

Research Innovation Office



Impact Through Innovation





Working with business to extend your research impact

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Research and Innovation Office

- Business engagement essentials
- Workshop scenario - engaging with business



Business Engagement Essentials

What do we mean by a “business”?

Any external organisation:

- public (local government, NHS, schools, the Scottish Prison Service);
- private (from multinationals to SMEs and start-ups) and;
- third sector (charities, social enterprises).



Business Engagement Essentials

What type of activity does business engagement cover?

- Consultancy (use of expert services / testing)
- Professional development
- Commercialisation
- Knowledge exchange
- Guest lecture
- Student placements
- Conferences
- Mentoring
- Use of our facilities

.....Research!!

Business Engagement Essentials

- Why should I do it?



Business Engagement Essentials

- **Potential funding routes to BE**
 - Direct funding from the business
 - KE routes
 - SFC funded innovation vouchers /follow-on vouchers
 - KTPs
 - Govt support (Innovate UK, Innovation Centres, Industrial Strategy Funds etc)
 - Research funders
 - Public Contracts Scotland Tenders
 - Enterprise agencies (SE, SDS etc)
 - Professional association / bodies



How can the Business Engagement team support you!

Building Networks:

- We build commercial partnerships and networks both internally and externally, nationally and internationally with public, private and third sector partners;
- Build relationships with key industry bodies, government agencies and stakeholders;

Supporting Key Activities:

- Develop and exploit the commercial potential of our unique knowledge, research and training expertise;
- Create knowledge transfer opportunities through matching innovation with relevant expertise
- Create opportunities to support career progression in Learning and Teaching, Enterprise and Professional Practice pathways through contact with external partners;

Providing Advice:

- Guidance and support in working with external partners;
- Due diligence, market sector research, analysis and assessment;
- Provide advice and guidance on the financial opportunities available for business engagement.

Contact us!

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Workshop Scenario

1. Discuss examples where you or a colleagues' research has expanded into business engagement activities or...where a business engagement activity has led into research.
 - Please consider where the idea came from, how it was developed and how was it implemented /funded.
2. Think about your research area and identify 3 avenues which you could potentially pursue as a business engagement activity
 - Identify what the activity is, who it might be with and how it might be funded.



THANK YOU!