

Statement of Outcomes

SCALE-ASEAN: strengthening S&T commercialisation ecosystem in ASEAN for sustainable growth

Supporting cross-border scalability of innovations

1. Purpose of this Statement

This Statement sets out the policy objectives and outcomes that FCDO wants proposals to contribute towards. Applicants should use it alongside the Call for Proposals Invitation Form and the other documents in the application pack.

FCDO is seeking applicant-led proposals. Applicants are responsible for proposing the activities, delivery model, outputs and partnerships that they consider most likely to achieve the outcomes below. This Statement therefore focuses on what SCALE-ASEAN initiative wants to achieve, rather than prescribing a detailed method.

2. Context

ASEAN has identified technology diffusion, science and technology commercialisation, innovation partnerships and deployment of science, technology and innovation solutions as regional priorities. This is set out in ASEAN Plan of Action on Science, Technology and Innovation (APASTI) 2026-35, including its emphasis on technology transfer, strategic commercialisation, and the deployment of innovations that address regional priorities. SCALE-ASEAN is intended to support these priorities and strengthen the links between innovation, adoption and regional economic development.

This component aims to address a specific challenge: an innovation that works in one country or operating environment may not be ready for adoption in another. Cross-border scale-up can be constrained by differences in regulation, systems integration, operational conditions, user needs, social acceptability, access to local expertise, finance and market or institutional demand. These barriers can prevent promising innovations from moving from successful testing to sustained use across ASEAN Member States.

Through this funding opportunity, FCDO aims to catalyse cross-border and multi-institutional partnerships that can close this gap for mature, high-impact innovations. The project is intended to generate development benefits in Southeast Asia while building stronger local relationships, knowledge and capabilities that support regional demonstration, validation, adaptation and longer-term commercial adoption beyond the funding period.

3. Project objective

To support cross-border adaptation, operational deployment, and promote commercial adoption of mature, high-impact innovations that contribute to sustainable and inclusive economic development in Southeast Asia, while strengthening the partnerships, evidence and local capabilities needed for sustained scale-up.

4. Outcomes sought

Proposals should explain how they will contribute to the following outcomes. Applicants are not expected to use identical wording, and may propose project-specific outcomes where these clearly support the overall objective.

- High-impact, mature innovations are effectively adapted, validated and deployed for use in relevant operational settings across more than one ASEAN Member State, beyond the country of origin.
- A credible pathway towards commercial adoption and institutional uptake is strengthened, including realistic next steps beyond the grant period.
- Potential users, adopters, investors and responsible institutions have stronger evidence on the innovation's performance, adaptation across different ASEAN contexts, local relevance, regulatory and operational requirements.
- Relevant cross-institutional stakeholders / institutions e.g., local MSMEs / entrepreneurs, research institutions, public bodies, civil society organisations (CSOs), potential adopters and relevant innovation intermediaries are engaged in the project partnerships that strengthen knowledge transfer, local ownership and capability relevant to sustained use of the innovation across the targeted ASEAN Member States.
- Practical evidence and lessons on cross-country scale-up are documented in an accessible form and shared for wider ASEAN benefit.
- Projects have a forward-looking and monitorable sustainability pathway covering further deployment, financing, market uptake, institutional ownership or follow-on partnership beyond the funding period, as relevant.

5. Geographic focus and intended beneficiaries

Projects must primarily aim to benefit the ODA-eligible countries in Southeast Asia (Cambodia, Indonesia, Lao PDR, Malaysia, Myanmar, the Philippines, Thailand, Timor-Leste and Viet Nam). Each proposal should present a credible pathway to scale one innovation to at least two ASEAN Member States beyond its country of origin. Any activity involving Myanmar must be designed and managed so that UK programme funds do not benefit the current Myanmar military regime.

Activities which are specifically designed to benefit Brunei Darussalam or Singapore must be self-funded. Both countries may participate in regional dissemination and knowledge sharing where this supports wider ASEAN benefit.

The ultimate beneficiaries should be people and communities in Southeast Asia who stand to benefit from more effective, accessible and sustainable innovations. The proposals should identify who is expected to benefit, and how the distribution of benefits and risks will be considered. Proposals that scale women-led innovations and/or advance women's economic empowerment and social inclusion will be positively considered where relevant to the project objective.

