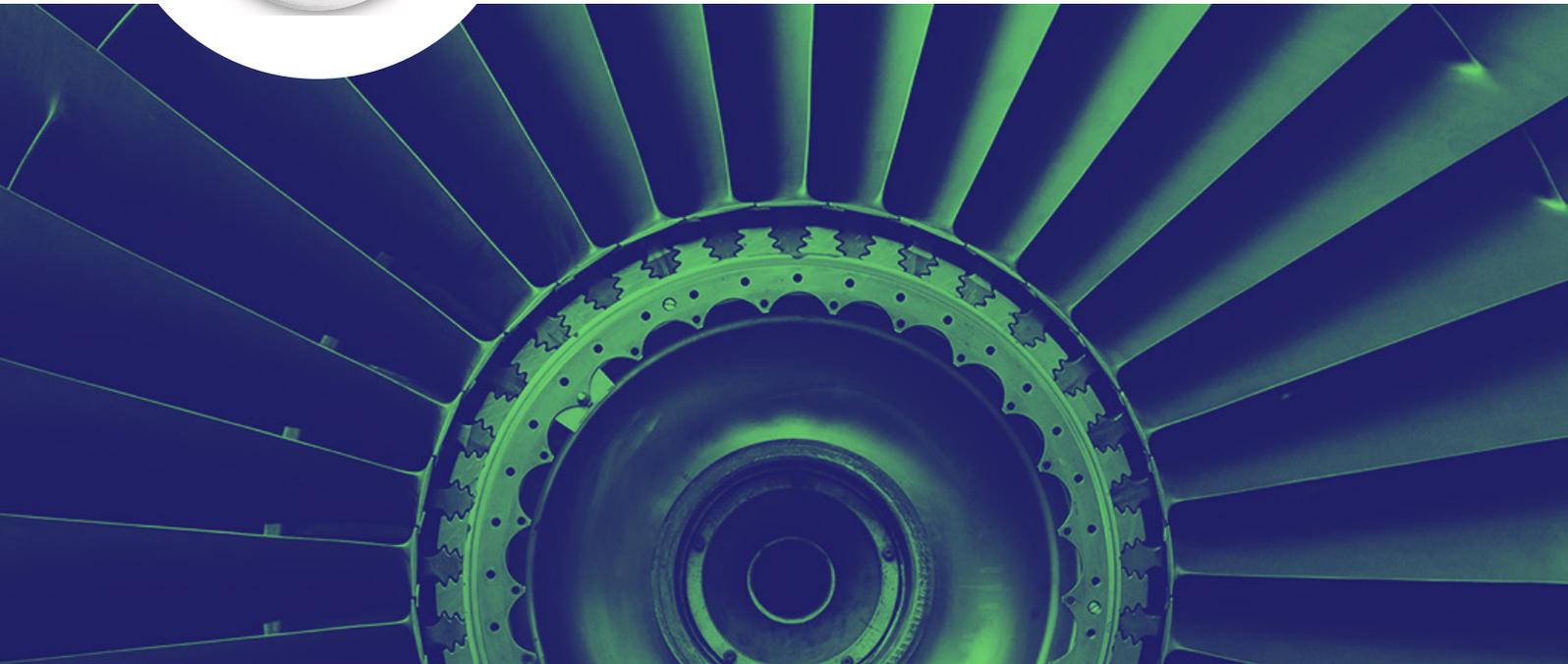




**GRANTED**  
CONSULTANCY



GRANTED CASE STUDY

## MESH-NET

£97,000 GRANT RECEIVED FROM INNOVATE UK

## NEW OPPORTUNITIES

Mesh-Net is an innovation-led UK SME, having produced numerous innovative wireless and application solutions to a wide range of clients.

The company management were looking for funding for the development of an innovative and disruptive technology solution that would meet the needs of Industrial organisations seeking to collect data from remote sensors, through the utilisation of a unique new network.

## THE CHALLENGE

The Mesh-Net team knew that this would provide a much needed step-change in current capabilities with significant improvements in productivity and efficiency for users. However, they required project funding to form a leading design and development team with the capability to accelerate the ultimate commercialisation of this high-value, market leading UK-based innovation.

When identifying possible funding options, crowdfunding was considered unsuitable due to the need to retain protection of the technology behind the innovation. Debt finance was challenging given the risky nature of R&D projects without a tangible asset for security – especially at the early stages of development.

