

TATTON CONSULTING

Grants - Innovation - Growth

We are an award-winning innovation and grants consultancy that has successfully helped UK SMEs identify, apply for and win grants and tax credits worth over £40,000,000 to innovate and grow.

We offer a bespoke range of services from one-off funding consultancy to end to end management of the funding and fundraising process for our clients. We specialise in the following funding:

- Innovate UK
- Industrial Strategy Challenge
- Futures Fund
- Biomedical and Life Science Catalysts
- EU Horizon 20/20 and SMEi
- Regional Growth Funding
- R&D tax credits
- Tourism, Rural Development and Defence
- WRAP and Sustainability grants
- SBRI and European Space Agency
- Welsh Assembly Government
- Compliance and Project Management

From F1 to advanced manufacturing, drones to disease detection – we work across the spectrum of technologies with companies all over the UK, helping them secure grants, funding and tax credits Collectively, we have secured over **£40 million** in funding for over **250 clients**, ranging from technology start-ups, to established SME companies and large Blue-Chip organisations. Our expert team has over 30 years' collective experience securing funding and we have **success rate 6x higher** than the UK average.

The **only UK grants consultancy** to offer a 'No-Win, No-Fee' guarantee, whatever support you require, **Tatton Consulting** is here to help you innovate and grow. 



Successful grant applications

250



£million in grant funding won

41.2



year's experience

30



~% success rate

72



% average ROI

917



SMEs helped grow

100

We have secured funding for some of the UK's most innovative companies



🏆 We think grants are great! 🏆

But they aren't suitable for every project or every business.

As much as we would like to help every project we encounter, we are limited to by the funding available and the strict requirements of the schemes we look at. Prior to engaging with any Client, we fully assess the technology to ensure that it meets the scheme criteria and meets the level of innovation required to win an award. We also run every project we take on by the UK GOV Grantor body (typically Innovate UK) to ensure that they are satisfied with the project.

Please therefore check the [Grant Opportunities](#) tab to see what is currently available and complete our [Grant Eligibility](#) questionnaire we ask all clients to complete.

The minimum project size we currently consider is £150,000 – projects under this amount generally don't need a Consultant involved in.

Eligibility

Grant funding is generally only available for the development for cutting-edge technology or projects with a significant environmental, health or societal benefit. Before deciding to apply, there are six things we will ask you to consider;

💡 Innovation 💡

How is the project technologically innovative? How does it represent a step-change to what is currently on the market?

🌱 Wider Benefit 🌱

What is the wider economic, environmental, health or societal benefit of your project? Why should the UK GOV fund you?

📅 Timing 📅

Wanting to start immediately? The approval process can take 6-9 months to complete and projects aren't allowed to start until completed.

💰 Match Funding 💰

Funding is paid in arrears so every project needs to have investment in place to cover both the non-grant element and first 5-months development work.

🤝 Partners 🤝

The majority of schemes require you to work in partnership to deliver a project. This could be a University research partner or external testing with an end-user SME.

🇬🇧 State Aid Rules 🇪🇺

SMEs can be prevented from receiving funding when a limited company of more than 3 years old has lost more than half of its subscribed share capital as a result of accumulated losses.



2020/21 Services & Pricing Structure

Our preference is to develop a long-term relationship with all our Clients, provide ongoing grants consultancy and helping identify new funding opportunities to support your research, development and growth activities. Based upon feedback we have simplified our service offering to ensure we can better address the needs of our Clients. These are split into two categories;

1. Application Toolkit

This contains all the tools, templates, examples and key learning to be able to prepare and submit a successful Innovate UK application. Useful for both preparing an application or getting yourself 'application ready', this low-cost DIY option brings together over 30 years combined expertise and 250 successful application into an invaluable application toolkit, which we use ourselves to prepare applications. The toolkit comprises of;

- A dedicated project scoping session at the start of your application – mapping out the key areas to focus on.
- Example responses to all the main questions for Innovate UK.
- Tried-and-tested template structures and key phraseology.
- Example responses and templates for each of the main Appendices.
- Support and guidance on preparing your Project Costs.
- 2x expert review and feedback on each application, including one by an ex-Innovate UK Assessor.

We provide all the tools, tricks and templates required to put together a winning application, increasing your chances of success by ~6x.

2. Application Writing

Where a Client needs further support, depending on our capacity, we are able to offer more intensive writing support, where we will lead on preparing application on your behalf.

- Lead the preparation of funding applications throughout the year, ensuring the best chance of success.
- Help manage consortium and pull together Project Costs.
- Liaise with the accountants, funders, and other relevant parties as appropriate.
- Keep the you informed during the application process and support negotiations with the Grantor body.
- Link to the partner services and business incubators (see right) who we provide grant consultancy to.



Services included	Annual Engagement Fee	Fee per Application	Grant Application Approval Fee (% of grant) options;				
			Payment on Approval	Payment on Project Start	Payments Monthly		
Application Writing <ul style="list-style-type: none"> • Lead on the preparation of the application • Draft all the key sections • Multiple grant applications • Project Sign-off support • 'No-Win, no-Fee' Guarantee 	£6,995	£0 for the first two applications. £1,000 thereafter.	8%	Or	10%	Or	14%
Application Toolkit <ul style="list-style-type: none"> • Client responsible for drafting the application with our expert guidance • Example high scoring responses to each question • Tried & Tested templates + winning tips • 3 x Expert reviews, feedback and project scoping • Increase your chances of success by ~6x 	£6,995 for 12 months access.						