Proposals should also consider accessibility, safeguarding, duty of care and the risk of unintended harm in project design and implementation. These considerations should be proportionate to the innovation, target countries and intended users.

6. Innovation and thematic scope

The project will prioritise innovations at Technology Readiness Levels 7 to 9, or an equivalent level of maturity, with evidence of prior testing or deployment. In plain language, the innovation should be sufficiently developed to be validated, adapted or deployed in real-world operating conditions. Lower-stage innovations may be considered where there is an exceptional development case and a credible route to deployment within the grant period.

Proposals may select one of the following thematic areas: climate action, renewable energy, blue or circular economy, health. AI-based innovations may be proposed where they clearly serve one or more of these areas and the main challenge is advancing technology maturity, localisation, cross-country deployment or adoption.

Supported activities may primarily include, but not limited to: evidence gathering; field validation; operational adaptation and deployment of innovations within local regulatory/market/system and operational settings; implementation of relevant standards or frameworks where these strengthen scalability, safety or regional adoption of innovations; and multi-stakeholder workshops to promote knowledge transfer, explore supply chain localisation and/or other enabling conditions that benefit the regional economic development. Technical proposal must propose activities that are directly connected to robust deployment and further commercial adoption of the innovation(s) across borders.

The funding opportunity is not intended for early-stage laboratory research, generic networking / visits, conferences, market studies without a credible deployment pathway, or activities strictly confined to a single country.

7. Partnerships and local leadership

FCDO encourages cross-institutional consortium or partnership approach, as successful cross-border deployment is likely to require complementary technical, commercial, policy, regulatory and local delivery capabilities. Partnerships may include civil society organisations, research institutions, universities, SMEs, start-ups, among others – including partners based in the targeted AMS. The local expertise is expected to support navigating the systemic barriers to scale, facilitate local engagements and promote commercial partnerships that sustain the technologies' impact locally and support market entry.

One eligible, not-for-profit organisation must act as the lead and remain accountable to FCDO. A project scaling Southeast Asia-led innovation is encouraged to involve relevant UK expertise where this adds clear value. A project scaling UK-led innovation must include a Southeast Asia-based institutional partner at project level.

8. Evidence, learning and adaptive delivery

FCDO expects projects to use evidence to support decisions during delivery. Proposals should explain how the partnership will test assumptions, gather and use evidence, learn across countries and adjust its approach when findings or operating conditions change.

Applicants should set out a clear pathway to commercial adoption, such as in form of Theory of Change, that links the current stage of the innovation to commercialisation, institutional uptake, and

the intended development benefit. Project-specific indicators, baselines and targets should be proportionately included.

Proposals should also show how Southeast Asia-based project partners, intended users and adopters will influence project-related decisions, delivery and learning.

9. Sustainability, intellectual property and value for money

Projects should leave a credible basis for progress after FCDO funding ends. Proposals should explain the likely next steps, responsible actors and conditions needed for further deployment, finance, market uptake, maintenance, service delivery, institutional ownership or replication.

Applicants should clearly set out the intellectual property arrangements – including aspects which may include existing ownership, licensing, benefit-sharing, improvements and new knowledge. These arrangements should support cross-country deployment, knowledge transfer, equitable partnership.

Applicants should also describe the proposed intellectual property governance arrangements for the consortium. As a matter of good practice in collaborative research and innovation, governance arrangements should be established before project implementation and should set out clear arrangements for: (i) identification of background and project-generated intellectual property; (ii) ownership and access rights; (iii) responsibilities for IP management and decision-making; (iv) confidentiality and publication; and (v) licensing and exploitation pathways, as appropriate to the nature of the collaboration ([European Commission](#); [UK Government](#); [WIPO](#)).

Applicants are not expected to adopt a single ownership model. Instead, proposals should demonstrate that the chosen intellectual property arrangements are proportionate to the collaboration, reflect the respective contributions and intended roles of consortium partners, and support technology transfer, knowledge exchange and future commercialisation. Applicants should also explain how the proposed governance arrangements will facilitate effective collaboration while providing a credible basis for post-project deployment and longer-term exploitation of project results ([UK Government](#); [WIPOa](#); [WIPOb](#)).

Co-funding contribution by the applicants is highly encouraged, although the absence will not by itself make a strong proposal ineligible. Contributions may be financial and in-kind (including technical expertise). Where contributions are proposed, applicants should explain their value, ownership, contribution to the project, value for money and sustainability.