



# TATTON CONSULTING

## Grants - Innovation - Growth



### The UK's No.1 Innovate UK specialists

We are a multi-award-winning innovation and grants consultancy that helps the UK's most innovative and disruptive SMEs identify, apply for and win grants and tax credits to innovate and grow.

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

- **Innovate UK**
- **SMART**
- **Industrial Strategy Challenge**
- **Farming Innovation Programme**
- **Biomedical and Life Science Catalysts**
- **UK Shared Prosperity Fund**
- **Regional Growth Funding**
- **Tourism, Rural Development, Defence**
- **WRAP and Sustainability grants**
- **SBRI and European Space Agency**
- **Welsh Assembly Government**
- **Compliance and Project Management**

#### Why work with us?

We are winners of 'UK Grants Consultancy of the Year' and 'R&D Grants Consultancy of the Year' 2022, and we specialise in Innovate UK and innovation funding. With **a success rate 25x higher than applying directly**, we are regularly recognised as the industry leader in grant funding. **Our applications consistently score in the top 10% of all Innovate UK schemes** and we are the only UK Grants Consultancy to offer a 'high score' guarantee. Whatever funding or innovation support you require, Tatton Consulting is here to help you innovate and grow.



Successful applications

420+



Grant funding won

£ 52,357,983



Average grant secured

£ 341,456



~% success rate

74+

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



# Grants funding is great. But it is not suitable for every project or business.

As much as we would like to help every project, we are limited to 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 and discuss it with UK GOV Grantor body to ensure that they are satisfied with the project.

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

**The minimum project size that we currently consider is £150,000.**

## 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.



# Services & Pricing Structure

## 1. Scoping, Positioning & Alignment

There's much more to grants consultancy than just bid writing. Most applications are won or lost at the scoping stage and understanding what the grantor body wants. With every application we take on we'll brainstorm, challenge, and support you with key grantor body insights and expertise. All to ensure the project you want to complete is scoped, shaped, and positioned exactly the way the grantor body would support it - giving you the best chance of success.

## 2. Application Review & Optimisation

Given that applying directly only has a <5% chance of success, this option brings together over 30 years' combined expertise across 300+ successful applications in a low-cost, high-value support package.

- ✓ 2-hour scoping workshop via video-call, advice on positioning and the key areas of focus required
- ✓ Tried-and-tested template structures, examples, and key phraseology for each of the main Appendices
- ✓ Provide thorough feedback with track changes, suggested edits for clarity, recommendations for improvements
- ✓ Support and guidance on preparing your Project Costs, submission, and Partners

## 3. Full Application Writing

Our most popular service and where we can add the most value. Outsource the entire application process to us;

- ✓ Lead in preparing all sections of an application on your behalf based on over 420 successful applications
- ✓ Support on the end-to-end delivery of the application from initial scoping to final submission
- ✓ Engagement with key stakeholders and management of the consortium including any academic JE-S submissions
- ✓ Increase your chances of success by x20 compared to applying independently

## 4. Your Grants Department

Our most comprehensive service, working with companies that are engaged in constant R&D;

- ✓ 12-months access to our industry-leading application toolkit
- ✓ Identify opportunities throughout the year, supporting on multiple grant applications
- ✓ Lead the preparation of funding applications throughout the year, ensuring the best chance of success
- ✓ End-to-end support across the identification, application and grant management process



Imperial College  
London



CATAPULT  
Digital



Services included	Application Scoping and Drafting Fee	Application Approval Fee (% of grant secured)
<p><b>Application Optimisation</b></p> <ul style="list-style-type: none"> <li>• Scoping workshop on positioning and key areas of focus</li> <li>• Winning Templates, Structures, Examples, and Key Phraseology</li> <li>• Reviews with track changes, edits for clarity, recommendations for improvements, and highlighting missing information</li> <li>• Support and guidance on preparing your Project Costs &amp; Submission</li> </ul>	£2,500	<p>4% - 8%</p> <p>4% = if paid in full within 30 days of approval.  6% = if paid in full within 30-90 days of approval  8% = if paid in instalments, or more than 90 days after approval</p>
<b><i>Providing key insights on what Innovate UK assessors are really looking for</i></b>		
<p><b>Application Writing</b></p> <ul style="list-style-type: none"> <li>• Lead on the preparation of an application + resubmission</li> <li>• Help manage consortium and pull together Project Costs.</li> <li>• We handle all the drafting, iterations, and submission.</li> <li>• Expert reviews, polishing, and project scoping</li> <li>• Resubmission support at no additional cost</li> <li>• Increase your chances of success from ~5% to ~75%</li> </ul>	£3,000 - £7,000	8% - 15%
<b><i>Save time and increase your chances of success by x 25</i></b>		
<p><b>Outsourced Grants Department</b></p> <ul style="list-style-type: none"> <li>• 12-month access to industry leading expertise &amp; bid writing</li> <li>• Lead on the preparation of multiple applications throughout the year</li> <li>• Defined grants strategy to fit your R&amp;D pipeline</li> <li>• Project Sign-off and Consortium management</li> <li>• Maximise your grant ROI</li> </ul>	£15,000	6% - 14%
<b><i>High-Score Guarantee – the only Grant Consultancy to offer this</i></b>		
<p><b>Project Management &amp; Innovation Support</b></p> <p>Expert support and guidance with all aspects of project signing and claim reporting requirements to ensure that all funding is received.</p>	0.2% - 0.6% per project month	

Illustrative figures shown for a £250,000 grant. Approval Fees % on a sliding scale dependent on the grant amount and when paid. Please contact us for a bespoke quote.



## Testimonials



As well as having a 5-star rating on Google, we also have many 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.

From initiation through to confirmation of funding they were very proactive and supportive with making sure we got the funding we needed. Highly recommended. Thanks guys!



**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

The average 2021/22 Client benefit (funding secured - fees paid) realised from working with Tatton was £306,500. Recognised as the leaders in the Grants Industry, we have secured over £50 million+ in grant funding, with a 74%+ success rate for Clients ranging from small SME companies to large Blue-Chip organisations including.

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

## Get in touch to discuss your project

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



**Emma Charlton**  
Funding Consultant



**Lewis Needham**  
Senior Consultant



**Mark Clayton**  
Managing Director



**Martin Solly**  
Senior Consultant



**Sharon Smith**  
Finance and  
Compliance



**Team of industry  
experts & assessors**



*Gamechangers* 2022  
**GLOBAL AWARDS**

