

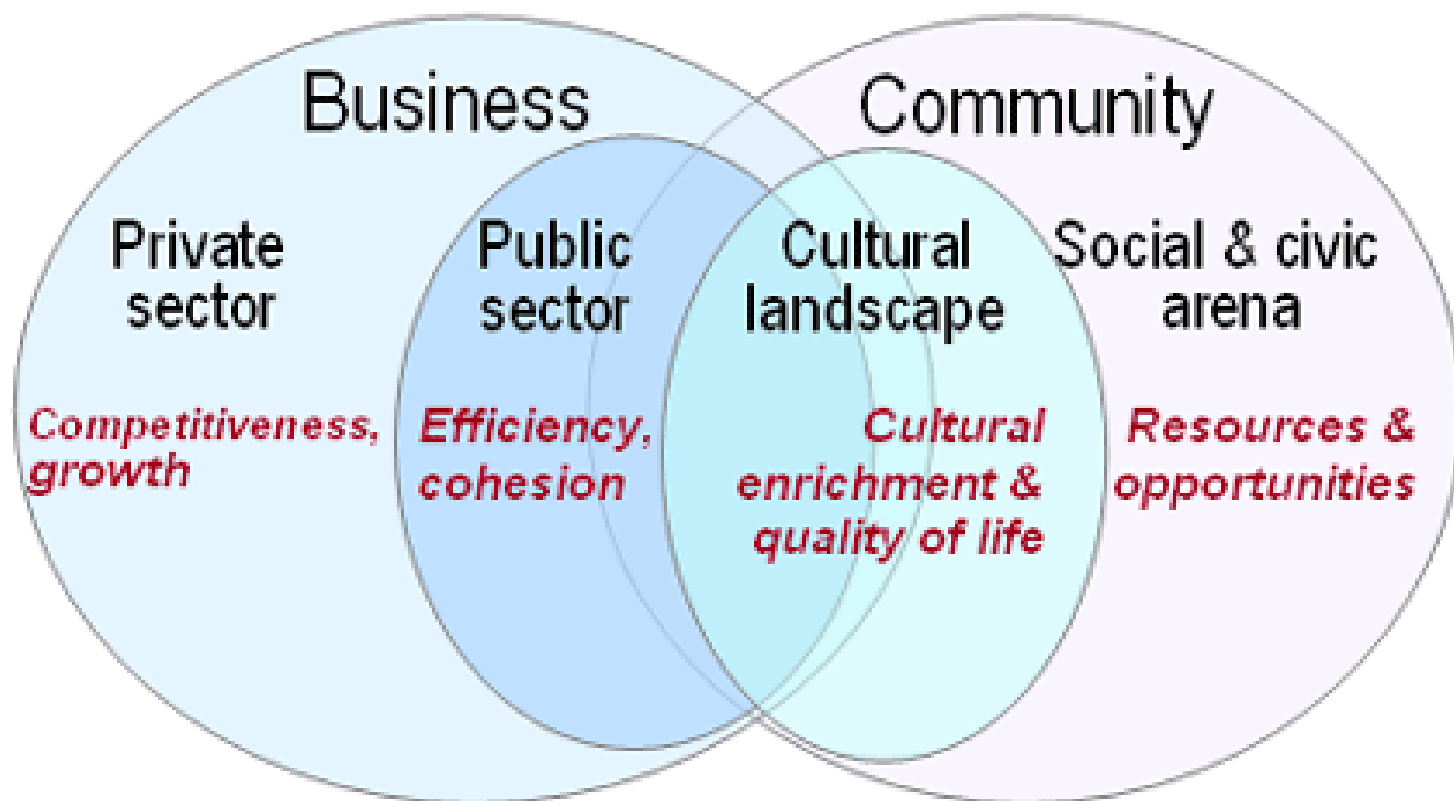
University ~ **Business** Interactions : Measuring value added

