



The Scottish Government  
Riaghaltas na h-Alba



# SCOTLAND CAN DO

ACTION FRAMEWORK

Building on our vision to become a world-leading entrepreneurial and innovative nation

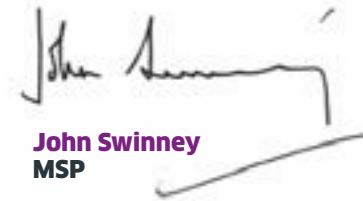
**by John Swinney MSP, Cabinet Secretary for Finance,  
Employment and Sustainable Growth**

Scotland **CAN DO** was launched in November 2013. Developed collaboratively with partners from across the public, private and third sectors, the document marked a step on our continuing journey towards becoming a world-leading entrepreneurial and innovative nation. In it, we together set out priority areas where we would act in concert towards that goal. Just as importantly, we espoused our shared values that enterprise and growth must be accessible to all and for the benefit of all.

The initial commitments contained within this document act to demonstrate the seriousness of resolve with which *Team Scotland* takes this call to action. Let us be clear though; they are only the beginning.

Over the coming year we will further develop the outline proposals we have also highlighted. That way we will ensure that we continue to work together towards Scotland once again being acknowledged as a world-leading entrepreneurial and innovative nation.



  
**John Swinney**  
MSP

Scotland CAN DO was published on 13 November 2013. In it, we identified **four main themes to transform Scotland's performance** as an entrepreneurial and innovative nation. These had been generated by assessing existing evidence and analysis and through discussions with stakeholders across the public, private and third sectors. They would guide how 'Team Scotland' moved forward and be the focus of our key priorities over the next three years.

We said that our success in driving these priorities forward would depend critically on how our public, private, and third sectors **work together** in the days, months and years ahead.

Next steps would include:

- Preparing a **Team Scotland action plan** to further develop the priorities in Scotland CAN DO over the period 2014-15 and 2015-16.
- Producing a **communications plan** to support implementation of these priorities.
- Arranging annual **Ministerial Entrepreneurship and Innovation Summits** in 2014, 2015 and 2016.
- Involving the **Industry Leadership Groups (ILGs)** in monitoring and challenging the progress made in promoting entrepreneurship and innovation within their sectors.
- Providing regular online updates of **case studies and good practice examples**.
- Development of a **performance monitoring tool** which will help to align activities across Team Scotland to achieve the greatest impact.

### SCOTLAND CAN DO

### CAPABLE

### AMBITIOUS

### NETWORKED

### DEMAND AND OPPORTUNITIES

Read on for details of where and how we are acting to make our vision a reality...

| WHAT ARE WE DOING?<br>(HOW MUCH WILL WE INVEST?)   | WHO'S INVOLVED?  | WHAT DO WE AIM TO ACHIEVE?   |
|--|--|--|
| <p><b>CAPABLE</b></p> <p>We will continue to support the Scottish EDGE Fund in 2014-15 and 2015-16. This competition delivers prizes of up to £50,000 to Scotland's most talented and ambitious early-stage entrepreneurs.</p> <p>In addition, we have launched the new Young Scottish EDGE Fund, which runs in tandem with the core competition. Winners will receive up to £10,000 funding plus ongoing support from the Prince's Trust Youth Business Scotland.</p> <p><b>Our investment: £3,050,000 over two years</b></p> | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Business Gateway</li> <li>— Entrepreneurial Spark</li> <li>— RBS</li> <li>— Prince's Trust Youth Business Scotland</li> <li>— Women's Enterprise Scotland</li> </ul> | <p>The Scottish EDGE Fund aims to promote a culture of ambition in Scotland, encouraging Scotland's most talented early-stage entrepreneurs to think big and achieve their growth aspirations. Part of the philosophy is that those supported will, in turn, give back to the developing entrepreneurial ecosystem in Scotland, creating a virtuous cycle that benefits the country as a whole.</p> <p>Already since its creation in 2012, the Scottish EDGE Fund has helped 54 of Scotland's most dynamic early-stage businesses with investment totalling £1.9 million. These winners have, in turn, generated 97 new and sustainable jobs as well as £3.5 million in turnover and £2.5 million in further private investment.</p> |

