
Mathematical, Physical & Life Sciences Divisional Office, 9 Parks Road, Oxford OX1 3PD

Dear Colleague

Collaborating with Industry: Workshops for Oxford academics (2013)

I am delighted to invite you to attend a series of workshops convened by the MPLS Division.

The primary aim of these workshops is to help academics grow and diversify their research funding through collaborating with industry. Working with industry is one of many opportunities in an increasingly diverse landscape of funding sources, but it can have particular benefits, for example, collaborations with industry offer excellent opportunities to achieve REF impact.

The series of workshops will explore how working with industry differs from traditional grant funded projects. It will also seek to demystify industry, provide an awareness of the support available at the University, and will, we hope, leave attendees feeling well-equipped to both win and deliver collaborations with companies.

We have just completed a successful first run of the series to academics in a selection of MPLS Departments – feedback from attendees has been very positive – and we are now in a position to extend this invite to the rest of the Division, and EPSRC-funded academics in the Medical Sciences Division. Further repeats may be held later in the academic year.

Details of the workshops are as follows:

Workshop 1: “What is industry looking for?” will focus on typical industry priorities, the benefits to each party of successful collaborations and how they differ from grant funded projects. Dr. Chris Towler, Director of Oxford Spin-Out Equity Management ([OSEM](#)), will talk about the industry perspective of collaborations with academics.

12:15 – 2:15pm Monday 18th February 2013 (6th week)

Workshop 2: “How to find and engage with industry partners” will look at how to build relationships with companies and tailor research proposals accordingly. An Oxford PI will talk about their experiences of industry collaborations.

12:15 – 2:15pm Monday 25th February 2013 (7th week)

Workshop 3: “Resources, support and guidance at Oxford” will provide an overview of the resources available across the University to assist your dealings with industry. Speakers from Research Services and Isis / Oxford University Consulting will be present.

12:15 – 1:30pm Monday 4th March 2013 (8th week)

The workshops will be held in the **Conference Room** at the **Oxford e-Research Centre** (7 Keble Road). Plentiful food and drink will be provided at all sessions, available from 12pm.

The workshops will be presented by members of the MPLS Business Development Team, with some interactive exercises facilitated by Dr Colin Wyatt. Colin is a research scientist by training with extensive knowledge of academic-industrial collaborations having been, most recently, the Director of Business Development at Imperial College. The sessions will be informal and interactive. A handbook of more detailed material will be provided and we can supply free business cards for attendees who come to all three workshops.

If you would like to attend all or any of the workshops, please email liam.curren@mpls.ox.ac.uk. Places are limited, so please reply by **Monday 11 February 2013**.

If you have any queries concerning the workshops please do not hesitate to contact me, or my colleagues John McCormack and Liam Curren.

I look forward to seeing you at the workshops.

Kind regards

Dr Stuart Wright

Head of Impact & Innovation – Mathematical, Physical and Life Sciences Division

On behalf of the MPLS Business Development Team

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