Working with Industry

Dr Zachary Hickman: Impact & Knowledge Exchange

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Research & Innovation: Impact and Knowledge Exchange

• Support for activities that create impact from research:
  • Public Engagement
  • Industry Engagement/working with industry
  • Knowledge Exchange
  • Policy impact
  • Commercialisation
  • Entrepreneurship
  • www.abdn.ac.uk/staffnet/research
Ways of working with industry: research focus

- Industry partner needed for funding submissions
- Contract research
- Joint Industry Partnerships
- Studentships
- Consultancy
- Partner or stakeholder on proposals
- Other non-research engagement

Collaborations with industry come in many forms. These are dependent upon academic goals and the needs of industry. A tailored approach is best.

www.abdn.ac.uk/business-info
Benefits to you

• Ensuring that your research has relevance and interest beyond a community of scholars

• Personal and professional motivation from seeing your research making a difference

• Impact

• Quality and relevance of research can be improved

• Industry partners may prove a valuable source of research questions and useful challenges to existing research questions

• Industry links developed and strengthened

• New and broader opportunities

• Publication, research, and funding generation
Building industry links

• Networking!
  • B2B/sector events/conferences/forums
  • AGCC Business Breakasts, Business Boosters, BNS, ABN

• Membership organisations and sector-specific organisations
  • Energy Technology Partnership
  • Opportunity North East (ONE)

• Innovate UK and KTN events

• Established contacts: previous projects, placements, guest lectures
Working with industry: self directed video training

We have access to a series of short training videos for researchers and academics who wish to learn about the basics of working with industry.

What they cover:

• Understand what drives business so that you can align your requirements with their priorities.

• Understand how businesses and business people think.

• Know how business performs, so that you can clearly show how your research project is valuable in business terms.

A short registration process is needed before you can access: https://my.educatingexperts.com/21btg-ecrs26
Routes to industry funding

- Interface and Innovation Vouchers
- Knowledge Transfer Partnerships
- Innovate UK (e.g. Smart Grants)
- ISCF
- Industrial Fellowships (RAEng, Royal Society, EPSRC)
- The company
- Innovation Centres: www.innovationcentres.scot
- www.research-innovation-scotland.co.uk
- Konfer: https://konfer.online
SFC Standard Innovation Vouchers
https://interface-online.org.uk

• To encourage new first time partnerships between a SME company and a university
• Projects must be innovative (a novel/pioneering idea) and lead to new products, services or processes that will benefit the company, the academic institution and the Scottish economy
• A great way to kick-start a new relationship
• Up to £5,000 to cover the academic project costs and is paid directly to the university
• The company contributes an equal value in kind
SFC Advanced Innovation Vouchers

- Used to build sustained relationships between SMEs and universities in Scotland who may have previously collaborated together or for those companies who are beginning their collaborative journey

- The previous collaboration may have arisen through many routes e.g. consultancy, innovation voucher, access to specialist facilities etc

- Projects can be between £10k - £40k and must have company cash input
Innovate UK Smart Grants January 2021

Opportunity for UK registered organisations to apply for a share of up to £25 million from Innovate UK to deliver game-changing and commercially viable R&D innovation that can significantly impact the UK economy.

**Competition opens:** Thursday 21 January 2021
**Competition closes:** Wednesday 26 May 2021 11:00am

**Description**

Smart is Innovate UK’s ‘Open grant funding’ programme.

Innovate UK, part of UK Research and Innovation, is investing up to £25 million in the best game-changing and commercially viable innovative or disruptive ideas. All proposals must be business focused.

Applications can come from any area of technology and be applied to any part of the economy, such as, but not exclusively:

- the arts, design and media
- creative industries
- science or engineering

Your proposal must demonstrate:

- a clear game-changing, innovative, disruptive, and ambitious idea leading to new products, processes or services
- an idea that is significantly ahead of others in the field, set for rapid commercialisation
- a strong and deliverable business plan that addresses (and documents) market potential and needs
- a clear, evidence-based plan to deliver significant economic impact, return on investment (ROI) and growth through commercialisation, as soon as possible after project completion
- a team, business arrangement or working structure with the necessary skills and experience to run and complete the project successfully and on time
- awareness of all the main risks the project will face (including contractor or equipment failure, recruitment delays, etc) with realistic management, mitigation and impact minimisation plans for each risk
- clear, considerable potential to significantly impact either or both, the UK economy and productivity in a positive way
- sound, practical financial plans and timelines that represent good value for money, which will always be a consideration in Innovate UK funding decisions
The Industrial Strategy Challenge Fund (ISCF) is part of the government’s Industrial Strategy, the long-term plan to raise productivity and earning power in the UK.

The fund is a core pillar in the government’s commitment to increase funding in research and development by £4.7 billion over 4 years to strengthen UK science and business.

All ISCF investment priorities will align with these four ‘grand challenges’:

- Artificial intelligence and the data economy
- Healthy ageing
- Clean growth
- Future of mobility
Contact and weblinks

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R&I KE pages: www.abdn.ac.uk/staffnet/research
Business pages: www.abdn.ac.uk/business-info
Training Videos: https://my.educatingexperts.com/21btg-ecrs26
Interface: https://www.interface-online.org.uk
Innovation Centres: www.innovationcentres.scot
Research Pools: www.research-innovation-scotland.co.uk
Innovate UK: https://www.gov.uk/government/organisations/innovate-uk