**WHAT ARE WE DOING?  
(HOW MUCH WILL WE INVEST?)**
**WHO'S INVOLVED?**
**WHAT DO WE AIM TO ACHIEVE?**
**CAPABLE**

Local Government manages and delivers the pan-Scotland Business Gateway service. The service includes a website (<http://www.bgateway.com>), featuring a range of useful information and case studies, a business information service providing helpful market information, and a broad catalogue of workshops focussed on developing key business skills. For businesses with the ambition and potential to grow, Business Advisers will provide support and access to further support from partners, including acting as a conduit to the enterprise agencies' 'Account Managed' service.

Meanwhile, the Business Portal (<http://www.business.scotland.gov.uk/>) provides ready access to a wide range of useful information and tools to help people set up and succeed in business.

- Local Authorities
- Business Gateway National Unit/COSLA
- Scottish Enterprise
- Highlands and Islands Enterprise

Our desire is that anyone involved in business or looking to establish an enterprise can easily access information and support when they need it to move forward with their ambitions.

Currently, seven out of 10 of the businesses assisted by Business Gateway's Growth Advisory Service are micro-businesses with less than 10 employees. The other three out of 10 are larger businesses. Up to December 2013 nearly 2,000 businesses had received more intensive one-to-one support from an Adviser leading to an agreed action plan for growth. In addition, the local services had provided advisory support and expert help in over 5,500 cases to improve business competitiveness and encourage growth.

Local Government will look to build upon this record in the year ahead.

**WHAT ARE WE DOING?  
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We are supporting an innovative project to send specially equipped mobile education units to SMEs across Scotland in 2014-15 and 2015-16. A series of roadshows will be facilitated by three separate vehicles, equipped with appropriate IT, staff and resources, to deliver an engaging and multi-faceted experience.

**Our investment: £50,000 over two years**

- The Scottish Business Resilience Centre
- Scottish Chambers of Commerce (Business Mentoring Scotland)
- Scottish Healthy Working Lives

Through this project we aim to facilitate better engagement with SMEs in terms of the support on offer to them for increased resilience, enhanced leadership capabilities and improving the health and wellbeing of their staff. This will in turn improve their capability to grow.

We are supporting the rollout this year of an innovative short programme of 'Catalyst' workshops across Scotland. These events are designed specifically to support women-led companies to become investment-ready.

**Our investment: £50,000**

- Investing Women
- Edinburgh City Council
- Aberdeen City Council
- RBS
- Scottish Enterprise
- Highlands and Islands Enterprise
- Scottish Development International

As part of our focus on supporting female entrepreneurship, this project will enable more women in business to step up their entrepreneurial ambitions.



| WHAT ARE WE DOING?<br>(HOW MUCH WILL WE INVEST?)   | WHO'S INVOLVED?   | WHAT DO WE AIM TO ACHIEVE?  |
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| <b>CAPABLE</b>   |   |   |
| Assessing the potential for additional support for sales and marketing skills.   | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> </ul> | Increased competitiveness through the greater ability of Scottish businesses to convert their products and services into sales.   |
| HIE and SE will continue to encourage companies to develop leadership skills and strategies to help to improve competitiveness, innovation and international trade by providing a range of services to support leadership development and succession planning and alternative business ownership models. | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> </ul> | Our aim is to support the long-term growth and sustainability of Scotland's businesses by helping their leaders to develop and their owners to plan ahead for succession. |

**WHAT ARE WE DOING?  
(HOW MUCH WILL WE INVEST?)**
**CAPABLE**

We will continue to work with the banks to improve the supply of finance to new and growing ventures and with Scotland's vibrant Business Angel community.

Scottish Enterprise will provide advisory services for companies seeking to access finance, including through the finance hub of the Scottish Business Portal and a team of investment readiness specialists.

The Scottish Investment Bank (SIB) will continue to work with our most entrepreneurial and innovative companies to ensure they have debt and equity financial solutions. SIB invests some £32 million a year alongside £60 million from private sector investors.

