



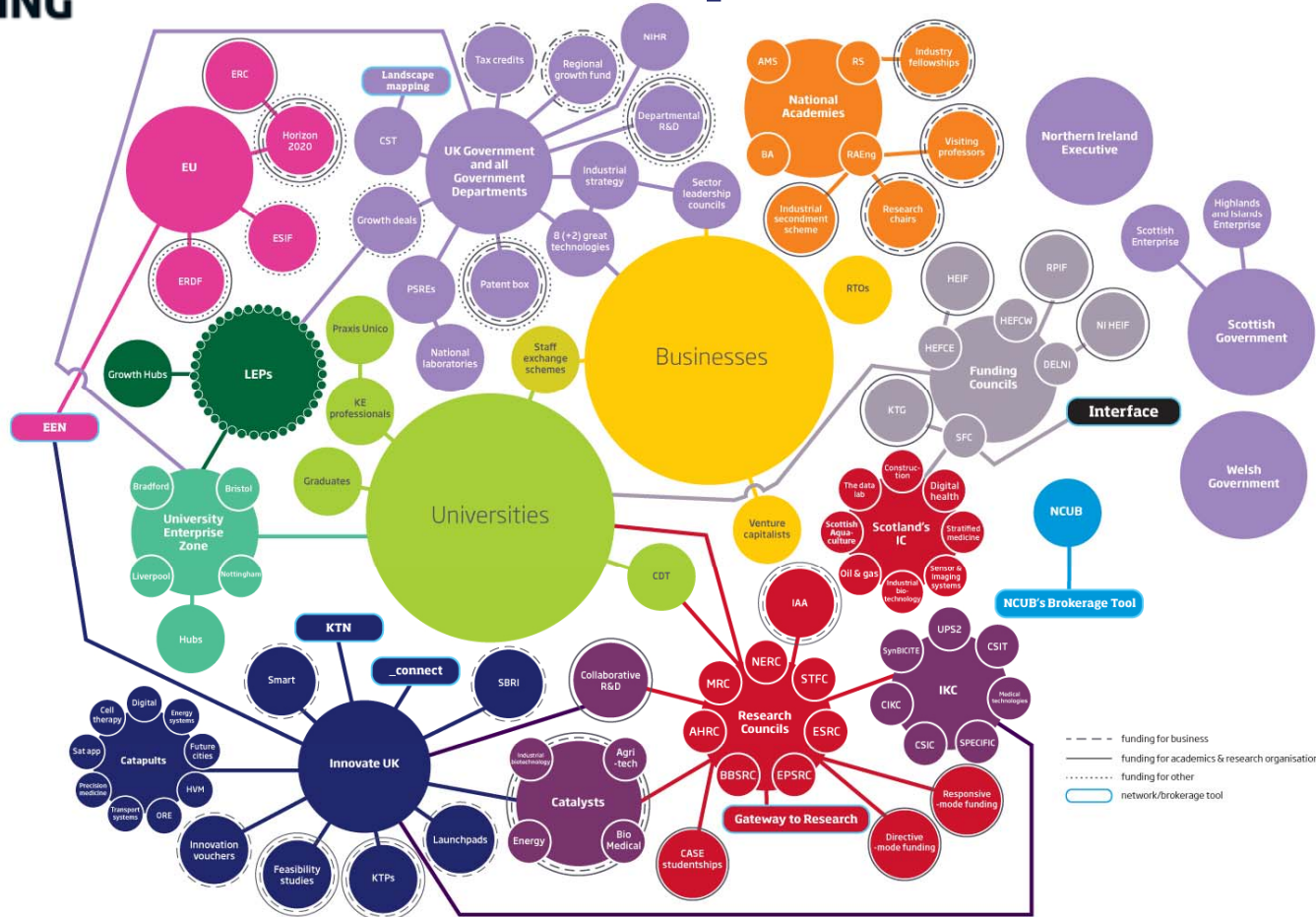
# Professor Dame Ann Dowling OM DBE FREng FRS, President, Royal Academy of Engineering

