• Consultancy
  • Carrie Rye (10 mins)

• Research Facilities and Research Income
  • Neal Whitfield (10 mins)

• Promotion: Laboratory Tours and Events
  • Rebecca Adams (5 mins)
What is Consultancy & Why do it?

• Does not normally create new knowledge

• Allows organisations to benefit from the University’s existing expertise & skills

• Can be a great way to build relationships which can lead to research contracts and impact

• The University is a charity so consultancy projects have to be run though a separate company as they don’t meet charitable criteria
Will the project result in demonstrable public benefit?

- **YES**
- **NO**

Will the project create or lead to new research or knowledge?

- **YES**
- **NO**

Will the University be able to use IP for academic purposes AND/OR will dissemination be permitted?

- **YES**
- **NO**

Is any private benefit to the sponsor incidental?

- **YES**
- **NO**

**CONSULTANCY**

**CONTRACT RESEARCH**
University Consultancy

Is processed through University of Exeter Consulting (UoE Consulting Ltd) who provides:

- Professional indemnity insurance of up to £10million
- Accounting and invoicing services
- Support in preparing and executing contracts
- Negotiation of the best possible commercial rates
- Marketing via website and use of University branding
- Support for building partnerships with contractors

UoE Consulting charges 15% up to £3,000 to cover costs
Receiving Payment

When there are personal payment there is a choice of two methods of receiving payments;

1. Directly through payroll
2. Into a Personal University Account (or PDA)

To ensure compliance with HMRC regulations each tax year a declaration as to which payment method used needs to be made.

This cannot be changed until the start of the next tax year.
Example Consultancy projects

Use of the DNA Sequencing services – income brought in to support a piece of equipment

Individual Athlete assessment – An ongoing contract to carry out health/fitness testing of athletes

CALM – Producing bespoke parts for businesses

CEE – Strategic Energy Study for Devon County Council
Support Provided by RKT for Consultancy

- Scoping the project
- Proposals support – Frameworks EOIs, ITTs and PQQs
- Sponsor registrations
- Quality assurance ISO9001
- Pricing
- Contract negotiation and management
- Feedback on successful and unsuccessful bids
- Insurance and risk
- Stakeholder and client relationship development
Research facilities

• Facilities/equipment used primarily for research, shared across several projects

• