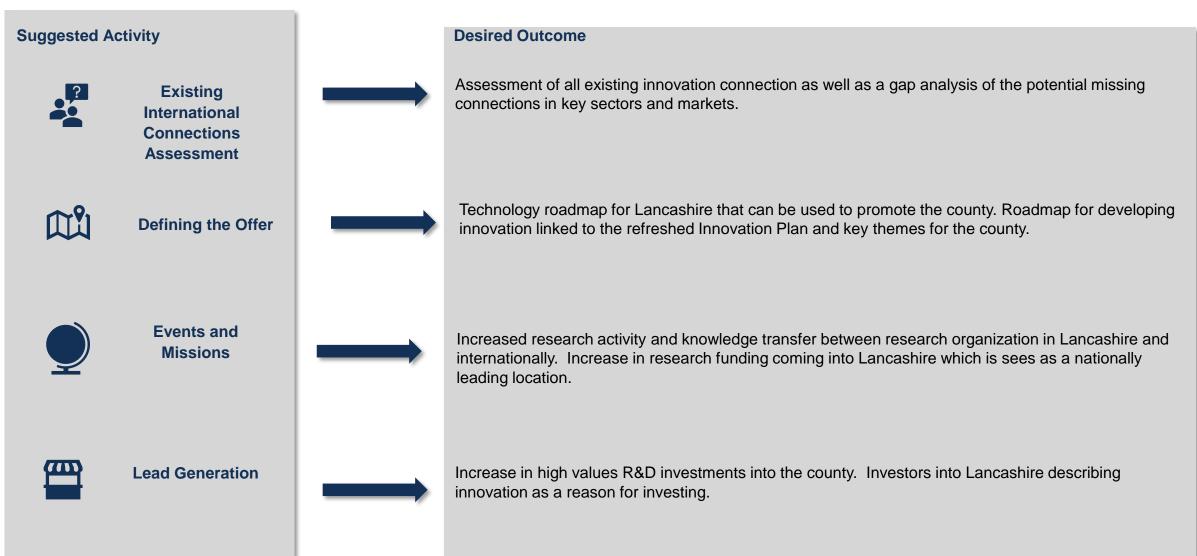
# Lancashire's Innovation Action Plan

## **Innovation: Activities**





This Action Plan sets out 4 suggested activities to enable to achievement of Lancashire's strategic objectives. These enablers and activities can be implemented by stakeholders across the county and aim at fostering greater cooperation and collaboration between the broad range of supporting organisations.



## **Workstream 1 - Leveraging Relationships**



## **Leveraging Relationships**

### **Description**

- Build on work done as part of this strategy to fully assess existing international connections in terms of innovation.
- This goes beyond defining the offer to understand not only the existing international connections between academia, businesses and other industry stakeholders, but their appetite and capacity for further or new international, innovative collaboration.

#### **Desired Outcomes**

Assessment of all existing innovation connections as well as a gap analysis of the potential missing connections in key sectors and markets

Existing Relationships						
Cyber	Health	Nuclear				
Review all international collaborations with a cyber security theme.	Review all international collaborations with a health theme.	Review all international collaborations with a nuclear theme.				
<ul> <li>Create a map of how many international students are studying any cyber security related courses and where in the world they are from.</li> </ul>	<ul> <li>Create a map of how many international students are studying any health innovation related courses and where in the world they are from.</li> </ul>	Create a map of how many international students are studying any nuclear related courses and where in the world they are from.				
<ul> <li>Create a map of alumni that have graduated from cyber security related courses, where they are working and in what fields they are working.</li> </ul>	<ul> <li>Create a map of alumni that have graduated from health innovation related courses, where they are working and in what fields they are working.</li> </ul>	Create a map of alumni that have graduated from nuclear related courses, where they are working and in what fields they are working.				
<ul> <li>Assess if there are any gaps in existing connections in cyber security fields.</li> </ul>	<ul> <li>Assess if there are any gaps in existing connections in health innovation fields.</li> </ul>	<ul> <li>Assess if there are any gaps in existing connections in nuclear fields.</li> </ul>				
<ul> <li>Review gaps to see if there are other connections that can be leveraged to engage in further international cyber security collaborations.</li> </ul>	<ul> <li>Review gaps to see if there are other connections that can be leveraged to engage in further international health innovation collaborations.</li> </ul>	<ul> <li>Review gaps to see if there are other connections that can be leveraged to engage in further international nuclear collaborations.</li> </ul>				

