

Collaboration with a Small and Medium Sized Enterprise (SME)

BENEFITS

- Potential to commercialise your research spinout/joint venture
- Work experience opportunities for your staff
- New research ideas, publication opportunities
- Legitimacy/Kudos
- Networks
- Revenue
- Source of new researchers, students, employees

CHALLENGES

- Understanding what an entrepreneur can offer
- Matching internal pressure to engage with practical opportunities
- Clarifying what you want to achieve
- Learning how to deal with very different systems
- Overcoming your own bureaucracy
- Intellectual property rights

PREPARATION

- DISCUSS YOUR OBJECTIVES WITH A BUSINESS SUPPORT INTERMEDIARY
- BE SURE YOU HAVE THE RIGHT PARTNER:** Do some research on which SMEs are working in your field. Google to get contact details. Draw up selection criteria. Select target SMEs.
- SECURE A LIST OF POTENTIAL SME PARTNERS
- CONTACT OWNER/MANAGER OR RESEARCH MANAGER, SUGGESTING SCOPE FOR COLLABORATION

FACILITATORS

- GOVT PROGRAMMES WHICH BROKER LINKS BETWEEN SMEs AND HEIs
- FUNDING SUPPORT (E.G. INNOVATION VOUCHER)
- ASSESSMENT OF SME PROJECT POTENTIAL -SME MUST SATISFY ELIGIBILITY CRITERIA
- NON-GOVT SUPPORT ORGANISATIONS: (CONTACTS, PROJECT SCOPING, ADVOCACY, SOMETIMES FUNDING - BUT AD HOC)
- ENTERPRISE AGENCIES/CENTRES
- REPRESENTATIVE ORGANISATIONS- E.G. CHAMBERS OF COMMERCE
- BUSINESS INCUBATORS
- RESEARCH FOUNDATIONS (E.G. FRAUNHOFER, MAX PLANCK)
- HIGHER EDUCATION INSTITUTION (HEI) BUSINESS ENGAGEMENT PROGRAMMES & STRUCTURES
- TECHNOLOGY TRANSFER PROGRAMMES
- SCIENCE/INNOVATION CENTRES
- BUSINESS SUPPORT UNITS
- PRIVATE INVESTORS
- VENTURE CAPITAL ORGANISATIONS
- INDIVIDUAL INVESTORS - E.G. "BUSINESS ANGELS"

SCOPE OUT PROJECT OFFER A RANGE OF OPTIONS

- AGREE OBJECTIVES
- AGREE A WORK PROGRAMME
- AGREE RESPONSIBILITIES
- AGREE A TIME SCHEDULE
- CLARIFY COSTS

CO-OPERATION AGREEMENT (SETS OUT IPR PARAMETERS)

Knowledge Transfer

Need Help? www.support-project.eu

This programme has been funded with support from the European Commission