



Industry Partnership Programme www.SU2P.com

The SU2P Industry Partnership Programme

SU2P is a collaboration of 6 universities that delivers a disruptive new approach to business engagement, with facilitated, flexible interactions between UK industry and university researchers in Scotland and the US. The collaboration works hand-in-hand with industry partners to understand their needs and then identify relevant investigators motivated to provide expert advice and/or deliver flexible project solutions to company requirements. The programme also provides an effective way for industry to contribute to and sustain the research and teaching of the departments and programs in which they have long term interests. SU2P presents an opportunity for a more strategic and fully embedded relationship with international research leaders and investigators in Scotland {<http://www.SU2P.com/StaffProfiles.aspx>} and the US {<http://photonics.stanford.edu/about/faculty>}.

The Universities of Strathclyde, St Andrews, Heriot-Watt, Glasgow and Stanford together with the California Institute of Technology (Caltech), are collaborating in SU2P supported by Research Councils UK (RCUK), the Scottish Funding Council and Scottish Enterprise. This groundbreaking, commercially-oriented collaboration commenced in September 2009 and builds on Scotland's universities world-class research outputs in photonics and strong links to Stanford and Caltech.

The initial photonic themes for SU2P include biophotonics, photonic sensors, solid-state lasers and nonlinear optics, integrated photonics and solar cells. Working groups comprising Scottish and US thought leaders from the academic collaborators and the Industrial Partners will input into future thematic and project areas for SU2P activity. The initial themes are thus expected to evolve as new opportunities emerge.

SU2P specifically supports focused development projects, entrepreneurial fellowships and staff exchanges which both facilitate and are facilitated by this transformational Industrial Partnership Programme and a related investor network.

In addition 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). Streamlined contracting will be also be an aim for SU2P project activities.

SU2P Benefits

SU2P will deliver these benefits through this structured Industry Partnership Programme (IPP) open to companies across the UK. 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 or enabling technology.

The Project Director 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. (Specific research and consulting services will be delivered by mutual agreement with investigators and their institutions.)

SU2P acknowledges support from Research Councils UK and the Scottish Funding Council for this programme which is delivered in partnership with Scottish Enterprise.

SU2P Industrial Partnership

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 a waived registration fee to the annual SPRC Symposium (USA September)
- Company receives a waived registration fee to the annual SU2P Symposium (UK March)
- Company Receives discounted registration fees to other SPRC events
- Unlimited Access to the substantial Stanford video archive (for a full list of titles - http://photonics.stanford.edu/resources/video_archive)
- Participation in the Working Groups of one SU2P research theme
- Facilitated networking with senior representatives from SPRC affiliates, including companies (e.g. Sony, Agilent, Corning, Lockheed Martin), entrepreneurs and investors.
- Opportunity to participate in leveraged collaborative research, technology transfer and knowledge exchange
- Licensing opportunities across participating universities' IP portfolios (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 *partners*, plus:

- A place on the SU2P Advisory Board
- An additional £20,000 (totalling £25,000) worth of company directed research/consultancy
- Access to the Stanford visiting scientist program (note: fees apply[†])
- Strategic, early-stage role and participation in leveraged collaborative research, technology transfer and knowledge exchange programmes
- Input into strategic research themes and related SU2P activities
- Participation in the Working Groups of two research themes

Costs[‡]

The annual fee for Partners is £10,000.

The annual fee for Strategic Partners is £50,000.

[†] If a company wants to place a visiting scientist at Stanford for 1 year the total fee is \$100K/annum

[‡] **Note:** A contribution to up to 50% 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.

Next Steps

Companies interested in participating in the SU2P IPP should initially complete this form. A simple contract agreement will complete the partnership.

Application for approval by SU2P Executive Board

Company			
Contact name			
Telephone			
Email address			
Partnership level (✓)	Partner	Strategic Partner	
Years committed (✓)	1 year	2 years	3 years
Payment Frequency (✓)	Quarterly		Yearly
Preferred academic point of contact			

Please return completed form to
Iain Ross, Director SU2P
director@SU2P.com
Tel +44 (0) 141 548 4120
Fax +44 (0) 141 552 1575

SU2P
University of Strathclyde
Wolfson Centre
106 Rottenrow
Glasgow
G4 0NW