## **Workstream 1 - Leveraging Relationships**





Months	0-6	6-12	12-18	18-24	24-30	30-36
Activities	Map internation	al collaborations	Map students, rese alumni across locatio		Leverage re	elationships
Build on work done as part of this strategy to fully assess existing international connections in terms of innovation.  This goes beyond defining the offer to understand not only the existing international connections between academia, business and other industry stakeholders but their appetite and capacity for further or new international innovate collaboration.						
Ease of implementation	Will need resource t	Will need resource to help mapping, could be facilitated through Masters placement or project alongside university.				
Proposed approach and activities	<ol> <li>Map collabora</li> <li>Establish Deta</li> <li>Map where int</li> <li>Map where an</li> <li>Assess geogra</li> <li>Create a list of</li> </ol>	<ol> <li>Establish Details of past and current specific fields of research in cyber, health innovation and nuclear</li> <li>Map where international students are coming from to study cyber, health innovation and nuclear.</li> <li>Map where and in which fields of cyber security, health innovation and nuclear alumni are working in.</li> <li>Assess geographical gaps in cyber security, health innovation and nuclear.</li> <li>Create a list of target markets for cyber security, health innovation and nuclear.</li> </ol>				
Resourcing and Budgeta Considerations	Number of FTE red	uired	Number of months requ	ired	Total Cost of Workstrea	am

## **Workstream 2 - Defining the Offer**



## **Defining the Offer**

#### Description

- Work with all stakeholders in the Lancashire innovation ecosystem to identify assets and strategic priorities.
- Map assets and priorities against themes such as cyber security, health innovation and low carbon/nuclear technologies.
- Link opportunities to achieving goals in other pillars, for example, supporting inward investment or creating a trade corridor.
- Develop arguments to support lobbying with government to attract more R&D funding to Lancashire.

#### **Desired Outcomes**

Technology roadmap for Lancashire that can be used to promote the county.

Roadmap for developing innovation linked to the refreshed Innovation Plan and key themes for the county.

	Existing Activity							
	Cyber security	Health	Nuclear					
•	Identify all cyber security asses,	Identify all health innovation asses,	Identify all nuclear asses,					
	Identify all cyber security asses,  Identify all cyber security innovation priorities  Map assets and priorities against government policy such as the Government Cyber Security Strategy 2022- 2030, UK and Innovation Strategy 2021.  Create proposition for cyber security linking to other pillars such as Foreign Direct Investment for companies to use the assets and talent available, capital investment for investment into schemes and the visitor economy for business visitors who can stay and spend in the county when visiting innovation assets or universities.  Create technology roadmap that can be used to support innovation in the	<ul> <li>Identify all health innovation asses,</li> <li>Identify all health innovation priorities.</li> <li>Map assets and priorities against government policy such as the UK Innovation Strategy 2021 and Industrial Strategy re the ageing population.</li> <li>Create proposition for health innovation linking to other pillars such as Foreign Direct Investment for companies to use the assets and talent available, capital investment for investment into schemes and the visitor economy for business visitors who can stay and spend in the county when visiting innovation assets or universities.</li> <li>Create technology roadmap that can be used to support innovation in the</li> </ul>	<ul> <li>Identify all nuclear asses,</li> <li>Identify all nuclear innovation priorities.</li> <li>Map assets and priorities against government policy such as the 10 point plan for a Green Industrial Revolution, British Energy Strategy 2022 and UK Innovation Strategy 2021.</li> <li>Create proposition for nuclear linking to other pillars such as Foreign Direct Investment for companies to use the assets and talent available, capital investment for investment into schemes and the visitor economy for business visitors who can stay and spend in the county when visiting innovation assets or universities.</li> <li>Create technology roadmap that can</li> </ul>					
•	Create evidence and material re	Create evidence and material for health innovation to support attracting.	<ul><li>be used to support innovation in the county.</li><li>Create evidence and material for</li></ul>					
	cyber security to support attracting R&D funding into Lancashire.	health innovation to support attracting R&D funding into Lancashire.	Create evidence and material for nuclear to support attracting R&D funding into Lancashire.					

