

Client: Dolphin Computer Access

Accessibility Software Company

Background:

- The client wished to undertake a development project to improve the accessibility of creative digital content for the visually impaired and dyslexic markets.
- This project required access to funding via the Technology Strategy Board's Metadata Competition - a complex two stage collaborative grant programme which would require the project to involve five partners including two universities.
- These competitive grant programmes have an 80% plus failure rate in terms of applications being approved and very tight timescales.

Why MSC R&D was chosen as the client's partner:

- MSC R&D's extensive technical resource team includes Metadata specialists.
- MSC R&D has experience in incorporating academic expertise into a commercial collaboration, with knowledge of the Joint Electronic Submission System (JES) used by academic organisations.
- MSC R&D has proven success in fast-tracking successful collaborative grant applications.
- MSC R&D's fees were predominantly success based, reducing the risk and upfront cost.

The MSC R&D Solution:

- MSC R&D put in a team of four experts (Technical, Commercial, Financial, and Project Management) to work with the client to complete both the Expression of Interest and full submission. This was achieved through a total of only four intensive 'Blitz' days spent with the client.
- MSC R&D coordinated bringing together the collaborative partners and formalising all agreements.
- MSC R&D also prepared and submitted the finance submissions for all partners.

Benefits:

- A consortium was successfully established to deliver the project.
- The full grant submission was completed within the required eight week time scale, with minimum disruption to the client's existing business activities.
- The grant application was successful, achieving a total grant of £621,000.

"The MSC R&D team helped us put a great proposal together. Besides the obvious benefit of the funding, we also developed a deep working relationship with a group of industry leaders. Furthermore the project turned out to be a fantastic success - a year after the end of the project we have gone to market with a transformational proposition."

Noel Duffy, Managing Director
Dolphin Computer Access Ltd



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