Edinburgh Napier UNIVERSITY

Research, Innovation & Enterprise

BUSINESS ENGAGEMENT AND INNOVATION
at Edinburgh Napier University

Inspiring innovation; partnering growth

Why work with business?

- Gain fresh insight to inform your research and teaching
- Leverage new innovative technology and ideas
- Demonstrate impact and support efficiency, productivity and growth
- Develop genuine collaborative relationships giving access to colleagues with relevant expertise and specialist facilities
- Co-develop market ready products, bid for joint R&D funding applications and carry out joint R&D projects
- Innovate to support post-covid recovery and build back better

Our Edinburgh Napier Business Engagement Team is here to help generate new business partnerships, and manage existing relationships with key clients and stakeholders across our five Schools.

We support development of business engagement activity by helping with advice, business development, contract support and negotiations.

How we can support you:

Support in building networks & partnerships

- Help to create knowledge exchange opportunities through raising awareness of opportunities for collaboration with businesses, organisations across the private, third and public sectors
- Support for academics to generate new business partnerships
- Manage existing relationships with key clients and stakeholders across our five Schools
- Build partnerships and networks both internally and externally, nationally and internationally with public, private and third sector partners

Expert advice, knowledge & support

- Provide guidance and support in working with external partners
- Carry out due diligence, market sector research, analysis and assessment
- Develop and exploit the commercial potential of your unique knowledge, research and training expertise
- Create opportunities to support career progression in Learning and Teaching, Enterprise and Professional Practice pathways through contact with external partners
- Attend, facilitate and support you to hold engagement events to show case your work and expertise

How can we help you?

We are keen to support our academics in the promotion and development of your research area, skills and expertise. Contact our Business Engagement Team today for a chat about your early ideas or more established plans at BETeam@napier.ac.uk!

innovationhub.napier.ac.uk

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Business Engagement
We build relationships with key external organisations, government agencies, third sectors and stakeholders; mapping industry requirements and opportunities against university skills and expertise.

Industry-led Research
We build relationships with key external organisations so that you can apply and gain innovative joint funding. Including (but not limited to) Knowledge Transfer Partnerships, Innovation Vouchers and Industrial Strategy Challenge Fund.

Consultancy
We engage and establish industry contacts who need your expert advice. Consultancy is the provision of this advice within your given field.

Whereas research can be defined as the "creation of new knowledge", consultancy is the use of existing knowledge to provide advice.

IP Commercialisation
If you have an idea that you think has commercial potential and which you have developed as part of your academic tenure, then we can help you:

- Obtain the most relevant IP Rights
- Develop a commercialisation strategy
- Find partners

CPD
We support you to develop open or bespoke CPD, working directly with external organisations to deliver customised training to meet their specific requirements.

Equipment and Facilities
Encourage external organisations to use our world-class technical facilities and hire our specialist equipment across our five Schools.

Engage with us!

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