We are also investigating the potential of non-bank finance such as peer-to-peer lending and crowd funding, including funding a Saltire Fellowship to investigate the US experience.

**WHO'S INVOLVED?**

- Scottish Government
- Scottish Enterprise
- Highlands and Islands Enterprise
- Scottish Investment Bank (SIB)
- Business Gateway
- Start Up Loans Company
- The Saltire Foundation
- Private sector alternative lenders
- Scottish Parliament's Economy, Energy and Tourism Committee (see recent report on 'SME Access to Finance and Alternative Financing Models')

**WHAT DO WE AIM TO ACHIEVE?**

To improve access to finance for viable SMEs.

To help businesses to improve their chances of securing funding by providing advice, information and financial specialist support; including under the UK Start Up Loans scheme which now operates across Scotland. Specifically, SE/SIB plan to help 350-400 companies secure growth finance by improving their financial readiness.

To improve diversity and competition in the market, giving businesses greater choice. The work of the Saltire Fellow will inform policy development in this area.

See also:  
[alternativebusinessfunding.co.uk](http://alternativebusinessfunding.co.uk)



## WHAT ARE WE DOING? (HOW MUCH WILL WE INVEST?)

## WHO'S INVOLVED?

## WHAT DO WE AIM TO ACHIEVE?

### CAPABLE

Skills Development Scotland (SDS) is undertaking a range of activity supportive of entrepreneurial ambition: For example:

- SDS has now launched the Entrepreneurship and Enterprise section on My World of Work, their web service offering information and resources to individuals looking to develop their careers:  
<http://www.myworldofwork.co.uk/section/enterprise-and-entrepreneurship>
- Our Skillsforce provides help to businesses on planning, recruiting and developing a skilled workforce:  
<http://www.skillsdevelopmentscotland.co.uk/our-services/our-skillsforce/>
- The Employer Services Team (EST) actively encourages entrepreneurial development as part of the interventions they have with businesses, including Skills for Growth and the Employer Support and Innovation Fund.
- SDS has been working with NHS Education for Scotland to support Health Boards to overcome succession planning challenges through utilising Modern Apprenticeships in innovative and entrepreneurial ways.

- Skills Development Scotland
- Employers
- NHS Education for Scotland
- Scottish Government
- Business Gateway
- Highlands and Islands Enterprise
- Scottish Enterprise
- The Department for Work and Pensions
- Local Authorities
- Other public bodies

Create improved awareness and understanding of what entrepreneurship is and how to access information about it.

Support businesses through information, access to funding sources and real examples of businesses to encourage forward thinking relating to skills and developing their workforce.

Work with businesses to develop their workforce and utilise the assets of their employees, including spotting and developing entrepreneurial thinking, to enable their businesses to thrive.

Identify wider support for the Public sector as significant employers to develop their future workforce planning through young talent.

**WHAT ARE WE DOING?  
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**AMBITIOUS**

Over the coming year the Scottish Government will facilitate the development of resources to better allow entrepreneurial learning in Scotland's classrooms. The Curriculum for Excellence has enterprise as one of five cross-cutting themes allowing for this learning to be applied across the whole curriculum.

These resources will clearly articulate the importance of developing an entrepreneurial mid-set; offer case studies of how such learning is being applied; and direct teachers and schools to the support that is available to deliver this learning.

- Education Scotland
- The Scottish Councils' Enterprise in Education Network (SCEEN)
- WildHearts
- The Social Enterprise Academy
- Young Enterprise Scotland
- The Prince's Trust

This work will help unleash the potential of our next generation of innovators and entrepreneurs by better enabling teachers and others who support our young people. It will help to widen the horizons of our young people by presenting an entrepreneurial path as a realistic and achievable choice for them.

