**Fostering Business Partnerships**

The University of Oxford thrives on diversity and the breadth of its world-class expertise attracts collaborations with industry and business across the globe. OXFORD has helped build relationships with major pharmaceutical companies, and HEF has helped build collaborations with bodies like OXREN, an Oxford-based organisation that supports UK clinical trials. The Division is one of the largest biomedical research centres in Europe, with over 2500 people involved in research, and the University is ranked the best in Europe for industry. Target discovery, translational research and early stage characterisation have all been identified as key collaboration areas between researchers and industry.

In March 2012 the University announced a strategic alliance with UCL, a research-driven company, to develop innovative research in immunology and neurology. The Oxford–UCB Neurology Partnership is funded by a contribution of £3.6m from UCL and Oxford over three years, supporting up to ten projects developing translational medicine in areas such as neurodegeneration and inflammatory bowel disease. The project will be collaborative, with material flowing between the partners, and will be aimed at improving the standard of care for patients.

**Building Knowledge Exchange Capacity**

With support from HEF, the University has established a Knowledge Exchange and Impact Team (KEIT) to work across the central services to take a lead in transforming the role of the Posters Competition and Research Showcase event.

Oxford Impacts articles have been particularly well received. This series of A5 flyers, each briefly outlining in accessible language the nature and impact of a piece of research, can be combined into a tailored portfolio for distribution to individual students or at specific events. The series has been highly praised by the UK Research Councils and others as a prime example of best practice in knowledge exchange.

Oxford@Said seminar series focusing on the commercialisation of academic work has been particularly well attended. The seminar series, which promotes entrepreneurship and innovation, helps researchers and business development colleagues to build relationships with policy makers and government departments. The seminar series also offers networking opportunities, and attendees have the opportunity to discuss how to embed business-related research in a university's core activities. A range of activities supported by KEIT are helping to ensure that the skills and experiences developed at Begbroke become firmly embedded in the NLS Division's wider activities. KEIT is focusing on improving dialogue with regional and national business, increasing academic awareness of business needs and opportunities, and developing strategic collaborations between business and the University.

Supporting University funding, the Oxford Discovery Service has established Business Development teams which have been active in being very keen academics and supporting discussions with a range of companies, both large and small, that wish to engage more with the University. Having recently signed a major collaborative research agreement with BP, the University has also signed an agreement to set up the Long Oxburgh Centre for Construction Engineering, which will focus on research with an emphasis on construction processes.

Further Information

The Pro-Vice-Chancellor for Research, Professor Ian Walmsley, is responsible for the Higher Education Innovation Fund (HEIF) institutional award, which the University of Oxford received from the Higher Education Funding Council for England (HEFCE) for the period 2012–2015. The HEIF awards closely linked the University to a key UK government initiative to stimulate University–Industry collaboration in areas which are of critical importance to the UK economy, such as engineering. The HEIF award is closely linked to the OxfHEF TSB Catapult Centre initiatives. Other KEIT initiatives include coordinating the University's participation in the Oxford Innovation 2012 and University of Oxford Innovation 2013 initiatives.

The University's Knowledge Exchange and Impact Team (KEIT) works with business development staff and academics from many disciplines to facilitate informal networking events, which are proving to be a productive way of bringing together academics and business people. These events adopt a flexible format and address particular themes, which have recently included Neuroscience, IT and Medical Technology, Drug Discovery, Neuroscience and Cybersecurity.

The University’s Begbroke Science Park – where science and industry meet – has already provided the building blocks for business support for the Mathematical, Physical and Life Sciences Division (MPLS). Begbroke showcases industry-facing research and involves many academic units and external companies, as well as providing a nurturing environment for young businesses. It is widely regarded by the UK Research Councils and others as a prime example of how to embed business-related research in a university’s core activities. A range of activities supported by KEIT are helping to ensure that the skills and experiences developed at Begbroke become firmly embedded in the MPLS Division’s wider activities. KEIT is focusing on improving dialogue with regional and national business, increasing academic awareness of business needs and opportunities, and developing strategic collaborations between business and the University.

Supporting University funding, the MPLS Division has established Business Development teams which have been active in being very keen academics and supporting discussions with a range of companies, both large and small, that wish to engage more with the University. Having recently signed a major collaborative research agreement with BP, the University has also signed an agreement to set up the Long Oxburgh Centre for Construction Engineering, which will focus on research with an emphasis on construction processes.

The OxCIS and Oxford initiative brings together leaders from the academic and business worlds to drive innovation and development of treatments for serious diseases affecting millions of people. This will in turn have benefits for patients and the economy.

David Milliken, Director for University and External Relations
Welcome

The University of Oxford is a world leader in research and teaching. Its research is at the forefront of science, medicine, social science, humanities, law, and business. The University’s teaching engages students of all ages from around the world, and Oxford alumni include many of the world’s most influential people. The University has 11,000 staff and 20,000 students from 150 countries.

Entrepreneurial Skills and the Knowledge Economy

The University fosters creative, entrepreneurial activity by its staff and students, works with the public sector and local businesses to stimulate corporate growth and contributes to the knowledge economy naturally and beyond.