Building better research relationships between industry and  
academia

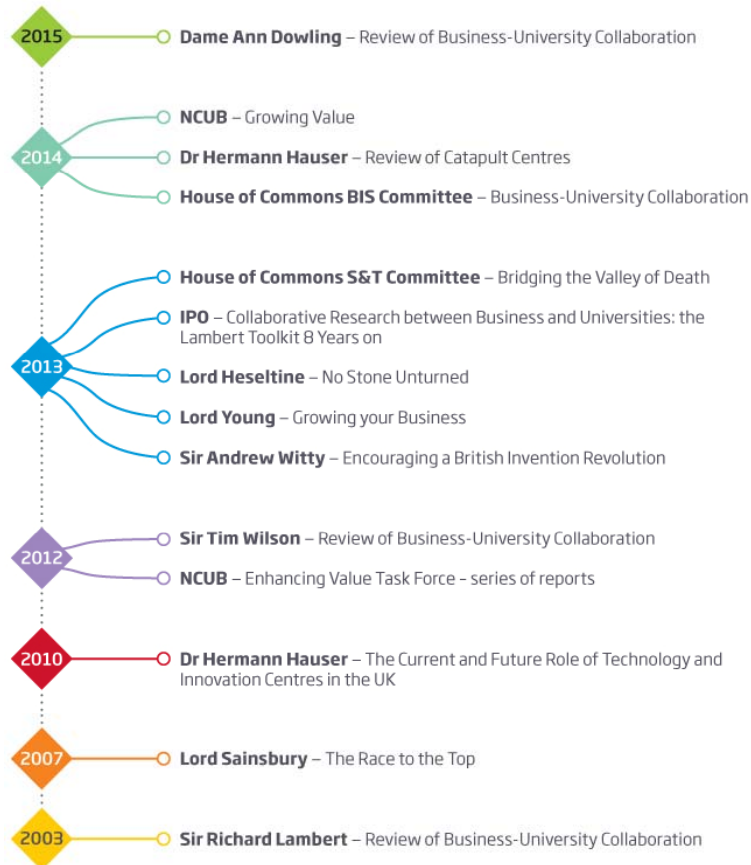


*China-UK Symposium on Innovation-driven  
Development with Business-University Collaboration  
4 July 2016*

# Landscape



# Reviews





ROYAL  
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# Political Response

“Fostering greater collaboration between businesses and universities will provide the new technology and higher-level skills that are vital to raising our productivity. I want to thank Dame Ann for producing this important report. We will consider the recommendations very carefully to ensure we make Britain the best place ..... to innovate, patent new ideas and set up a business.”

**Universities and Science Minister Jo Johnson MP**



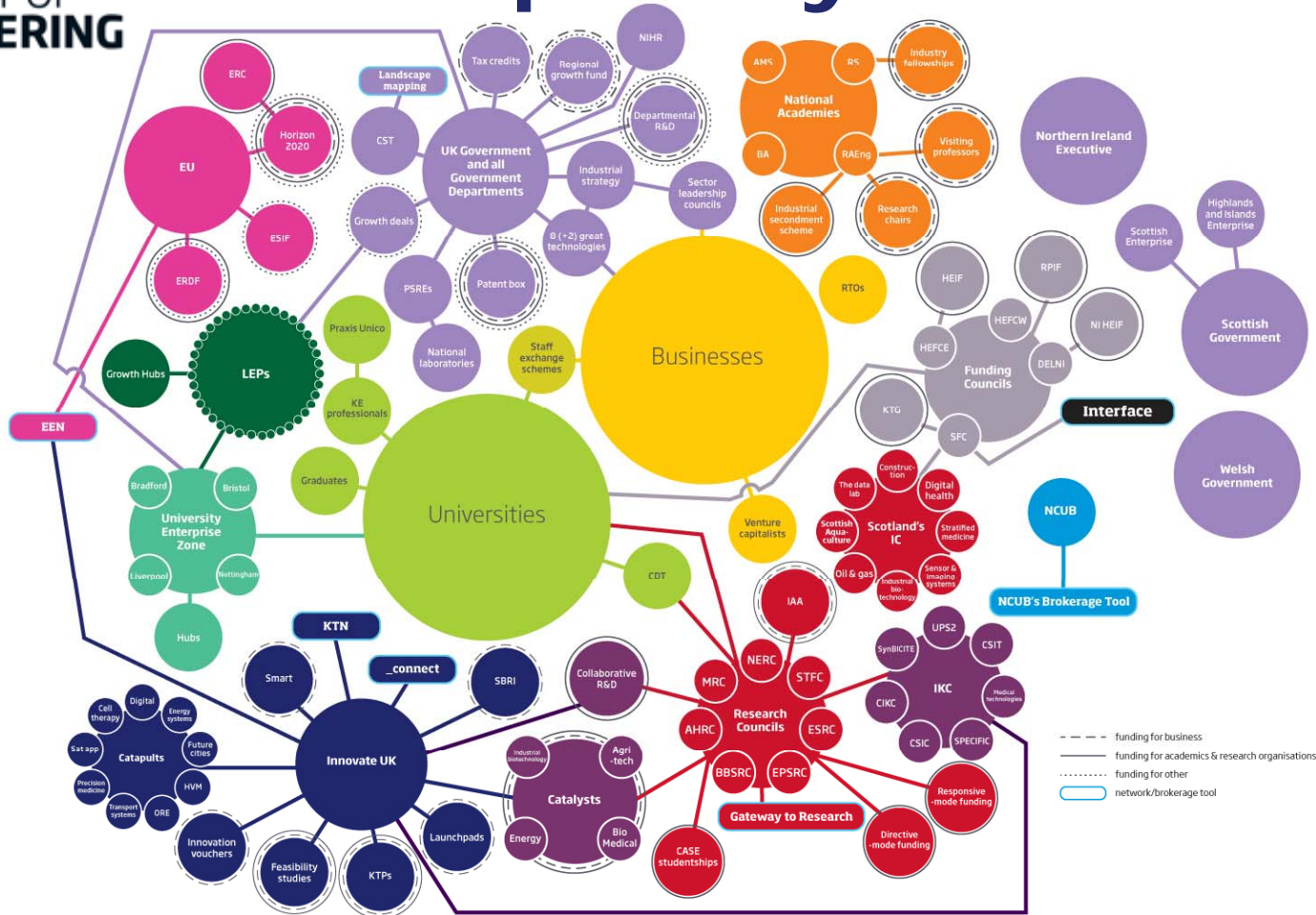
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# Current state of business- university collaboration in the UK