| WHAT ARE WE DOING?<br>(HOW MUCH WILL WE INVEST?)   | WHO'S INVOLVED?  | WHAT DO WE AIM TO ACHIEVE?   |
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| <b>AMBITIOUS</b>   |  |  |
| <p>Following its successful piloting at City of Glasgow College, we are supporting the rollout this year of the Bridge 2 Business initiative to other colleges in Scotland. Institutions already engaged are: Edinburgh College, North East College, Dundee &amp; Angus College, University of the Highlands and Islands (UHI), West College Scotland, and New College Lanarkshire.</p> <p><b>Our investment: up to £300,000</b></p> | <ul style="list-style-type: none"> <li>— Bridge 2 Business (Young Enterprise Scotland)</li> <li>— Scotland's Colleges</li> </ul>   | <p>Bridge 2 Business is an interactive and engaging programme to <i>inspire, connect</i> and <i>support</i> college students into business. The offer includes the provision of Meet-Ups for students to engage with early stage entrepreneurs; enterprise activities for both students and staff; and early stage funding and mentoring support to test business ideas.</p> |
| <p>We will support the new 'Take Action' programme, which aims to empower communities around the country to run their own entrepreneurship events. Ultimately, all of the 'Take Action' events will feed in to the National Start-Up Summit held in Edinburgh every year.</p> <p><b>Our investment: £70,000 over two years</b></p>   | <ul style="list-style-type: none"> <li>— We Are The Future!</li> <li>— RBS</li> <li>— Scottish Institute for Enterprise</li> <li>— Business Gateway</li> <li>— Prince's Trust</li> <li>— Edinburgh Napier University</li> <li>— Glasgow City Council</li> <li>— Forth Valley Chamber of Commerce</li> <li>— Fife Acorn Initiative</li> <li>— Chiene &amp; Tait</li> <li>— Edinburgh University</li> <li>— Stirling University</li> <li>— Power of Youth</li> </ul> | <p>The project links with our ambitions to encourage youth entrepreneurship and spread the message of Scotland CAN DO to communities across Scotland.</p>  |

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| <b>AMBITIOUS</b>   |   |  |
| <p>We are supporting the delivery of a refreshed Young Innovators Challenge in 2014. Over 170 prizes are being made available with 25 successful entrants receiving up to £2500 to work on their innovations throughout summer 2014 and take it from an idea to a potential solution.</p> <p><b>Our investment: £205,000</b></p> | <ul style="list-style-type: none"> <li>— Scottish Institute for Enterprise</li> <li>— Scotland's Universities and Higher Education Institutions</li> <li>— Scotland's Colleges</li> <li>— Skills Development Scotland (National Training Programmes)</li> </ul>                   | <p>The 2014 Challenge has a focus on social innovation, with Scotland's students being invited to submit ideas which address problems or opportunities related to one of three areas of opportunity:</p> <ul style="list-style-type: none"> <li>— Healthcare and wellbeing</li> <li>— Green and sustainable energy resources</li> <li>— Smarter communities and infrastructure</li> </ul> <p>The Challenge fits with our goal of supporting youth entrepreneurship and innovation.</p> |
| <p>We will support Women's Enterprise Scotland (WES) to lead on implementation of actions from the Women in Enterprise Framework launched on 4 March 2014.</p> <p><b>Our investment: £70,000 over two years</b></p>  | <ul style="list-style-type: none"> <li>— Women's Enterprise Scotland</li> <li>— RBS</li> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Business Gateway</li> <li>— Association of Scottish Businesswomen</li> <li>— Investing Women</li> </ul> | <p>With the objective of increasing the contribution of women's enterprise to the Scottish economy, the Women in Enterprise Framework helps lay the foundation for action involving all the key stakeholders in the enterprise eco-system. This includes the creation of a network of female mentors and role-models who will equip and inspire the next generation of female entrepreneurs.</p>   |