5th June 2009

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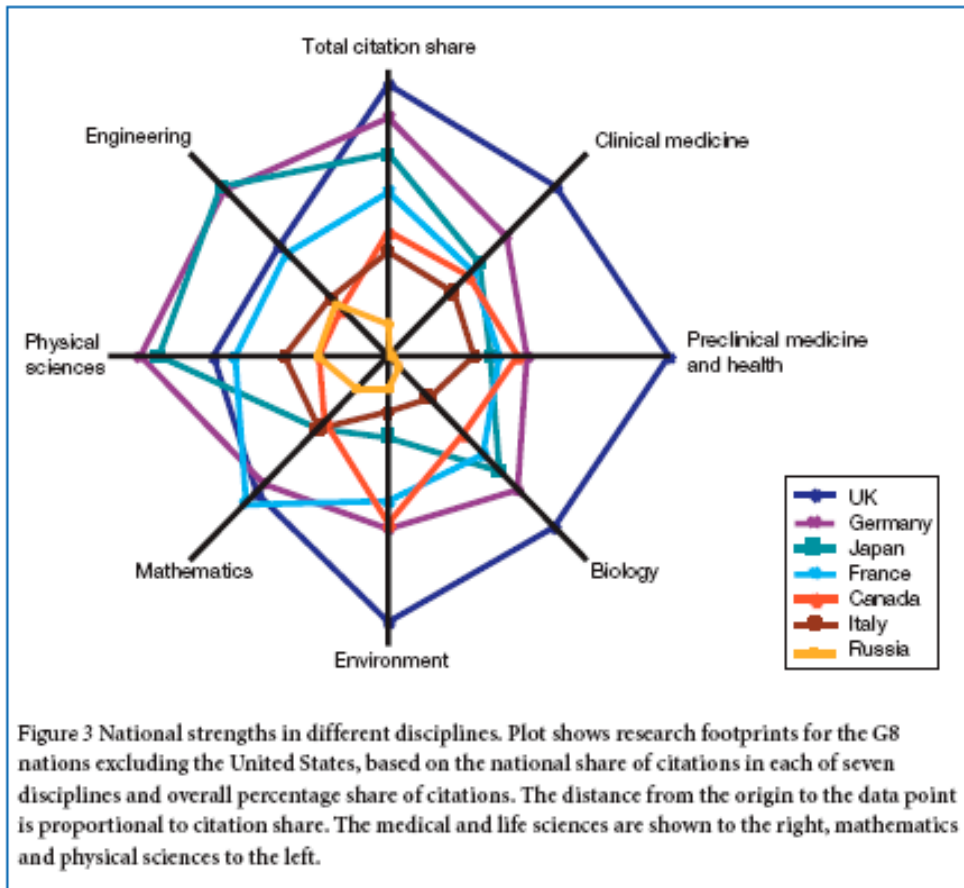
Spread of activity