Activity within the University is spearheaded by the Oxford Centre for Entrepreneurship and Innovation (OCSI), housed within the Said Business School, which aims to inspire, educate and support University members in their ambition to start their own businesses. OCSI’s activities span teaching and training, venture creation via a Seed Fund and other initiatives, and networks and outreach. Support from HEI enables the Centre to leverage the University’s entrepreneurial expertise and experience to accelerate business creation within the University and more widely. The Centre is a driver for entrepreneurship programmes such as Oxford Entrepreneurs and the Oxford Centre for Innovation’s entrepreneurship education and training.

“Entrepreneurial activity exists in all forms of people communicative with all others in the world...”

**Student participant, The Student Consultancy**

**The Student Consultancy** gives me valuable CV and application material. It really taught me how to think in a different way and communicate effectively with all sorts of people.

The FSU Centre offers entrepreneurial skills within its broad range of business training – designed for external participants – and a venture-centric portfolio to include business mentoring and credit-bearing postgraduate courses in venture capital and healthcare applications of nanotechnology.

The Careers Service advises students and researchers about entrepreneurship as a career option, and has used HEI funding to support The Student Consultancy, a highly successful scheme that offers up to 100 students a term the opportunity to undertake eight-week projects with local organizations. Armed with a cash in management consulting, student participants become part of banks looking at sector management or project management. These projects have included planning and fertilizers for a novel project, intellectual property for a start-up and错or development of economic strategy, for a frozen yogurt brand. Speakers get hands-on work experience and the opportunity to learn and develop skills that will help their employment prospects, while employers gain invaluable training and ideas, trained in basic management consultancy skills.

In the broader community, the University is engaging closely with the Local Enterprise Partnership (LEP). Oxford and Oxfordshire’s local enterprise partnership to create an innovation strategy for Oxfordshire HEF funding is allowing the University to play a full role in promoting economic growth in the region, drawing on its expertise to lead the creation of the LEP Innovation Strategy. The University is also working with the City Council to develop the City’s new Economic and Innovation Strategy. Oxford Centre for Innovation to develop the Oxford Centre’s new framework, which seeks to provide business and cultural relationships attractive to entrepreneurs and ambitious young companies.

Entrepreneurial activity exists in all forms of people communicative with all others in the world with a completely different perspective...

**Account Director, Operator Channels, Microsoft Ltd**

I found the Knowledge Exchange events valuable because I was able to talk to leading academics who look at the world with a completely different perspective...
Fostering Business Partnerships

The University of Oxford thrives on diversity and the breadth of its world-class expertise attracts collaborations with industry and business across the globe. The HEF funding is highly valuable in this area, allowing the University to entertain and innovative existing activity while supporting innovative new initiatives.

A prime example is the University's Medical Sciences Division, where HEF support is enabling business development expertise to pursue new commercial relationships with industry, leading to collaborative projects and contract management support for academic staff. The Division is one of the largest biomedical research centres in Europe, with over 5,000 people involved in research, and the University is best in Europe for medical research.

Target discovery, translational research and early research, and the University is rated the best in Europe for the Division is one of the largest biomedical research relationships with industry, coupled with project and development expertise to pursue new commercial opportunities, and address particular themes, which have recently included Neuroscience, IT and Medical Technology, Drug Discovery, Neuroscience and Cyberscience.

In March 2012 the University announced a strategic alliance with UCL, a research-driven company, to develop innovative research in immunology and target discovery. The Oxford-UCL partnership is funded by a contribution of £3.6m from UCL over three years, supporting up to ten projects developing translational medicines in areas such as rheumatoid arthritis and inflammatory bowel disease. The projects will be collaborative, with material flowing between the partners, and will aim to be on the market over the next twenty years. A 2:1 strategic alliance has also been formed between Merck and the University’s life sciences division to target and coordinate interdisciplinary activities, stimulate new opportunities and spread best practice.

Businesses seeking practical advice to solve a scientific or technical problem, or an authoritative consultant to advise on business strategy, will find the University's world-class expertise and experience. The University's Business Development team (known as the Oxford REACH) will provide the University's expertise through a range of services including consultation, project management and partnership development. The team's goal is to ensure that the expertise, knowledge and opportunities offered by the University are used in the best possible way to help businesses.

Building Knowledge Exchange Capacity

With support from HEF, the University has established a Knowledge Exchange and Impact Team (KEIT) within its central business services to take a lead on transformative research by the Oxford Internet Institute (an Oxford University initiative) in information science, and Oxford University, Oxford University and HEF, a team of experts in the Oxford Internet Institute.

The KEIT team has established a number of initiatives to help businesses understand and engage with the digital economy. The team has worked with businesses to help them understand how to embed business-related research in a university's intellectual challenge. In addition, OUC facilitates access to equipment and technical services based in University departments. The team's goal is to ensure that the expertise, knowledge and opportunities offered by the University are used in the best possible way to help businesses.

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The team’s goal is to ensure that the expertise, knowledge and opportunities offered by the University are used in the best possible way to help businesses.

Further Information

The Vice-Chancellor for Research, Professor Ian Walmsley, is responsible for the Higher Education Innovation Fund (HEIF) institutional award, which the University of Oxford is eligible for. The University’s Research Committee and the University of Oxford are working in partnership with the Oxford Internet Institute (OII) to support the Knowledge Exchange and Impact Team (KEIT) to facilitate knowledge exchange and impact for University staff. The team has established a number of initiatives to help businesses understand and engage with the digital economy.

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