## Workstream 2 - Defining the Offer





Months	0-6	6-12	12-18	18-24	24-30	30-36
Activities	Identify assets and in		Map priorities against	government policies Review	Create Innovation Int Roadm	
Description  Ease of implementation	Map assets and prior Link opportunities to Develop arguments t	olders in the Lancashire in rities against themes such achieving goals in other possible of the possible of th	nnovation ecosystem to iden n as cyber security, health in pillars, for example supportin povernment to attract more R	tify assets and strategic pri novation and nuclear g inward investment or cre &D funding to Lancashire.	iorities. eating a trade corridor.	
Proposed approach and activities  This work will involve the following activities:  1. Identify all cyber security, health innovation and nuclear assets. 2. Identify and map all cyber security, health innovation and nuclear assets 3. Map priorities against government policy such as Innovation Policy, Industrial Strategy and Energy Strategy 4. Create propositions for cyber security, health innovation and nuclear 5. Create evidence and material to support innovation in the county						
Resourcing and Budgetary Considerations	Number of FTE req	uired	Number of months requ		Total Cost of Workstream £ 60,000	1

## **Workstream 3 - Events and Missions**



#### **Events and Missions**

## Description

- Outbound missions to develop innovation partnerships with new markets around education and research.
- Conferences and events in Lancashire to increase attention of the county to local, national and international funders, research organisations and companies.

### **Desired Outcomes**

Increased research activity and knowledge transfer between research organisations in Lancashire and internationally.

Increase in research funding coming into Lancashire which is seen as a nationally leading location.

	Existing Activity							
	Cyber security	Health	Nuclear					
cyber speci collat	relationship development and recurity proposition to target ific market to create corations and attract funding into ashire.	<ul> <li>Use relationship development and health innovation proposition to target specific markets to create collaborations and attract funding into Lancashire.</li> </ul>	<ul> <li>Use relationship development and nuclear proposition to target specific markets to create collaborations and attract funding into Lancashire.</li> <li>Awareness of inward investment and</li> </ul>					
expoi targe	eness of inward investment and rt missions that are going to t markets and join missions to e new collaborations	<ul> <li>Awareness of inward investment and export missions that are going to target markets and join missions to create new collaborations</li> </ul>	export missions that are going to target markets and join missions to create new collaborations.					
Use r stude	missions to attract international ents.	Use missions to attract international students.	<ul><li> Use missions to attract international students.</li><li> Identify and use industry champions</li></ul>					
to pro	ify and use industry champions omote academic work in field of r security.	<ul> <li>Identify and use industry champions to promote academic work in field of health innovation.</li> </ul>	to promote academic work in field of nuclear.					
Wher leadir confe and b intern	re Lancashire universities are ng the research consider erence to publicise outcomes benefits for Lancashire, UK and national businesses and emics.	Where Lancashire universities are leading the research consider conference to publicise outcomes and benefits for Lancashire, UK and international businesses and academics.	Where Lancashire universities are leading the research consider conference to publicise outcomes and benefits for Lancashire, UK and international businesses and academics.					

## **Workstream 3 - Events and Missions**





Months	0-6	6-12	12-18	18-24	24-30	30-36
Activities	Identify institutions to		Join missions and ever	ts in target markets Revie		o promote innovation
Outbound missions to develop innovation partnerships with new markets around education and research.  Conferences and events in Lancashire to increase attention of the universities in the county to local, national and international funders, research organization and companies.						
Ease of implementation	Higher level placeme	ent might facilitate the cap	acity and resource.			
Proposed approach and activities						
Resourcing and Budgeta	Number of FTE req	uired	Number of months requi	red	Total Cost of Workstro	eam
Considerations	0.5		8		£30,000	

## **Workstream 4 - Targeted Lead Generation**



## **Targeted Lead Generation**

### **Description**

- Build a target list of companies in priority sectors and markets with a high propensity to invest.
- Targeted campaign to attract not just companies related to innovation but also students, talent, businesses and research organisation to Lancashire.
- Identify and attract internationally mobile research projects.

#### **Desired Outcomes**

Increase in high value R&D investments into Lancashire. Investors into Lancashire describing innovation as a reason for investing.

## **Existing Activity**

## **Cyber security**

- Building on workstream 3 where target markets have been identified, develop a list of universities and research organisations that have strengths in cyber security.
- Interrogate DiT's pipeline of projects to see if there are any projects that are looking for research and development capabilities in cyber security.
- Engage with DiT project managers and FDI pillar to create bespoke proposition for the client.
- Develop cyber security projects which would be of interest to universities and research organisations on target list.
- Develop a campaign to target those universities and research organisations.

#### Health

- Building on workstream 3 where target markets have been identified, develop a list of universities and research organisations that have strengths in health innovation.
- Interrogate DiT's pipeline of projects to see if there are any projects that are looking for research and development capabilities in health innovation.
- Engage with DiT project managers and FDI pillar to create bespoke proposition for the client.
- Develop health innovation projects which would be of interest to universities and research organisations on target list.
- Develop a campaign to target those universities and research organisations.