# Complexity



# People

## Rank Key success factor

- 1 Strong and trusting personal relationships
- 2 Shared vision, goals and objectives defined, setting in place clear expectations
- 3 Mutual understanding between partners
- 4 Ability of – and opportunities for – staff to work across institutional boundaries
- 5 Collaboration brings about mutual benefits
- 6 Funding available
- 7 Processes for agreeing contracts and IP are in place
- 8 Clear and effective communication between partners
- 9 Organisational support, including senior management buy-in and championing
- 10 Willingness to devote time and resources from both parties

# Brokerage



*Taken from NCUB's State of the Relationship Report 2015*

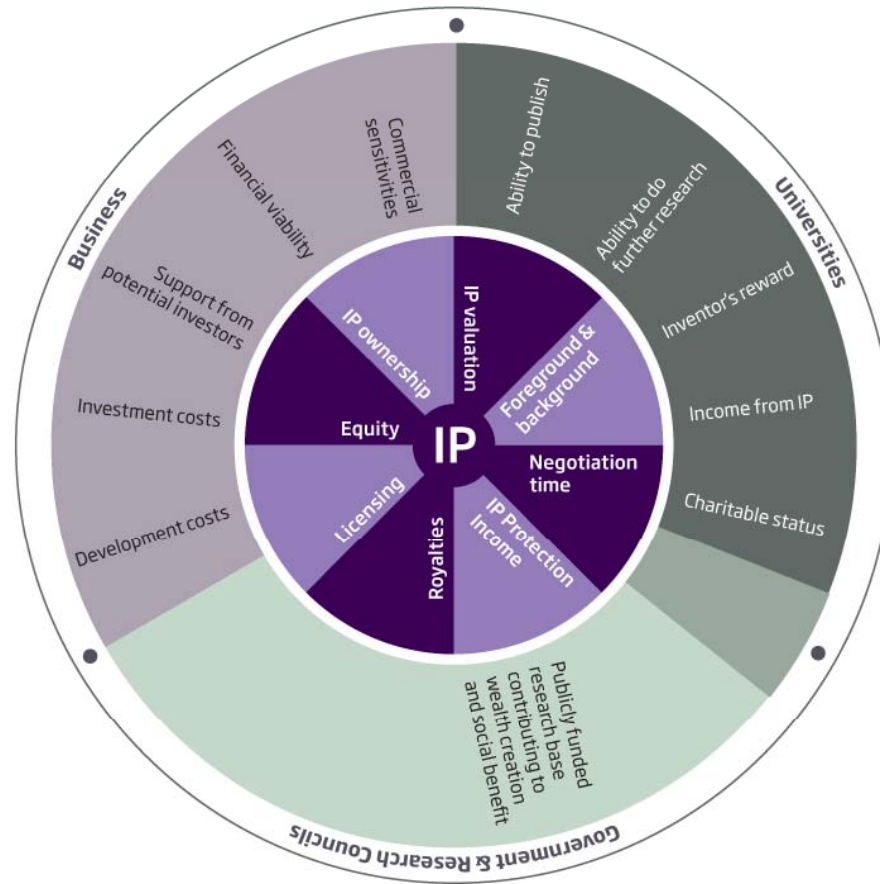




# Growing critical mass



# Terms of engagement



# Government Strategy