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|--|---|--|
| <b>AMBITIOUS</b>   |   |  |
| <p>Building on good practice, research and evidence of demand, we will continue to look for opportunities to enable people of all backgrounds to participate effectively in entrepreneurship and innovation. This may include, for example, black and ethnic minorities or people over 50.</p> | <ul style="list-style-type: none"> <li>— Hunter Centre for Entrepreneurship</li> <li>— Age Scotland</li> <li>— RBS</li> <li>— Business Gateway</li> </ul> | <p>Through drawing on the strengths and abilities of people from all walks of life, we aim to promote a stronger and more diverse culture of entrepreneurship in Scotland.</p> |
| <p>With a <i>Team Scotland</i> approach that engages all of our public sector partners, we will support the implementation of an acceleration plan focused on globally ambitious entrepreneurs.</p>  | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Scottish Funding Council</li> </ul>   | <p>The aim is to increase the numbers and growth of innovation-driven enterprises with a particular focus on global ambition.</p>  |

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| <b>NETWORKED</b>   |   |   |
| <p>We will support an exciting new Challenge aimed at exploring and exploiting the entrepreneurial potential of Scotland's town centres. Through a staged creative process, participating groups will have the opportunity to explore, refine, develop and market their ideas. It is not a competition. It is about connecting people and knowledge in order to innovate and get things done.</p> <p>The first round of the CAN DO Innovation Challenge will run from May 2014 to October 2014; the second from October 2014 to March 2015. The programme will be managed, run and delivered by the Scottish Business Resilience Centre, who will work with Scotpreneur, the designer of the methodology.</p> <p><b>Our investment: £150,000</b></p> | <ul style="list-style-type: none"> <li>— The Scottish Business Resilience Centre</li> <li>— Scotpreneur</li> <li>— RBS</li> <li>— Architecture + Design Scotland</li> <li>— Business Improvement Districts Scotland</li> <li>— Federation of Small Businesses</li> <li>— Business Gateway</li> <li>— West College Scotland</li> <li>— Young Enterprise Scotland</li> <li>— Carnegie Trust</li> <li>— Creative Scotland</li> <li>— Scotland's Towns Partnership</li> <li>— Bad Ideas Inc</li> <li>— The RSA</li> <li>— East Renfrewshire Council Economic Development</li> </ul> | <p>The CAN DO Innovation Challenge is about putting the focus on community-based groups to identify opportunities and tackle them in an entrepreneurial way. The aim is to enable inspire and inform such groups, with an emphasis on their maximising the entrepreneurial opportunities presented by footfall in Scotland's town centres.</p> <p>This Challenge is delivering directly on the commitment made in our Town Centre Action Plan to support vibrant local economies.</p> |



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| <b>NETWORKED</b>   |   |   |
| <p>As part of our work on promoting sustainable growth, we are considering how Scotland's business mentoring offer can be enhanced.</p> <p>During the Spring and Summer, three work-streams, involving a range of partner agencies, will look into:</p> <ul style="list-style-type: none"> <li>— what mentoring is, what it is not and what it can offer;</li> <li>— ensuring that mentoring provision in Scotland is joined-up so that we have 'no wrong doors'; and</li> <li>— the use and sharing of best practice and new techniques.</li> </ul> | <ul style="list-style-type: none"> <li>— The Scottish Chambers of Commerce</li> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Saltire Foundation</li> <li>— Firstport</li> <li>— Scottish Business Resilience Centre</li> <li>— The Prince's Trust</li> <li>— Scottish Institute for Enterprise</li> <li>— Power of Youth</li> <li>— Institute of Chartered Accountants of Scotland</li> <li>— Women's Enterprise Scotland</li> <li>— Association of Scottish Businesswomen</li> <li>— Entrepreneurial Exchange</li> <li>— Bridge 2 Business</li> <li>— Federation of Small Businesses</li> <li>— Business Gateway</li> <li>— Skills Development Scotland</li> </ul> | <p>Envisaged potential outputs from this work include:</p> <ul style="list-style-type: none"> <li>— A <i>Team Scotland</i> 'declaration' on the value of mentoring;</li> <li>— An online mechanism that will allow customers to see the offer now and as it develops; and</li> <li>— A 'think-tank' approach to exploring and promoting the mentoring ecosystem.</li> </ul> |

**WHAT ARE WE DOING?  
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**WHO'S INVOLVED?**
**WHAT DO WE AIM TO ACHIEVE?**
**NETWORKED**

To take forward the recommendations in the Digital Economy Strategy, we have recently established the Digital Scotland – Business Excellence Partnership, which is split into Business and Skills Programmes – hosted by Scottish Enterprise and Skills Development Scotland.

