

Centre for Circular
Chemical Economy
SME Workshop
Introduction to BDE
08/09/21



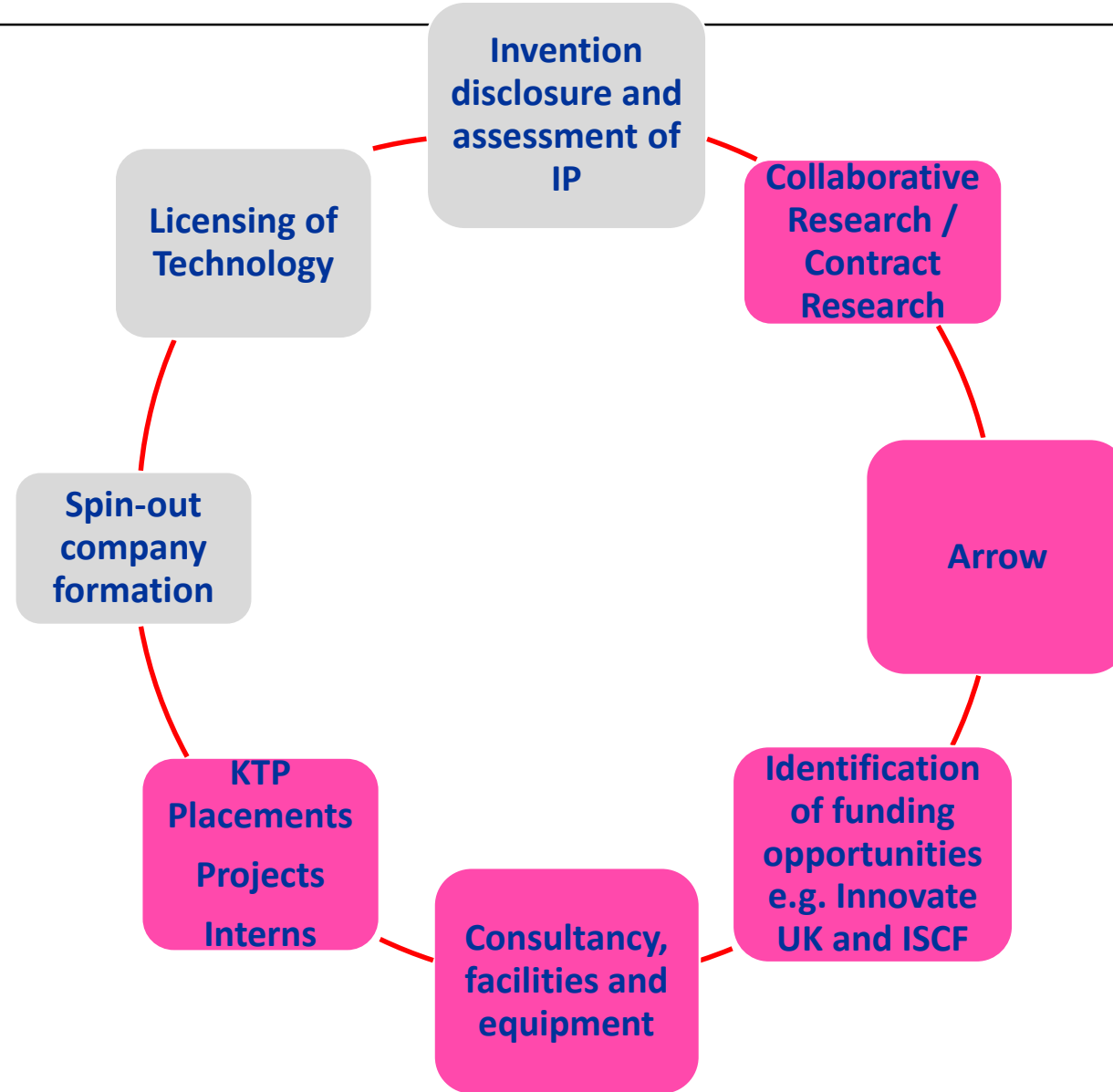
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From Newcastle. **For the world.**

Business Development and Enterprise (BDE)

- A BDE team sits in each of the three faculties to support all enterprise activities
- We cater for two main markets –
Internal – Academic staff and -**External** - public and Private sector Organisations
- Director Martin Cox



Consultancy, and Equipment / Facility use

- Performance of service in return for payment – ‘Cranking the Handle’
- No new foreground Intellectual Property
- Reliance upon expertise and interpretation

Commercially Funded Research

- Sometimes referred to as ‘Contract Research’
- Generates new foreground Intellectual Property
- IP owned by Company /Funder in return for payment

Collaborative research and funding

- Identify suitable research groups in University
- Enable collaboration from company in RCUK applications
- Enable inclusion of University on company-led bids as academic partner e.g. Innovate UK (30% limit)

Knowledge Transfer Partnerships (KTPs)

- Well known National scheme 40 + years
- Transfers a technology /method from the University to company
- Uses post graduate associates employed by University
- IP owned by company
- Typically 2 years
- Innovate UK Funded -67% for SME, 50% Larger
- R&D tax credits eligible
- Approx 14 across university
- High degree of associate retention

Arrow

- ERDF funded-North East standard region
- Eligible SME-No Cost
- IP resides with company
- Innovation Associates
- Provide market research, POC, Survey type services
- Manufacturing, Subsea, Renewables, Life Sciences , Creative, Digital.
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Any Questions?

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