

UIF statement 2018-19

Revised Outcome Agreement 2018-19¹

Section 2.7 Knowledge Exchange and Innovation

2.7.1 *St Andrews' Knowledge Exchange Strategy² specifically aims to deliver objectives under four themes: (1) development and transfer for economic benefit (from user-led 'pull' and university research 'push'); (2) translation into public policy and social benefit; (3) entrepreneurship; and (4) public engagement. To support these aims, the University has implemented a number of policies to support the creation and recognition of research impact, including: a Research Impact Office, the appointment of staff who act as Directors of Impact in each academic department, a 'research and impact' leave scheme³, inclusion of research impact and Knowledge Exchange (KE) in promotion criteria for academic staff, and a KE & Impact Fund⁴ to provide internal funding for the creation of impact across all disciplines*

2.7.2 *Almost 60% of our patent portfolio is currently optioned, licensed or assigned to commercial partners which range from SMEs and spin-out companies to large corporates.*

2.7.3 *We adopt best practice in business-university engagement, through links across Scotland and the UK. We ensure research and KE support staff are well-trained, attending courses such as those run by PraxisAuril and ARMA. We have simplified business access to the University. This includes postings on University Technology Scotland, offering easy access IP and providing a single point of entry for business and SME enquiries, including access to our Business Innovation Manager. The latter post was specifically established to facilitate *and support* SME access to the university. Through the KT Centre, the University works closely with Scottish Enterprise, Business Gateway, the Fife Economy Partnership, Interface and others, to address innovation challenges posed directly by business *and engaging to raise awareness of technology opportunities.**

2.7.4 *St Andrews engaged with each of the 7 Outcome groups established through the Universities Scotland Research and Commercialisation Directors Group (RCDG). St Andrews led *initial discussions* on Outcome 3 (Supporting greater innovation). *The recent appointment at UWS of the UIF Collaboration Manager has led to our greater participation in discussions to implement collaborative, sector-wide initiatives. We are now represented on, and working with, the other Scottish HEIs through 4 sector groups (Innovation, Internationalisation, Entrepreneurship & Investment, and Inclusive Growth) to deliver the 7 outcomes under the SFC UIF priorities. The 4 sector groups engage with a cross-cutting group to ensure Equality & Diversity objectives are considered and goals met.**

St Andrews will remain a partner in many of the sector-wide collaborative activities and initiatives that underpin our delivering high quality, high impact UIF activities under the 7 Outcomes.

2.7.5 *Outcome 1: Increasing demand for, and quality of, engagement with businesses and the public sector. In order to work on collaborative projects with SMEs, the University continues to engage actively with a wide range of intermediaries (Fife Economy Partnership, Business Gateway, Scottish Enterprise, Interface). We are members of the Chamber of Commerce and NCUB. Whilst*

¹ Information provided in response to the 18-19 uplift is provided in italics.

² https://www.st-andrews.ac.uk/media/principals-office/planning/strategicplanning/universityoperationalstrategies/KE%20Strategy%202012-17_public.pdf

³ <https://www.st-andrews.ac.uk/staff/ppd/leave/>

⁴ <http://impact.wp.st-andrews.ac.uk/research-impact/ke-impact-fund/>

engagement numbers have remained steady (98 project leads and discussions), the total number of income-generating agreements with companies has increased between 15/16 and 16/17. During this period, funding won from Innovation Vouchers and Knowledge Transfer Partnerships increased from £109k to over £340k. Bids, based on £5k SFC Innovation Vouchers, with two Scottish companies have progressed to successful KTP bids, one constituting a large collaborative R&D project. *In the last 3 years the University has formed 6 spin-out companies and completed 9 separate licence deals, several of these covering access to patent portfolios. Company formation and investment discussions are expedited through adopting simple, standard licence terms and company structures. In 2018-19 we will continue the good progress we have made in university-business engagement, work with our sector partners to develop collaborative UIF activities, and with NCUB and Konfer to widen our networks and reach into UK businesses. We have been successful in winning ISCF funding; of particular note a prosperity partnership⁵ with MSquared Lasers, which is based on a long-term strategic relationship with the company. The University is seeking to further intensify its collaborations with additional companies and the UIF uplift will allow us to enhance our support to researchers seeking to engage and collaborate with Scottish and UK companies, and facilitate our partnering more widely with other universities in multi-partner collaborations and consortia bidding for appropriate University-Business R&D support funding from UKRI.*

2.7.6 Outcome 2: Simplifying business access to knowledge and expertise. Following its successful introduction in 2015, in 2017-18 the Business Innovation Manager (BIM) post was established as permanent. The role *now* promotes and initiates *regional* business- university discussions, supports both academic and company staff writing funding bids for innovation vouchers, KTPs and other public-sector funding, and helps manage the relationship between individual academics and company personnel in awarded projects. *St Andrews remains a member of the East of Scotland KTP Centre and the BIM will work through the EoS KTPC to promote KTPs as follow-on funding to appropriate industrial collaborators, particularly those initially involved in early innovation projects and funded through Innovation Vouchers. The BIM prioritises coordinating bids that address challenges matching our researchers' interests. As a result, we have achieved near a 100% success rate in university-business funding applications between 2016 -2018. As the sector works together to reinforce greater company-led innovation, the BIM role will provide important boundary-spanning support to companies.*

