

# IOP Business Innovation Award

## Application Guidance

### IOP Business Innovation Award

This award recognises and celebrates companies that have excelled in innovation, delivering significant economic and/or societal impact through the application of physics.

### Eligibility

This award is open to companies or a subsidiary based in the UK or Ireland and who demonstrate excellence in the innovative application of physics to a product or service, leading to:

- business improvements or growth in terms of turnover or job creation or
- substantive societal and/or other impact as a result of the innovation

### Application Form

To make an application please complete and submit an [online form](#) before the advertised closing date.

You will be asked to provide information to support your application across the following fields:

- Main contact and authorising representative
- Company details
- Citation
- Evidence
- Attachments

The questions you will be asked and their accompanying guidelines are outlined below:

### Main Contact and Authorising Representative

Question	Guidelines
Title	Provide details of the person who is completing this nomination form and will be the main contact for the Institute of Physics.
First Name	
Last Name	
Position within the company	
Telephone number	
Email address	
Address	
Is the main contact also the authorising representative? <input type="radio"/> Yes <input type="radio"/> No	Provide details of the person who is authorising this entry. You should ensure that you have informed them that their details will be submitted to us for this purpose.

Authorising representative title	
Authorising representative first name	
Authorising representative last name	
Authorising representative position within the company	
Authorising representative telephone number	
Authorising representative email address	

## Company Details

Question	Guidelines
Company name	Provide details of the company making the entry.
Sector	
Company business unit (optional)	
Company address	
Company website	
Is your company / subsidiary registered in either the United Kingdom or Ireland?  <input type="radio"/> Yes <input type="radio"/> No	Please note that in order to qualify for this award your company <b>MUST</b> be registered in either the United Kingdom or Ireland.
If 'Yes' - Company registration number	

## Citation

Question	Guidelines
About the company <i>(Max. 50 words)</i>	Provide a description of the company, including sector and / or innovation area.
Short citation <i>(Max. 30 words)</i>	A short citation is what is published alongside winning company names on our website and in publications to indicate the reason they have received an award.  Short citations need to be succinct, informative and accessible to non-specialist audiences.

	<p>Short citations should be no more than two sentences and ideally start with “For...” For example:</p> <ul style="list-style-type: none"> <li>• For the development of breakthrough snack products through application of soft matter physics.</li> <li>• For solving the key fluid mechanics problem that held back the use of supercritical fluids in the production of nanomaterials, and now operating the world’s largest facility, based in the UK.</li> <li>• For the development of a step-change ‘Positive Displacement Turbine’ capable of transcending of how we create and use energy.</li> </ul>
<p>Long citation (Max. 300 words)</p>	<p>Provide a long citation of the innovation. This should be written for a business-literate lay person.</p> <p>If successful, this will be used in the IOP Business Awards citation booklet that will be made available online and therefore must NOT include any confidential information.</p> <p>Examples of long citations from our previous winners can be found on our <a href="#">website</a>.</p>

## Evidence

Question	Guidelines
<p>How was the innovation developed?</p> <p><input type="radio"/> Developed in-house from early stage (e.g., from basic principles, identification of potential applications or proof of concept)</p> <p><input type="radio"/> Developed in collaboration with external partners (e.g., current or new supply-chain partners, research organisations, universities, funding bodies)</p>	<p>To be eligible for the award your company employees should play or have played a significant part in the product development.</p> <p>You are still eligible if those employees have joined your company but developed the idea prior to that.</p> <p>If the innovation arises through collaboration with external partners, please clearly identify which aspect of your innovation has been developed in the UK and/or Ireland.</p>
<p>Please provide a brief summary of which organisations were involved and their contributions, and please clearly identify which aspect of your innovation has been developed in the UK and / or Ireland</p> <p>(Max. 100 words)</p>	

<p>How is your product / service protected (patents, know how etc.?)</p> <p><i>(Max. 100 words)</i></p>	<p>Please comment on your IP ownership and provide a list of IP, including patents and trademarks, if appropriate.</p>
<p>Please provide details of the challenge that your innovation addresses and the consequences of not addressing this challenge?</p> <p><i>(Max. 300 words)</i></p>	<p>We want to see clear evidence that your company addresses a real market failure or need, and that solving it will have a considerable impact.</p>
<p>Where did the need or challenge come from?</p> <p><input type="radio"/> From an internal business challenge or need?</p> <p><input type="radio"/> From an external / sector challenge or need?</p>	<p>We want to know which problem or challenge the innovation intended to address. This could be for example a market need, a societal challenge or a need from an internal customer.</p>
<p>What is the underlying physics and how did it contribute to the innovation?</p> <p><i>(Max. 300 words)</i></p>	<p>This award is about physics-based innovation, so physics has to play an important role in your innovation.</p> <p>Please state and describe the physics principles that underlie the innovation in a way that a physicist who is not an expert in your field will understand. Describe any challenges in implementing your innovation and how you overcame them.</p> <p>More information about the role of physics in supporting economic growth and national productivity can be found on the <a href="#">IOP website</a>.</p>
<p>Why does your approach surpass more conventional approaches?</p> <p><i>(Max. 300 words)</i></p>	<p>Please provide information about what is novel about your physics-based innovation, the competitive landscape against which it has been successful and why is it more attractive to customers.</p> <p>This might be technical; allowing users to do things that were not possible before. Perhaps it is related to a cost or time saving for your customer. Or maybe it addresses the regulations or needs of a particular geographical market.</p> <p>When giving examples here please be as specific as possible, giving quantitative data where possible.</p>
<p>What is the impact of the innovation?</p> <p><i>(Max. 300 words)</i></p>	<p>Impact can come in many forms such as financial return, products sold, company growth, employment opportunities, cost savings, improved efficiency, risk reduction, entering new markets, new discoveries made possible and others.</p> <p>Please provide some quantifying evidence about the impact of your innovation on the company, on society or other areas.</p> <p>Sometimes it may not be possible to release financial information, especially in a large organisation. In those</p>

	<p>circumstances please find other means to highlight the impact of your innovation.</p> <p>Please be as specific as possible, providing numbers where you can.</p>
<p>In one sentence, what is the most significant impact of your innovation?</p>	<p>Please provide a brief summation of the impact your innovation has had. This might be around sales, turnover, waste reduction, new scientific discovery, opening new markets or something else.</p> <p>Please see below for a couple of examples from previous winners:</p> <ul style="list-style-type: none"> <li>• “We can now make the world’s most sophisticated nanomaterials 100x times cheaper than competitors, using a sustainable and versatile platform technology”.</li> <li>• “Enables cost-effective, accessible nano Tesa scale magnetometry, generating many new real-world applications”.</li> </ul>

## Attachments

Please provide the following:

- Company logo (EPS) (Min. 1 MB - Max. 10 MB)
- An image of your technology (TIFF or JPEG) (Min. 1 MB - Max. 10 MB)
- An image of your technology's application in practice (TIFF or JPEG) (Min. 1 MB - Max. 10 MB)
- Testimony from customer / user (PDF)

Material may be supplied as follows:

1. Images must be high resolution (Min. 1 MB – Max. 10 MB) and in the correct formats as indicated above
2. A maximum of five attachments can be uploaded with your entry.
3. Videos may be hosted on a site such as YouTube or Vimeo.
4. Please ensure that any required usernames and passwords that are needed to access URLs are provided and active.
5. Please do not upload any further written materials as the judges will not consider these. The written component of your entry should be fully explained within the provided form fields.