Research Office Linkage Program Workshop

Partner Organisations

Thursday, 24 July 2014
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Partner Organisations

• Who is a partner?
• How to approach a partner organisation?
• Building and maintaining a relationship with a partner
• Help from Research Office, Faculties, Corporate Engagement
Who is a partner?

A partner is an organisation is a
• government body (federal, state, local)
• company
• not for profit
who one wants to engage in
• collaborative research (MQ IP)
• contract research (Partner IP)
• consultancy
How to approach a partner organisation

• Approach your RPM or HPD
• Research the organisation you will approach
• Send a 1-2 page pitch
• Invite partner or group of partners to MQ
• Leverage your affiliation with a Centre, etc.
• Mentality – You want to solve their problem, answer their question or research their topic
Plan your Linkage Pathway

• **Partnership Seeding Grant** – up to $10,000 for 6 months to develop a relationship with a partner

• **Enterprise Partnership Scheme** – Partner contributes $10,000-$50,000 (matched by MQ) for 1 year pilot to lead to a Linkage application or
Building & maintaining a relationship with a partner

• Market yourself well
  – Keep your academic profile up-to-date
  – Accept / do interviews with the media as appropriate

• Be willing to accept a smaller project or consultancy first

• Discuss important issues up front and early
  – IP
  – Budget
  – Agreement / Contract
Building & maintaining a relationship with a partner (cont.)

- Have a strong contact / PI as an involved champion
- Good and regular communication throughout the project
- Plan next phase / follow up research early
- Plan for a sponsored research project in case Linkage is unsuccessful
- Give back, e.g., conduct seminars for partner
Sponsored Research

• Categories 2 and 3
• Two types
  – Collaborative – MQ IP, 25% admin fee
  – Contract – Partner IP, 125% fee
• MQ preferred position – MQ owns IP
• Must enter into a research agreement through RO Legal
• DVC-R only signs agreements and has final OKs
Help from RO, Faculties and Corporate Engagement

- **FRMs** – Discuss your proposed project (academic partners and focus of your research)
- **RPMs or HPDs** – Plan and approach your external partners
- **Corporate Engagement** – Assist in sourcing partners
- **MQ Foundation** – foundations & donors
- **Access MQ** – tenders, consultancies, some contract research
Summary

- Find the right partner with right contact person/champion
- Contact your FRM and RPM/HPD early
- Communicate well and be up front from the beginning
- Solve the partner’s problem / be flexible
- Regular communication (face-to-face important)
- Get feedback at end of project
- Don’t be afraid to do a sponsored research!
- DVCR’s ambitious 10 year target – tripling research income