There is a minimum Application Approval Fee of £15,000 per application and there is scope for flexibility on larger projects (£500k+). Grant funding is always paid in arrears (spend first, then claim back) so please be aware that either all or part of the Application Approval Fee will be due for payment before funding is received.

Our 'No-Win, No-Fee' Guarantee

Our Application Writing Service is covered by our unique 'No-Win, No-Fee' Guarantee.

Grant funding is extremely competitive with new schemes opening and closing throughout the year however we are confident that, by working in partnership, we will be able to secure funding from several different schemes throughout the year. If after 18 months, you have submitted a number of application, are unhappy with the service provided and we have not scored above the threshold considered for approval, then we will fully refund your Annual Engagement Fee – ensuring no cost to yourselves over the period.

 **No other grants consultancy provides this guarantee** 



Testimonials



As well as having a 5-star rating on Google, we also have a large number of client testimonials. Please see some of the positive words from our clients and grant assessors below;



Scott Nelson

1 review

★★★★★ a week ago

Our experience with Mark and his whole organization was stellar. I have never worked with someone quite like Mark. It was so refreshing for me to give Mark the idea I was trying to express and then just let him develop it. Mark has a very rare gift of being able to take broad concepts and narrow them down into very tangible easy to understand communication. I believe there are very few people who have this ability. We have worked with Mark on two different UK Grant proposals and we were awarded both of them. One of the proposals was for the amount of £4m and the other for £1m.

I will definitely engage Tatton Consulting in the future. It was a complete pleasure to work with them.



Renato Circi

1 review

★★★★★ 3 days ago

Without a doubt amongst the best grant writers out there. Mark is a legend!



African Origin Oils

2 reviews

★★★★★ 3 weeks ago

Tatton helped us secure over £ 250 k in funding for research and commercialisation of our product. Mark and Lewis are great - they are very professional and know their trade very well. From our experience - grant financing can be quite complicated, and having a team who knows the rules and particularities of funding bodies was a great benefit. I'm sure we would not have been successful without them.



Graham Howieson

1 review · 1 photo

★★★★★ 3 weeks ago

The guys at Tatton Consulting Mark and Lewis in particular are true professionals. They offer a comprehensive level of service and support for clients wishing to tap into various business development grants such as Innovate UK. In our case at Origin Pharma they have helped us to secure a significant amount of monies, circa £500k which will enable us to drive forward with our digital product development programme linked to RPM- remote patient monitoring for the Pharmaceutical market. Highly recommended, across the board.



Mike Davies

1 review

★★★★★ 2 weeks ago

Positive: Professionalism, Quality, Responsiveness, Value

Tatton Consulting have been exceptional in all that they have done for us. They very much guided us and wrote for an Innovate UK grant and we got it. Without them we probably would still be trying. I cannot recommend Tatton Consulting high enough. We will work with them again



Sam Gillingham

1 review

★★★★★ 3 weeks ago

Excellent company. We secured IUK grant funding with the help of Tatton Consulting of circa £350k. Will be using again!



Barry Reynolds

2 reviews

★★★★★ a year ago

We worked with Tatton in late 2018, helping us secure £350,000 in funding at the first attempt. They quickly understood our project ambition, turning limited information into a professional and highly compelling proposal in a short-time frame. I would highly recommend



Ed Everson

12 reviews

★★★★★ a year ago

Excellent support through a challenging process. With their help and guidance we were able to score very highly and secure critical grant funding. Will continue to work with the team at Tatton Consulting.



Lise Honsinger

8 reviews · 1 photo

★★★★★ 2 years ago

Mark is a fantastic grant writer and really supported us through the process. We have had a 2 / 3 success rate so far. Even after the application was completed, he then helped us through the process to secure it. He is also very good at working independently with limited information (!). Couldn't recommend him highly enough.

Track Record

We have secured over £40 million+ in grant funding, with a 72%+ success rate for Clients ranging from small SME companies to large Blue-Chip organisations including;

- £556k for an advanced medical device company
- £3.98m for a digital manufacturing consortium
- £1.3m for an advanced agritech SME
- £1.1m for clean energy project in Africa;
- £348k for an innovative medical device company.
- £550k for a game-changing hydroponics company
- £800k for a sustainable packaging company.
- £500k for a large hotel group in Wales.
- £650k for a digital health platform.
- £850k for sustainable packaging company

Further information

For more information or arrange an informal chat about your options please check out our website www.UKgrantfunding.co.uk, email us at funding@tattonconsulting.co.uk and [Submit an Enquiry](#) We look forward to hearing from you.



Emma Reeves
Innovation Consultant



Lewis Needham
Senior Consultant



Mark Clayton
Managing Director



Sharon Smith
Finance and Compliance



Partner team of
expert grant writers



Tatton Consulting Ltd

2020 Award Winner

Grant Consultancy Firm
of the Year | UK