

Roly Keating:
Case Study on Innovation:
Supporting businesses at the British Library

Annual General Meeting 2022

19 - 21 June 2022

National Library of Türkiye, Ankara

Case Study on Innovation:
**Supporting businesses at the
British Library**

Roly Keating, CEO, British Library
CENL Annual General Meeting, Ankara 2022

Why do we want to do this?

- Our 1972 Act of Parliament requires us to support “industry”
- We incorporate the UK’s official library collection of patents
- In our *Living Knowledge* vision (2015), we made support for business one of our six key Purposes:



“We help
businesses to
innovate and grow”

A new kind of space within the Library

- In 2006 we created our first **Business and Intellectual Property Centre**
- “BIPC” is a physical hub where people can come together to learn, network and access free and low-cost information and support in protecting and commercialising a business idea.



Our Mission & Purpose

We support entrepreneurs - from all walks of life - to innovate and grow by giving them access to our knowledge, collections and networks in a trusted and inspiring space.

We aim to:

- democratise entrepreneurship
- increase people's chance of success

*SILL end of project event Mar 22 – performance by
BIPC patron ArtPerUK (Peruvian Dance Company)*

The BIPC service – Four Core Pillars

Business Intelligence & IP

- Providing free access to business databases & Intellectual Property resources worth £5m+

Business Activities

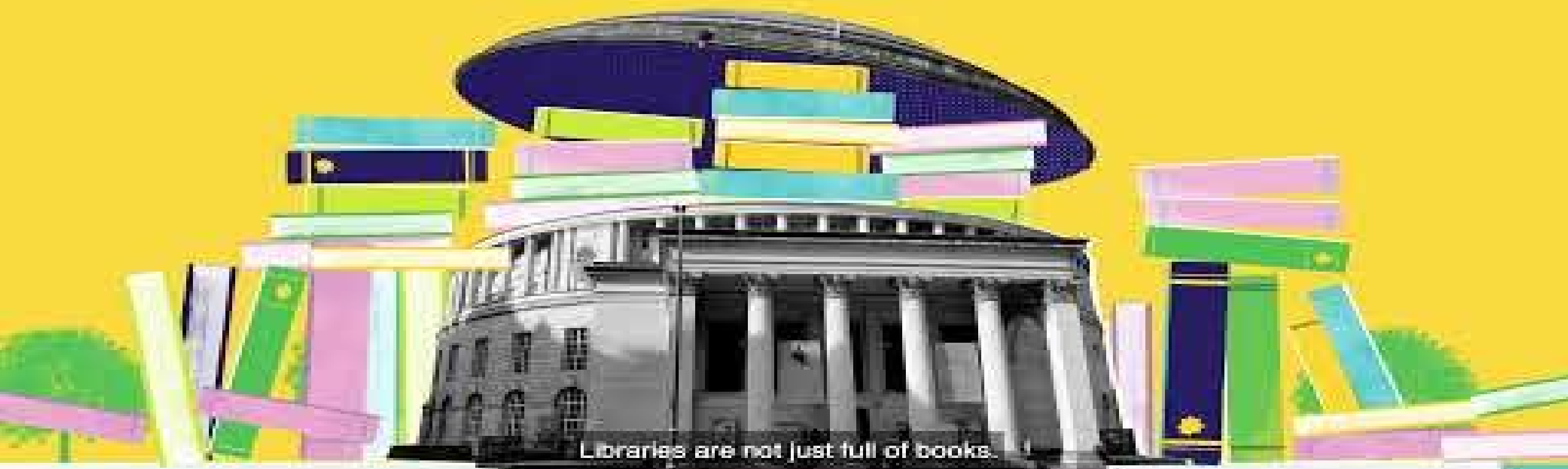
- Workshops
- One-to-ones
- Events
- Live streaming
- Webinars
- Signposting

Peer-to-peer Learning

- Mentoring
- Networking events
- Inspiring panel talks

Destination

- Central location
- Trusted & Impartial
- Accessible to all



Libraries are not just full of books.

Expanding the model across the UK

- In 2012 we launched our BIPC 'National Network', initially with 6 partners
- Each BIPC follows the same model as the British Library BIPC in London
- £13m Government investment in 2020 - to grow to 20 Centres by 2023
- Delivered in core cities, towns and counties (urban, rural, coastal)



BIPC Network – Supporting the economy



- **Creating enterprise** The network supported the creation of 12,288 businesses
- **Creating jobs** An estimated total of 7,843 jobs
- **Increasing turnover** Net additional sales growth was an estimated £239 million
- **Boosting local economies** Net additional Gross Value Added was an estimated £78m
- **Return on Investment** £6.95 for every £1

BIPC Network – Supporting social inclusion



Of the Business & IP Centre patrons who went on to start a new business:

- 55% were women (65% in London)
- 31% were from a black and Asian minority ethnic background (44% in London)
- 17% had a disability
- 22% of users drawn from the top 20% of the most deprived areas in the UK.

Responding to the pandemic

- BIPC quickly pivoted to 100% digital delivery
- During 2020/21 we supported 26,000 patrons across the BIPC Network
- In October 2020 we launched *Reset. Restart*, a tailored programme of advice and support to help existing SMEs weather the storm
- To mark the start of the programme we held an online panel event '*The Road to Renewal: Preparing entrepreneurs and SMEs for the next normal*'



What next for the BIPC Network?

- Due to the high demand for, and success of the programme, we continued to run *Reset Restart* throughout 2021 and have secured corporate sponsorship to extend the programme in 2022-23
- Planning for long-term sustainability and future expansion of the BIPC National Network, in line with the next phase of British Library strategy beyond *Living Knowledge*
- Exploring opportunities to work with Central Government as a core part of the wider business support landscape, reaching parts of the community that other national programmes cannot reach and delivering proven economic impact



**Thank
you**

**BRITISH
LIBRARY**