Scope and typical *outcomes* of Business & Community engagement



Note: This diagram does not represent scale of activity

Definitions of success

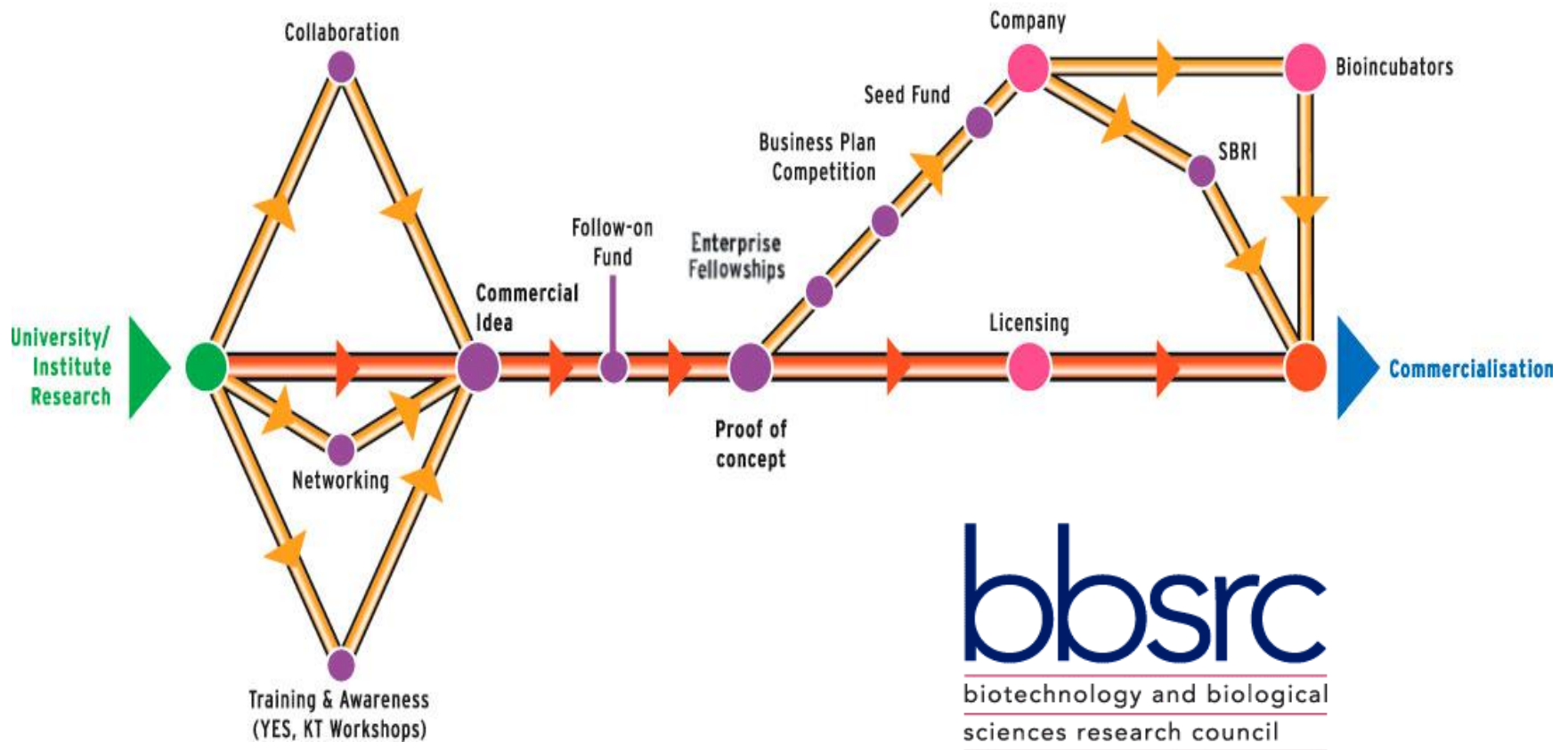


From David King's "The Scientific Impact of Nations" Nature 430, 311-316, July 2004

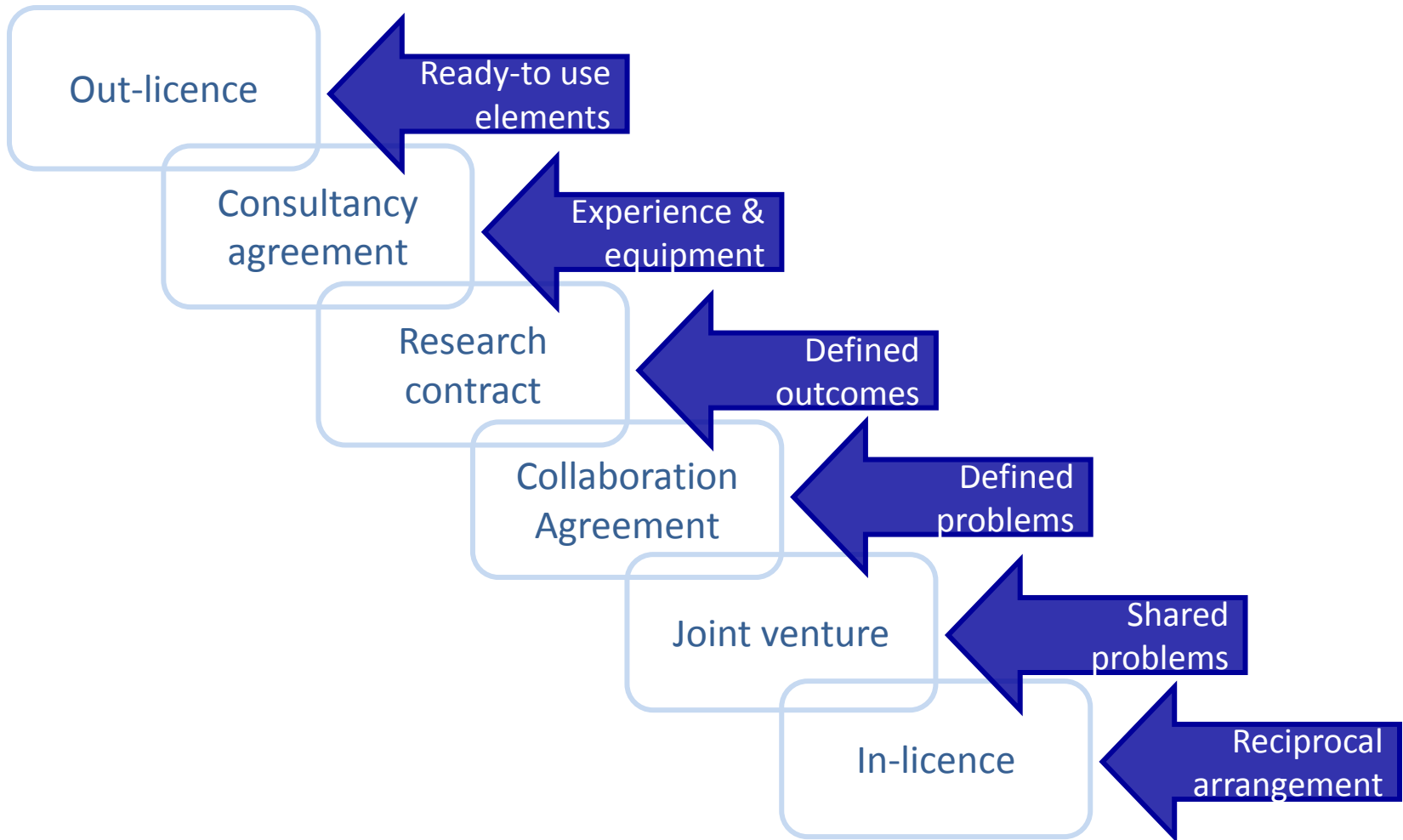
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Opportunities for industry interaction