#### **Nuclear**

- Building on workstream 3 where target markets have been identified, develop a list of universities and research organisations that have strengths nuclear.
- Interrogate DiT's pipeline of projects to see if there are any projects that are looking for research and development capabilities in nuclear.
- Engage with DiT project managers and FDI pillar to create bespoke proposition for the client.
- Develop nuclear projects which would be of interest to universities and research organisations on target list.
- Develop a campaign to target those universities and research organisations.

## **Workstream 4 - Targeted Lead Generation**

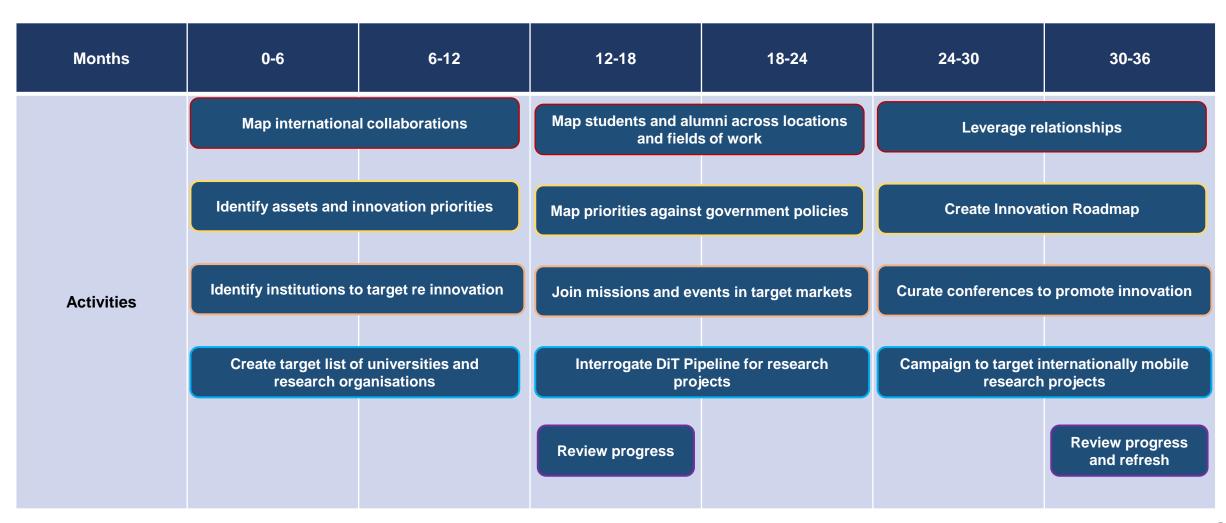




Months	0-6	6-12	12-18	18-24	24-30	30-36
Activities	Create target list o	of universities and ganisations	Interrogate DiT Pip proj		Campaign to target in research	nternationally mobile projects
Description	Build a target list of companies and research organisations aligned with the priorities from the innovation mapping.  Targeted campaign to attract not just companies related to innovation but also students, talent, businesses and research organisastions to Lancashire.  Identify and attract internationally mobile research projects.					nisastions to
Ease of implementation						
This work will involve the following activities:  1. Build a target list of universities and research organisations to target for cyber security, health innovation and nuclear innovation projects 2. Interrogate DiT's pipeline of projects to see there are any cyber security, health innovation or nuclear projects that need R&D 3. Engage with DiT project Managers, FDI pillar to create bespoke proposition 4. Develop cyber security, health innovation and nuclear projects to attract investment from international universities and research organisation 5. Campaign to target internationally mobile research projects in cyber security, health innovation and nuclear.				&D		
Resourcing and Budgetary Considerations	Number of FTE red	nuired Number	of months required	Total Cost of Workstr £40,000	eam	

## **Workstream Activities 2022 - 2025**







## **Summary**

## **Summary of Implementation of Action Plan 2022 - 2025**



Workstream	Resource	Cost	Outcomes
1.Leveraging Existing International Relationships	0.25 FTE	£20,000	Map activities, gaps and targets
2. Define the Offer	0.75 FTE	£60,000	Synthesise opportunities and create propositions
3. Events and Missions	0.5 FTE	£30,000	Successful well attended events across all four priority Missions
4. Lead Generation	0.5 FTE	£40,000	Leads generated in all four priority Missions
Total	2	£150,000	

A Universities manager works across all four universities in Lancashire but their role is not specifically in relation to internationalisation. However they could contribute by keeping progress of the action plan on track.

The resource needed for this action plan may come from placements form the universities cohort of students both undergraduate and post graduate lasting from between eight and twelve months, The placements will need supervision and the universities will need to take this into account when allocation resources to these activities,. However defining the offer and lead generation will need external resource.