

Industry Partnerships

Video Transcript

What is Industry Engagement?

As part of The University of Glasgow's College of Medical, Veterinary and Life Science's Innovation, Engagement and Enterprise (IEE) team, the Industry Partnerships team, supports researchers and clinicians across the College by providing guidance and support for engagement with industry and other external partners.

Often referred to as university-industry collaboration, industry partnerships, or knowledge exchange, industry engagement includes a broad range of interactions between a university and external partners and involves the exchange of knowledge and ideas to enhance capability and understanding. In the context of the IEE strategy, however, industry engagement covers the development of academic and external partnerships across all disciplines within MVLS, to address real world challenges.

Why is Industry Engagement important?

Industry engagement is important because it is a key mechanism to make academic research accessible and understandable to a global audience, by delivering solutions, involving, and empowering communities, and increasing accountability and visibility of research. It is a way to address unmet needs in society, connecting researchers with external partners to demonstrate the applicability and impact of research in the real world.

It creates business relevant teaching and research, drives new innovations, attracts critical funding for research and economic development, and is a way to support translation of research to a point when licensing or spin out could be an opportunity.

Outputs of industry engagement also have wider benefits, including cultivating highly skilled graduates, generating better job opportunities, promoting engagement with communities, and creating an environment where research undertaken at universities benefits society as broadly as possible.

Industry engagement is one of the key mechanisms for undertaking translational research, which involves using research findings to create new products or services, and brings innovations developed in the lab to potential users, such as healthcare providers, industry, governments, and the general public. Further information on translational research can be found using the link below this video.

Types of industry engagement

Engagement can be small, focused on a single proposal, or can involve strategic partnership, in which the university and an external partner work together on a number of related projects and activities: from sponsored research to student recruitment, to curriculum development, and philanthropy, amongst others.

Ways to engage with industry include:

- Collaborative research, where research across the translational pipeline, from preclinical investigations to clinical trials, is jointly pursued by the University and external partners, commonly with public, or joint funding.
- Contract research, where research and development activities, focused on a specific application, are undertaken by the University, commissioned, and funded by the external partner.
- Consultancy, where applied research and development activities, and/or expertise and advice are provided individually by an academic, commissioned and funded by the external partner.
- Studentships, where an external partner fully funds, or helps fund research at PhD level in collaboration with the university hosting the study.

In addition to partnerships designed to deliver specific bodies of work and research outputs, engagement with external partners can cover a much wider scope of activity, including use of facilities or services provided by the university, or interactions that support upskilling opportunities within staff and student communities. Examples include student placements, internships and staff secondments, workforce training and skills development, graduate employment opportunities. External partners can contribute to curriculum development, give guest lectures, or sponsor events.

What support is there for Industry Engagement within the College of Medical, Veterinary and Life Sciences?

The Industry Partnerships team can help you to identify the best mechanism, or mechanisms for engagement. The team supports researchers at all stages of their career, from early career researchers to senior academics, facilitating the development of the relationship with the external partner.

We also provide support via our links to a wide network of support teams, including [IP & Commercialisation](#), [Contracts](#), the [Translational Research Initiative](#), and cross-college and cross-institutional translational research teams, project coordinators, funding council networks and connections to industry.

Closing.

For more guidance and information on available support, please visit the [MVLS IEE webpages](#), or contact us using the details below the video with any questions regarding engaging with an external partner.