Range of outcomes



The pyramid of partnership



Recent examples

Model	Benefit for Industry partner
Facility sharing	Access to world-class facilities
Collaborative research	Contact with individual academic groups
Clinical trial	Access to key opinion leaders and clinical resources
Studentship	Establish relationship with key scientists in strategic fields and develop projects together
Strategic alliance	Long term relationship yielding preferential partnering and efficient project administration
Funding scheme	Keep abreast of technology generated in areas of strategic interest and have first sight of licensing opportunities
Industry-funded Institute	Influence on strategy and/or option for IP

Facility sharing

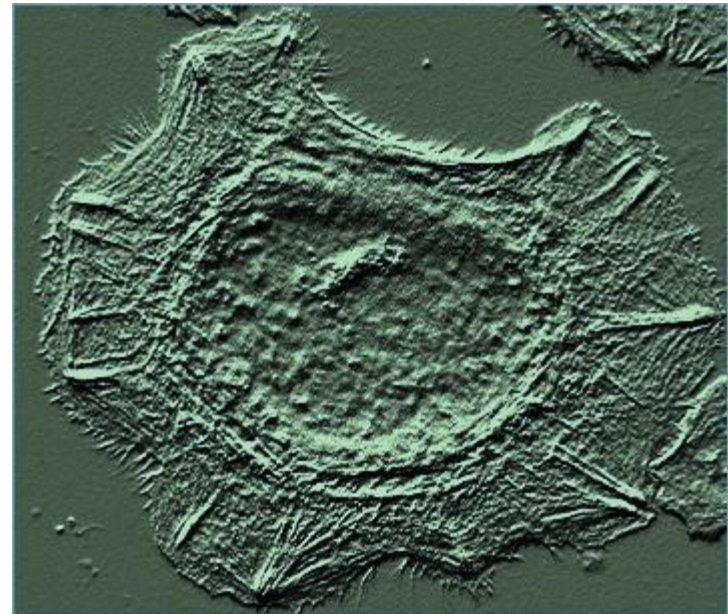
STUCTURE

- Imaging by Light Microscopy (FILM)
- State-of-the art equipment for confocal microscopy and live-cell imaging
- Informatics and technical support for Imperial scientists and external users
- Attractive for company collaborations.

PROJECT

GSK collaboration with Professor Dorian Haskard on chemokine receptors in atherosclerosis

Observed the subcellular components of a whole blood vessel.



Collaborative research

STRUCTURE

- Project funding and staff exchange for Dr Kenji Okuse
- Promotes co-operative, innovative and interdisciplinary science
- Allows the company to tap into other contacts with network

PROJECT

- Company scientist transferred to University lab for 2 years
- Identify novel targets for pain control from components of lipid rafts in sensory neurones



'TORAY'

Members of the consortium have published over 280 papers since establishment in 2002

Strategic alliance

STRUCTURE

- Academic Alternative Drug Initiative (aADI)
- Strategic alliance where GSK has committed funding for a series of project in chosen areas
- GSK has opportunity to enhance their pipeline
- Imperial gains industry knowledge and technology and resources
- £25million over 5 years funding around 50 projects

PROJECTS

- Projects assessed on criteria such as innovation, fit with GSK's strategy, clear deliverables and scientific excellence
- Professional programme management
- Alliance Managers of both sides ensures efficient reporting and project execution