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## GRANTED'S APPROACH

Grant funding was seen as an attractive option for the management team because it would enable the development of an operational prototype in a time frame that still allowed Mesh-Net to be a first mover with this innovation.

Granted had a proven reputation for identifying and securing the grant funding sought based on the team's experience in developing successful grant applications for R&D projects. Following an initial scoping meeting with the management team, Granted developed a Grant Portfolio to capture the key project information, from which multiple grant applications could be developed.

With their in-depth knowledge of current grants opportunities, Granted's directors were confident that Mesh-net had a good chance of obtaining funding.

## WHAT GRANTED DELIVERED

Granted approached this project by:

1. Gaining a deep understanding of the client's plans
2. Researching the available funding for the proposed project
3. Preparing a comprehensive Grant Portfolio™
4. Developing and submitting grant applications

"This project went above and beyond even the complex R&D projects we deliver for our clients. We needed to minimise the risk to our business and grant funding was the perfect option – but how to get it without distracting the team? Granted did a great job and we are keen to get to work on the funded project." CEO,

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## CONCLUSION

Following the development of multiple grant funding bids to UK and EU funders, Mesh-Net secured almost £100,000 in grant funding from Innovate UK.

The funding will be used to fund the project development, unlocking the benefits of this ground-breaking technology, and enhancing productivity/efficiency of these companies through improved data gathering.

This project will allow Mesh-Net to be a first mover in the market, exploiting the market opportunity and enabling the UK to have an industry leading solution in a market dominated by US suppliers.



Inder and the team at Mesh-net are perfectly set up to secure grant funding – great team, complex problems, huge commercial potential. We made sure the grant funders understood their innovative approach so that funding was awarded.”

Tom Kennard

Director- Granted Consultancy

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## OUR SUCCESS

We have never failed to secure more money in grants, than we have charged in fees when working with an organisation on a defined multi-grant funding plan.



### DEMONSTRABLE SUCCESS

Demonstrable success  
in securing funding  
(>£20m in 5 years).



### DEEP KNOWLEDGE

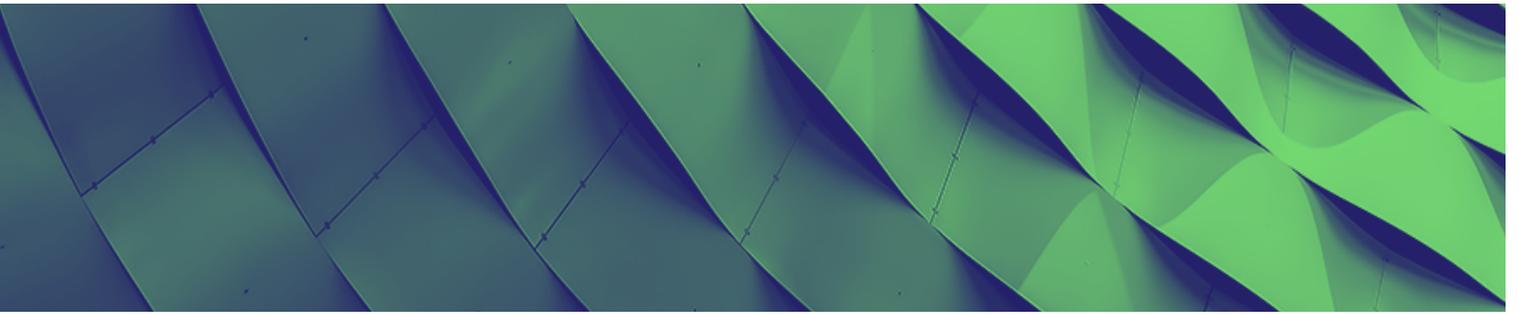
Deep knowledge of  
funding options, process  
and compliance.



### EXCELLENT AVERAGE ROI

Excellent average ROI  
on fees paid for grant  
management (over 650%)

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Head Office Address:

**Granted Consultancy Ltd**

3rd Floor

11 - 15 Dix's Field

Southernhay

Exeter EX1 1QA

0800 612 5203

[info@grantedltd.co.uk](mailto:info@grantedltd.co.uk)

[www.grantedltd.co.uk](http://www.grantedltd.co.uk)

London Office Address:

**Granted Consultancy Ltd**

154-160 Fleet Street

Blackfriars

London

EC4A 2DQ