Industry Engagement
Session 2 - “Signposting”

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Related EOD courses

• “Planning for Impact” (B4)
  – what is Impact, developing impact from your research, identifying your stakeholders and beneficiaries

• “Public Engagement and Impact” (D3.2)
  – this session will help you to critically reflect on how you are making the best use of both your time as well as existing PE mechanisms and resources, and how to set PE objectives and measure achievement, so that your activity will be as effective as possible.

• “Building an online profile” (D7.4)
  – This session will look at the various means available for people to find out about you and your work, and help you to decide which are the right approaches for you and your intended networks and audiences

• “Building research collaborations” (D7.3)
  – Explore the benefits and risks associated with collaborative research and discover strategies to identify potential partners and work with them effectively. Identify how to make collaborative decisions, map out projects and communicate with local and remote partners
Internal signposting

• Who at University of Glasgow can help with what when it comes to engaging with industry?
  – Note: “Research Gateway” is in the pipeline: an online guide to navigate UoG.
Internal signposting

Forming relationships with industry
- College BDM’s
- RSIO KE

Access translational funding
- RCUK – cBDM
- IAAs – cBDM, RSIO KE team
- GKEF – RSIO
- Innovate – RSIO, cBDM

NDA, Collaboration agreement (including IP and costing)
- Contracts team

IP disclosure, licensing, spin out
- RSIO Commercial team
Internal Contacts

• College BDMs
  – CoA – Fraser Rowan
  – CoSS – Fiona Heatlie
  – CoSE – Lynne Brown, David Nisbet
    • SoCS – Jill Ramsay
    • SoE – Duncan Bremner
    • UBDC – Keith Dingwall
  – MVLS – John Gordon, Caroline Woodside, Jonathan Scott, Jacqueline Coffield

• RSIO KE Team
  – Simon Earp, Gordon Meiklejohn, Michael Burns, (Rose-Marie Barbeau)

• Contracts Team
  – Alistair Wilson, Paul Ellis, Diane Foster, Scott McMaster, Anna Beale

• RSIO Commercial Team
  – Mel Anderson, Alasdair Street
External signposting

• Who outside the University of Glasgow can help with what when it comes to engaging with industry?
External signposting

SFC funded organisations with university industry collaboration at their heart. Various routes in but most offer funding opportunities for university-industry collaboration and all are approachable by academics and can make introductions to industry.

CENSIS – Centre for Sensor and Imaging Systems
CSIC – Construction Scotland Innovation Centre
DHI - Digital Health and Care Institute
IBioIC – Industrial Biotechnology Innovation Centre
OGIC – Oil and Gas Innovation Centre
SAIC – Scottish Aquaculture Innovation Centre
SMS-IC – Stratified Medicine
The Data Lab
External signposting

Partner identification for EU funding projects, tech transfer or commercial partners
Partner opportunities here:
http://www.enterprise-europe-scotland.com/content/search/
Events:
External signposting

All about joining people up. They have sector teams with excellent knowledge of companies working within a sector. They have special interest groups which disseminate information and run events that academics can access.
MON, 20 JUN 10:00
Women In Innovation £200K Funding Briefing
(Arrive prompt from 09:15) Ambassadors Bloomsbury
FREE

MON, 20 JUN 10:00
Online Webcast: Women In Innovation £200K Funding Briefing
(log in at 09:50)
FREE

TUE, 21 JUN 09:15
Assuring the performance of new homes: delivering what it says on the tin
e tc venues Maple House
FREE

TUE, 21 JUN 13:00
Horizon 2020 Webinar: 2016 Calls for Proposals for Energy Efficiency
FREE

THU, 23 JUN 09:15
Connected and Autonomous Vehicles (C-CAV) 2 Stakeholder Workshop - Coventry
The Advanced Propulsion Centre UK Ltd
FREE
External signposting

The Catapult centres are a network of world-leading centres designed to transform the UK's capability for innovation in specific areas and help drive future economic growth.

Academics can engage with Catapults widely; technology evaluation, events, funding, partner discovery

Cell and Gene Therapy
Compound Semiconductor Applications
Digital
Energy Systems
Future Cities
High Value Manufacturing
Medicines Discovery
Offshore Renewable Energy
Precision Medicine
Satellite Applications
Transport Systems
External signposting

Scotland’s economic development agency. They are primarily focused on supporting industry so direct engagement with academics is not their role however they do have steering groups, events.
External signposting

Portal for business to access university expertise. Primarily business facing. Are able to offer sector based events on ad-hoc basis on discussion with marketing team.
External signposting

- Trade Organisations and sector specific organisations. (there are loads! Just a sample....)
  - Scottish Life Sciences Association
  - Energy Technology Partnerships
  - Scottish Biofuels Program
  - Scotland Food and Drink
  - Scotch Whisky Association
  - Technology Scotland,
  - NMI,
  - Scottish Optoelectronics Association,
  - Scottish Renewables,
  - Scottish Plastics and Rubber Association
  - Scottish Energy Association