Proof of concept programme

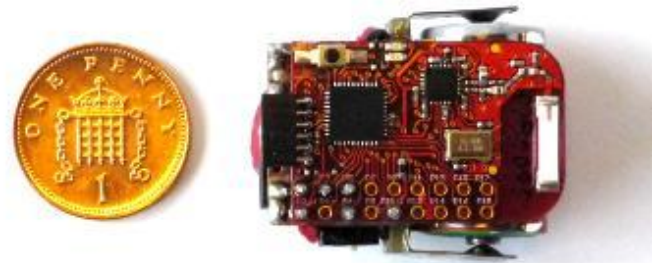
STRUCTURE

- Funding for proof of concept projects
- Matching funding from Imperial Innovations
- Allows J&J insight into world-class research in their areas of interest
- No rights in data and no grant of IP to J&J
- Second round awarded in 2008, total \$800k

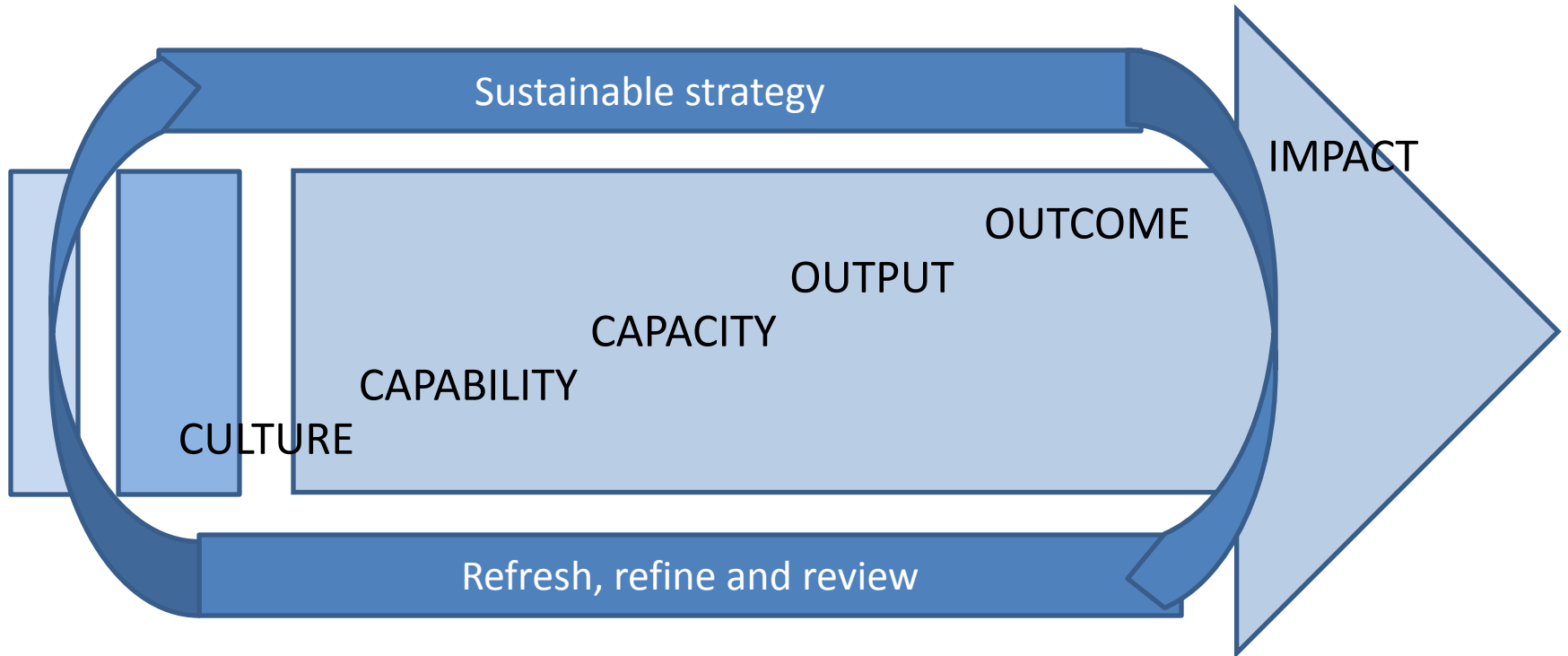
PROJECTS

- Portfolio of 10 projects funded (plus 2 previous projects)
- eg development of a prototype breathing monitor for monitoring apnoea, which results in 5,000 deaths a year
- Scientists within J&J mentor the projects and provide commercial perspective

Johnson & Johnson



Evolution of third-stream funding



Overview and commentary From Higher Education Innovation Fund Round 4
Institutional Strategies, Published October 2008 (www.hefce.ac.uk)