

Innovation, Impact and Business (IIB) Division

Service areas within IIB

The Innovation, Impact and Business Division leads the delivery of the Business Engagement Strategy, has oversight of the Knowledge Exchange Framework and delivers income targets for collaborative research, innovation and commercial education. IIB works across the RD&I and skills landscape by: **driving impact** – supporting academics to develop impact; **connecting partners** - helping build links with potential partners locally, nationally and globally; **creating opportunities** - helping to structure relationships and create opportunities for collaboration using national and regional funding; and, **generating value** – supporting income generation; such as IP licensing, spin-outs, consultancy, facilities access, training services and entrepreneurship across the University.

The new Faculty and Departmental structure that will deliver the 2030 Strategy provides significant opportunities to raise the profile of knowledge exchange, with new academic posts for business engagement and innovation being created.

1. Outline of the Service Delivery Model for IIB that will be organised around Faculty structures

The new Faculty and Department structures will access IIB via a new Faculty level “Innovation Hub”. The current IIB “Heads of Sector” will provide the PS Partner role for IIB into the Faculties and to Cornwall. Their role is currently and will remain externally focused, developing partnerships and managing a team of sector specialists that support academics to identify, develop, and generate value from external partnerships. Through the Faculty facing “Innovation Hub”, the Heads of Sectors will bring together a team of named individuals that will support the delivery of aligned services and will signpost to the full range of supporting services offered by IIB.

The Heads of Sector will be the first point of contact for the new Faculty PVCs and the APVC Business Engagement and Innovation. This team will also provide support for the Department BEI leads.

Aligned services (i.e. those services which will have a named individual aligned to the Faculty) include:

<i>Sector specialists</i>	A team of sector specialists support partnership development and knowledge exchange, provide account management of strategic and corporate partnerships, secure collaborative research and innovation funding, to deliver collaborative research programmes and projects with external partners and support a range of education activities. This activity has a regional, national and international scope.
<i>Programmes and Projects</i>	Faculties will each have a set of programme and project staff (externally funded and employed to deliver project outputs) that will be embedded or aligned with faculties.
<i>Degree Apprenticeship Hub</i>	The Hub brings together IIB and matrix managed ESE staff that support Faculties and Departments to develop new DAs, identify business opportunities and sell DAs and related services.
<i>CPD and Exec Education</i>	In the case of the Medical School and Business School, IIB staff support programmes of CPD and Executive Education.
<i>Student Entrepreneurship</i>	The team provides access to student entrepreneurship and venturing support through a student start up incubator as well as access to the iKEEP project.
<i>Contract Research and Consultancy</i>	The team provides support with contract research and consultancy projects and liaison with Legal Services.
<i>Commercial and spin-outs</i>	Support for academics with IP, licensing and spin-outs, from proof of concept funding to raising investment.

IIB has a range of support services which will be available to the Faculties and Departments, but where we do not expect there to be named individuals. These Support Services include:

<i>Knowledge Transfer Partnerships (KTPs)</i>	The KTP managers support the development of projects, lead the development of funding applications and support in the delivery of ongoing KTP projects.
<i>Industrial Studentships</i>	Support for the development of Industrial Student projects including Faculty liaison, finance, contracting and student recruitment.
<i>Translational Funding</i>	Access to the Impact Accelerator Accounts, the Policy Social Fund, the Open Innovation Fund, and other Translational Funds available to all Faculties and Departments.
<i>Regional Policy and Civic Agreements</i>	Development and management of the Civic University Agreements, regional representation with local government and business support organisations, LEPs and supporting regional policy.
<i>SETsquared Exeter</i>	Provides support for start-ups and scale ups that work with University to develop R&D and innovation linkages. The team provides business acceleration services and support for founders of University Spin outs and Student Start Up services as well as access to investor funds, Entrepreneurs in Residence and mentors. Delivery of the University Enterprise Zone.

2. Will there be differences in service delivery between Faculties or associated Schools?

All Faculties will have access to the same range of IIB services, however the scale of the resource available to each Faculty will be determined by the scale of the Faculty and the nature of the Knowledge Exchange activity undertaken therein. For example, 75% of Degree Apprenticeships will be delivered in ESE, and that will be reflected in the resource available to support that activity in that Faculty. This will be reviewed on a regular basis by the IIB Senior Management Group in liaison with the Faculties.

3. Are there any additional considerations for service delivery in Cornwall?

At the time of writing the Cornwall IIB Team is of significant size due to the presence of ESIF funded projects supporting academics to work with SMEs across a range of sectors. These projects will gradually close during 2022 and 2023. We will be undertaking a review of the team to ensure that this is properly resourced to deliver the range of services in Cornwall.