**Our investment:**

Between 2013-14 and 2015-16, **£7 million** of partnership funding will be managed and distributed by Scottish Enterprise and **£6.6 million** will be managed and distributed by Skills Development Scotland.

- Scottish Government
- Scottish Enterprise
- Highlands and Islands Enterprise
- Skills Development Scotland
- Scottish Funding Council
- Technical Advisory Group
- ScotlandIS
- Education Scotland
- E-Skills UK
- Local Authorities
- Federation of Small Businesses

The Digital Scotland – Business Excellence Partnership is designed to help businesses of all sizes across all sectors, and will enable our agencies to learn from one another, share ideas and provide seamless world-class support across Scotland. The Partnership is split into Business and Skills Programmes which are hosted by Scottish Enterprise and Skills Development Scotland. Both host organisations are responsible for developing their programmes; prioritising and managing partnership funding; and seeking partnership opportunities.

Both programmes/organisations are accountable at a strategic level to the Digital Scotland Business Excellence Partnership Board and an update on the performance of both programmes is expected in a year's time.

| WHAT ARE WE DOING?<br>(HOW MUCH WILL WE INVEST?)   | WHO'S INVOLVED?   | WHAT DO WE AIM TO ACHIEVE?  |
|--|---|---|
| <b>NETWORKED</b>   |   |   |
| <p>We will sponsor a series of regional seminars, starting in September 2014, to promote the sharing of good practice in applied entrepreneurship across Scotland's Universities.</p>  | <ul style="list-style-type: none"> <li>— Converge Challenge</li> <li>— Scotland's Universities</li> </ul>   | <p>To help staff in Scotland's Universities to network and share good practice around the theme of promoting entrepreneurial skills, mind-sets and behaviours amongst their students.</p>   |
| <p>We will support Power of Youth to run a series of residential events in 2014-15 and 2015-16 that aim to support the development of young Scottish entrepreneurs with international scope. Each year the residential events will support 30 high growth entrepreneurs and 30 high growth potential entrepreneurs.</p> <p><b>Our investment: £40,000 over two years</b></p> | <ul style="list-style-type: none"> <li>— Power of Youth</li> <li>— Big Lottery Fund</li> <li>— Entrepreneurial Exchange</li> <li>— Prince's Trust Youth Business Scotland</li> </ul>                                | <p>To support the development of talented young Scottish entrepreneurs through the building of strong and effective networks with an international dimension.</p>   |
| <p>We will continue to support Scotland's engagement in European research and innovation funding, particularly Horizon 2020, and promote Scotland's strengths and capabilities in Europe.</p>  | <ul style="list-style-type: none"> <li>— Scottish Government</li> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Scotland Europa</li> <li>— Enterprise Europe Networks</li> </ul> | <p>Increased engagement of Scottish organisations in European research and innovation activities. This will help our organisations build on their competitiveness and compete at the highest level, leading to potential new partners, international markets, job creation and economic growth.</p> |

| WHAT ARE WE DOING?<br>(HOW MUCH WILL WE INVEST?)   | WHO'S INVOLVED?   | WHAT DO WE AIM TO ACHIEVE?   |
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| <b>DEMAND AND OPPORTUNITIES</b>  |   |  |
| <p>HIE, SE and the SFC will work together to boost the role of digital innovation within our SMEs, by helping companies to adopt and exploit digital technologies and opportunities in the development of new products, processes and services.</p>  | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Scottish Funding Council</li> </ul> | <p>Greater adoption and exploitation of digital technologies by SMEs, resulting in greater opportunities for growth.</p>   |
| <p>SE, HIE and the SFC have the ambition to substantially increase Scotland's Business Innovation performance over the next five years through a focus on the following activities:</p> <ul style="list-style-type: none"> <li>— Customer led innovation</li> <li>— Supporting more companies to access innovation support</li> <li>— Deeper Company Innovation Engagement - working with existing innovative firms with the potential to significantly increase their turnover and international sales; and</li> <li>— Developing a more joined-up sector innovation approach to maximise the impacts from new market opportunities.</li> </ul> | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Scottish Funding Council</li> </ul> | <p>These activities aim to:</p> <ul style="list-style-type: none"> <li>— boost the development and exploitation of new products and services by SMEs in international markets;</li> <li>— support more companies to access innovation support;</li> <li>— help existing innovative firms who have the capacity to significantly increase their turnover and international sales; and</li> <li>— maximise the impacts from new market opportunities.</li> </ul> |

