

Industry Partnership Programme

Introducing SU²P- www.su2p.com

The Universities of Strathclyde, St Andrews, Heriot-Watt and Glasgow, together with Stanford University and the California Institute of Technology (Caltech), are collaborating in a project supported by Research Councils UK (RCUK), the Scottish Funding Council and Scottish Enterprise. This groundbreaking, commercially-oriented collaboration commenced in September 2009.

The initial research themes for SU²P include biophotonics, photonic sensors, solid-state lasers and nonlinear optics, integrated photonics and solar cells. Working groups comprising thought leaders from Scotland and the US will be established for each area. The initial themes are expected to evolve as new opportunities emerge. SU²P will support focused development projects, entrepreneurial fellowships and staff exchanges. The collaboration will also build a transformational industrial partnership programme and seeks to develop a strong investor network.

Maximising Business Benefits Through SU²P

Scotland's universities deliver world-class research outputs in photonics. However, academic excellence in photonics has not been translated into equivalent business benefits. SU²P aims to deliver a disruptive new approach to business engagement, with facilitated, flexible interactions between company and university researchers in Scotland and the US. The collaboration will work with company partners to understand their needs and then identify relevant investigators motivated to provide expert advice and/or deliver flexible project solutions to company requirements. Streamlined contracting will be also implemented for SU²P project activities.

SU²P presents an opportunity for a more strategic and fully embedded relationship with international research leaders and investigators in Scotland and the US. Company representatives will have inputs into future thematic and project areas for SU²P activity, and there will be a more collaborative approach towards leveraging new joint funding opportunities e.g. from the EU Framework, the Technology Strategy Board and the Scottish Funding Council Horizon Fund (SPIRIT).

The SU²P Industry Partnership Programme

SU²P will deliver these benefits through a structured Industry Partnership Programme (IPP). The SU²P IPP builds on the success of the Stanford Photonics Research Center (SPRC) Industrial Affiliates scheme, but is tailored to meet the specific needs of businesses in Scotland and the UK that have photonics as a core technology.

Two levels of partnership have been created: *partner* and *strategic partner*. The key aspects of each are summarised below

Partner benefits

- Development of a tailored plan identifying specific company requirements and areas of opportunity
- Identification / managed engagement with relevant Scottish investigators / research groups
 - Provision of £5,000 worth of company directed research/consultancy
- Identification / managed engagement with relevant Stanford investigators / research groups

- Participation in a Focus Day: full-day visit (or video conference) to Stanford with faculty/student presentations and lab tours tailored to company's area of interest
- Company receives discounted or waived registration fees to SPRC events
- Access to Stanford video archive
- Access to the Stanford annual symposium (September) and the Scottish symposium (March) events
- Participation in the Working Groups of one research theme
- Facilitated networking with senior representatives from SPRC affiliates, including companies (e.g. Sony, Agilent, Corning, Lockheed Martin), entrepreneurs and investors.
- Access to any leveraged funding secured.
- First look at IP (subject to partners' prior contractual obligations)
- Facilitated access to Stanford and Scottish students for recruitment purposes
- Foresighting, road mapping and strategic input to companies' technology plans

Strategic Partner benefits

Strategic partners benefit from all the offerings noted above for corporate partners, plus:

- A place on the SU²P Advisory Board
- Provision of £25,000 worth of company directed research/consultancy
- Access to the Stanford visiting scientist program (circa \$50k pa only for 'bench fees')
- Strategic, early-stage role and priority access to any leveraged funding secured.
- Input into strategic research themes and related SU²P activities
- Participation in the Working Groups of two research themes

Costs

Strategic Partners will contribute £50,000 per annum. The annual fee for corporate partners is £10,000. A 50% contribution to the total is available from Scottish Enterprise for Scottish companies which sign up for three years. This funding is already approved by Scottish Enterprise, and will be administered by SU²P. These monies are limited and will be available on a first come, first served basis.

Management of SU²P IPP

SU²P has an executive board with senior-level representation from all Scottish and US partners. The executive board will provide strategic oversight of the IPP and drive local execution of activity. SU²P has a dedicated Project Director who will be the first point of contact for partners and responsible for linkages with researchers, contract execution and delivery of company activity. Stanford / SPRC has a dedicated CEO who will oversee activity in the US. Research and consulting services will be delivered by mutual agreement with investigators and their institutions.

Next Steps

Companies interested in participating in the SU²P IPP should initially complete the enclosed form. A simple memorandum of understanding will be adopted to contract the partnership.

Application for approval by SU²P Executive Board

Company	
Contact name	
Telephone	
Email address	
Partnership level	Partner or Strategic Partner
Years committed	1 2 3
Payment qrtly/yrly	Qtrly / Yrly
Preferred academic point of contact	

Please return completed form to
Simon Andrews
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Email simon.andrews@strath.ac.uk
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FAQs Frequently Asked Questions

Q Do I need to apply to Scottish Enterprise to ensure they give matched funding?

A No- The SU²P Exec Committee has ensured that the process will be as simple as possible for the partners. A regular invoice will be issued to you by the University of Strathclyde. The SE contribution will be collected by Strathclyde in the background.

Q I am not in Scottish company, can I still get Scottish Enterprise help?

A We will pursue this with Scottish Enterprise and/or your local enterprise/development agency on your behalf.

Q What documentation is required?

A The attached contact details form is all that is required to start with. There will be a one short, simple contract. This document is being prepared now.

Q Is this just another loose trade body membership programme?

A No. SU²P is a real programme with real interactions. We are committed to ensuring that project monies are levered to give all partners substantial research activity related to their business area. The focused company days and other workshops should be fully exploited by company participants to engage in roadmapping and technology scouting for your future business.

Q Which academics would I have access too?

A The SPRC faculty are all available in principle. There are mechanisms being put in place for funds to flow to those academics who work with companies, so that they are suitably funded and incentivised to work with industry. Stanford has earned an entrepreneurial reputation and Stanford faculty are happy to engage with industry. Staff details are available here <http://photonics.stanford.edu/about/faculty>

There are some 24 senior academics across Scotland who have already agreed to participate and are named on the RCUK Science Bridges project offer. This group was named to show the broad commitment. The SU²P Exec Board are taking the broad view that the success of the programme will be greater if all Scottish academics are able to participate and there are no barriers to the involvement of any Scottish academic. Please let us know who you wish to engage with and we will facilitate. The biographies of the Scottish academics are being update here- <http://www.su2p.com/StaffProfiles.aspx>

Q How does the visiting scientist scheme work?

A Still in the planning stages the visiting scientist scheme is expected to be available for visits into academia or into industry. The visiting scientist scheme would have associated costs. The SU²P team will be actively pursuing leveraged funds to ensure that costs to companies are minimised. The SPIRIT bid is one example of the type of mechanisms that SU²P will pursue. If successful, this would allow a visiting scientist to/from industry into Scotland or Stanford for a year with no additional contribution required from the company. This would count as a research project. If the partner wished to have a simultaneous research project and visiting scientist activities, then additional costs would be involved and again SU²P would seek outside support to minimise costs.

Q What is in the video archive?

A See http://photonics.stanford.edu/resources/video_archive to see the titles of talks.

A wide range of photonics are presented by internationally leading experts. The resources section of the website also has other presentations in pdf form.

Q What is SPIRIT?

A The Scottish Funding Council are asking for proposals demand-driven knowledge exchange for Strategic Priority Investments in Research and Innovation Translation. SU²P has bid for £1.2M over three years to enable significant gearing on research projects large and small for both tiers of partner. If this is not successful, the Project Director will pursue other mechanisms to ensure maximum leverage for industrial partners.