Division of Research

Deputy Vice-Chancellor (Research) & Vice President
Professor Brian Boyle (Acting)

Pro Vice-Chancellor (Research)
Professor Emma Johnson

Pro Vice-Chancellor (Research Training) & Dean of Graduate Research
Professor Laura Poole-Warren

Deputy Dean of Graduate Research
Professor Jonathan Morris

Pro Vice-Chancellor (Research Infrastructure)
Professor Grainne Moran

UNSW Innovations*
Dr Kevin Cullen (CEO)

Research Services
Daniel Owens (Executive Director)

Research Strategy and Partnerships Office (RSPO)
Warwick Dawson (Director)

Michael Crouch Innovation Centre (MCIC)
Brad Furber (COO)

Researcher Development Unit (RDU)
Cecilia Stenstrom (Director)

Graduate Research School (GRS)
Margaret O’Byrne (Director)

Mark Wainwright Analytical Centre (MWAC)

* Controlled Entity

RSPO - supporting the UNSW community, with expert advice on research strategy, partnerships and funding
RSPO – why the change?

• The merging of the Research Strategy and the Research Partnerships offices means:
  o We can provide a service assessing how research would be most competitively positioned and provide support that meets those needs;
  o We work across the portfolio to offer assistance to researchers and research support staff in all aspects of project and career development;
  o There is increased knowledge of the whole research picture with contract and consultancy together with cat 1 funding;
  o Increased access to diverse expertise; and
  o The larger view allows us to address the larger issues on the current research landscape such as Research Impact and the Innovation Agenda
<table>
<thead>
<tr>
<th></th>
<th>2012</th>
<th>2013</th>
<th>2014</th>
<th>2015</th>
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<tbody>
<tr>
<td>Projects*</td>
<td>236</td>
<td>242</td>
<td>279</td>
<td>374</td>
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<tr>
<td>Total Value</td>
<td>31.5m</td>
<td>35m</td>
<td>24m</td>
<td>33.3m</td>
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<tr>
<td>Industry</td>
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<td>35%</td>
<td>54%</td>
<td>54%</td>
</tr>
<tr>
<td>Average</td>
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<td>141K</td>
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<tr>
<td>New partners</td>
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<td>113</td>
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<tr>
<td>Rep partners</td>
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</tr>
<tr>
<td>Total CI 1</td>
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<td>129</td>
<td>151</td>
<td>208</td>
</tr>
<tr>
<td>New CI 1</td>
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<td>74</td>
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<tr>
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<td>37%</td>
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<td>38%</td>
</tr>
<tr>
<td>Indirects</td>
<td>6.1m</td>
<td>6.7m</td>
<td>4.1m</td>
<td>5.3m</td>
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</table>
RSPO Support and Services

- **Reviewing and advising on research applications and research development more broadly**
  - Advising on the right avenues for funding
  - Working across UNSW, the sector and external to form research collaborations and consortia
  - Addressing the national research agenda and responding the issues on the national and international research landscape
  - Responding to changing government research agendas

- **Training researchers**
  - in industry engagement

- **Scoping projects**
  - Research component & deliverables
RSPO Support and Services

- **Pricing**
  - Direct and indirect costs, paid outside work where applicable

- **Contracts**
  - UNSW template contract research and consulting agreements
  - Review of sponsor templates
  - Coordinate with Legal Office if required
  - Execution

- **Relationship management** with sponsors
  - Throughout the project – and ideally on to the next one!

- **Training researchers**
  - in industry engagement
Partnership Pathway/Menu

Strategy:
- Easy to do business with
- Repeat business

Opportunities @ UNSW

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Success: Perception vs Reality
<table>
<thead>
<tr>
<th>Common Ground</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Graduate Recruitment</td>
</tr>
<tr>
<td>• Awards</td>
</tr>
<tr>
<td>• Scholarships</td>
</tr>
<tr>
<td>• Guest Lectures</td>
</tr>
<tr>
<td>• Mentorships</td>
</tr>
<tr>
<td>• Industry Nights</td>
</tr>
<tr>
<td>• Site Visits</td>
</tr>
<tr>
<td>• Internships</td>
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<tr>
<td>• Co-op Sponsorships</td>
</tr>
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</table>

RSPO - supporting the UNSW community, with expert advice on research strategy, partnerships and funding
What is an Innovation Precinct?

• At the basic level – Free hot desk space for industry collaborators, entrepreneurs and students to work while they build and maintain relationships with UNSW Researchers

• At the advanced level – large scale innovation parks that combine research, IP commercialisation, entrepreneurship, incubators and accelerators, investment capital, student start-ups, multi-national R&D centres, manufacturing and more
OK, An Innovation Precinct is one thing, but why Torch?
Why does UNSW want Torch?
Why does UNSW want Torch?

- Created by MOST in 1988
- Now over 150 high tech zones and science parks across China
- One of the world’s largest and most successful experiments in innovation and entrepreneurship
- 50,000 companies
  - Total R&D budget exceeding RMB 347 billion (A$72 billion)
  - Contribute 7% of China’s GDP
  - Access to an industry network at a time of unprecedented growth in China’s R&D spending

But the relationship is not exclusive. UNSW will actively be seeking Australian and other International partners for the Precinct
Why does Torch want UNSW?

• China actively wants to innovate – significant Central Government messaging and support

• Move away from copy-cat manufacturing
  – Develop new and diversified products
  – 1st step is to recruit innovation to China
  – Central and provincial government support (grants; tax concessions)
  – New “go global” emphasis to China’s innovation strategy

• Access
  – Technology and expertise
  – Global networks and international engagement
  – Students

• Reputational benefit

• Commercial and market returns
What will the Torch network do for UNSW?

• The Torch Park network is not passive
  – Both Torch Central and individual Torch Parks actively:
    • Seek collaboration and investment opportunities for their companies
    • Recruit/offer additional government support for those collaborations

• Australian landing pad for International industry partners

• Overseas landing pad for Australian industry partners and student start ups

We are already receiving collaboration requests combined with offers of government support
UNSW – MOST Signing Ceremony

Great Hall of the People - Beijing

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Torch Innovation Precinct @ UNSW
Launch Event
Grand Hyatt Hotel – Beijing
Summary

• Two phase approach to Innovation Precinct

• UNSW will provide support to engaged researchers

• Solar/PV a priority area for launch

• Torch provides access to motivated industrial partners
Objectives 2016

Contribute to the achievement of UNSW 2025 objectives
- Academic Excellence A1 – competitive grant funding
- Knowledge Exchange B3 – industry funding

- Increase the proportion of UNSW researchers engaging with industry, government, other external partners:
  - Workshops on identifying partners and preparing a pitch
  - Discussions with potential partners as appropriate
  - Identify suitable international sources
  - Convert more alumni into research partners

- Continue to strengthen partnerships – moving along the pathway

- Increase income and average project size