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| <b>DEMAND AND OPPORTUNITIES</b>  |   |  |
| <p>We will explore the opportunities to run a Small Business Research Initiative (SBRI) challenge-based project to stimulate innovative ideas by working with industry and other partners to help address real life public sector challenges.</p>  | <ul style="list-style-type: none"> <li>— Scottish Government</li> </ul>   | <p>Through innovative procurement we will encourage creative approaches to public sector challenges. This will lead to improved services, greater efficiency and the development of innovative products.</p> |
| <p>Through implementing an Innovation Scotland strategy developed with input from industry, academia and the public sector, the SFC, SE and HIE will deliver the following actions:</p> <ul style="list-style-type: none"> <li>— Working with businesses, universities and colleges, the SFC, HIE and SE will support and develop the network of Innovation Centres to deliver a significant improvement in Scotland's innovation performance.</li> <li>— The SFC, SE and HIE will enhance the role of Interface to link businesses, particularly SMEs, to universities and colleges.</li> <li>— The three partners will also develop and implement new programmes to promote business skills and entrepreneurial education within further education and to create high growth entrepreneurial spin-outs from our academic research base.</li> </ul> | <ul style="list-style-type: none"> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Scottish Funding Council</li> </ul> | <p>The aim is to simplify and improve the effectiveness of university-business engagement, resulting in improved innovation performance.</p>   |

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| <b>DEMAND AND OPPORTUNITIES</b>  |   |  |
| <p>We are working with the Technology Strategy Board to identify opportunities where Scottish organisations can collaborate and compete for funding.</p> | <ul style="list-style-type: none"> <li>— Scottish Government</li> <li>— Technology Strategy Board</li> <li>— Scottish Enterprise</li> <li>— Highlands and Islands Enterprise</li> <li>— Scottish Funding Council</li> </ul> | <p>Better engagement of Scottish organisations in Technology Strategy Board competitions, resulting in boosting the competitiveness and growth of our companies.</p> |



Our vision is of **Scotland as a world-leading entrepreneurial and innovative nation** – a **CAN DO** place for business.

Our **ambition** is to achieve:

- an increase in entrepreneurship and innovation activity from individuals and businesses in Scotland resulting in more businesses being formed and new products and services from existing businesses;
- more people from all walks of life with the ambition and skills to create, lead and grow successful businesses;
- an education system with entrepreneurship and innovation at its core, seizing the opportunities presented by Curriculum for Excellence, college reform and the world-leading strength of our universities;
- more of our knowledge and intellectual capital being commercialised and greatly increased collaboration between business and the academic sector; and
- a greater focus on, and share of, global markets as our business leaders grow in confidence and expand their horizons internationally.

### Team Scotland

As we stated in Scotland CAN DO, our success in achieving these goals will depend on how effectively our public, private, and third sectors **work together**. We need a collective **Team Scotland approach** that brings companies, universities, public agencies and customers together to exploit more of the opportunities that drive growth and increase exports. To that end, we continue to welcome your views on what **you can do** to increase Scotland's competitiveness and economic growth through increased entrepreneurship and innovation.

How can we work with **you** to fulfil the vision and ambitions of Scotland CAN DO?

Please contact us at: [CANDO@scotland.gsi.gov.uk](mailto:CANDO@scotland.gsi.gov.uk)  
#scotlandcando



**The Scottish  
Government**  
Riaghaltas na h-Alba

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