2.7.7 Outcome 3: Supporting greater innovation. *St Andrews initially led on Outcome 3 and facilitated the articulation of appropriate sector actions. As a result, a proposal was put forward to RCDG that the sector run a series of Innovation Challenge events (similar to sandpits/ AIMdays/ Chiasmus) to raise awareness of the capability and capacity of HEIs to address the innovation challenges of business and industry, either as generic issues or across specific sectors. In addition, it was suggested that University Technology Scotland (<http://www.university-technology.com/>) be used to support Innovation Challenge events through its development as an open innovation platform (Virtual Open Innovation Centre Scotland, VOICeS). These 2 proposals have been discussed at RCDG and the Innovation Challenge proposal is now being developed by one of the sector groups for collaborative sector-wide action.*

2.7.8 Outcome 4: Entrepreneurialism. *St Andrews will launch a new Strategic Plan in AY 2018-19, with "Entrepreneurial St Andrews" as one of four major themes. Most recently, using development funding from the Medical Research Council Developmental Pathway Funding Scheme and Scottish*

⁵ https://www.st-andrews.ac.uk/physics/news/Panda_news/kd_prosppart_14_07_17.php

Enterprise High Growth Support Programme, we have enhanced enterprise support to develop technologies closer to market, found spin-out companies, and promote a number of entrepreneurship programmes, ranging from our internal Ideas Explosion Competition to national schemes (Scottish Institute for Enterprise, Converge Challenge and Enterprise Campus). *The University will provide an enhanced and improved range of personal development courses, based on enterprise, entrepreneurship, commercialisation and impact, to research staff through the University's personal development unit (CAPOD). Through the UIF sector group we will try to make these available to other University's staff (both research and support staff) to provide learning opportunities where none may exist and promote and support future best practice in enterprise and entrepreneurial support. During 2017-18, Faculty Associate Deans ran academic fora and learning & teaching events across the University promoting the adoption and inclusion of the 5 principles of enterprise and entrepreneurship (authentic problem solving, innovation and creativity, risk-taking, taking action and true collaboration) into undergraduate taught modules. Through the additional UIF funding for 2018-19 St Andrews will provide a range of enhanced support to develop technologies and potential spin-out and start-up companies, and will look to maintain this over the next 12-36 months, to deliver an increasing number of commercialization opportunities as prospective tenants of the planned Enterprise Centre at Eden Campus (see Section 5.8.2). In concert with this activity a range of bids have been made to the Tay Cities Deal to support infrastructure needs at Eden campus on which the development of the Enterprise Centre will rely.*

2.7.9 Outcomes 5: Promoting Scotland internationally. With the enhanced UIF funding we will engage in several new activities. We are in discussion with the Jiangsu Industrial Technology Research Institute (JITRI) to provide a collaborative innovation link between St Andrews and Jiangsu province (China) through Eden Campus and a new Innovation Hub within the proposed Enterprise Centre. Discussions include China – UK knowledge and technology development and transfer, student and research staff exchanges between the UK and China and cultural and social exchanges. St Andrews will also join the 7 other members of University Technology Scotland to promote St Andrews University technologies and research strengths more actively in North America. In addition as a member of NCUB the university is well represented on the NCUB Konfer platform, aimed at providing companies with information about university member's strengths in R&D.

2.7.10 The two remaining UIF Outcomes 06: Supporting inclusive growth and 7: Ensuring equality and diversity remain core to and deeply embedded in the ethos at St Andrews. We will continue to work with and across the sector to determine how St Andrews might usefully contribute to and participate in collaborative activities under UIF for the benefit of St Andrews, the sector and Scotland. We have nominated a St Andrews representative to the UIF sector group considering E&D to ensure we promote and support best practice in regard to inclusion, equality and diversity.

2.7.11 In further UIF activities St Andrews will engage in PraxisAuril's UK pilot of a Capability maturity Model, aimed at determining the viability of such an exercise and with a view to leading a UIF-sponsored initiative in Scotland modelling Universities individual capabilities. This would provide a suite of information on where specific KE expertise lay and be useful as a guide to both the HE sector and other public bodies when seeking help and expertise. It would also constitute a very simple first step towards cross-sector support for better/best practice, wherever it was found.

2.7.12 The UIF is also supporting a unique collaboration between QMU and St Andrews in the provision of back-office intellectual property (IP) and company formation support. Through access to expertise at the University of St Andrews, this 3-year collaboration will enhance QMU's commercial

exploitation of new products processes services and know how, and embrace a move towards simplifying the IP landscape for QMU staff. St Andrews staff will also learn through supporting QMU staff, leading to the adoption of better practice across both institutions.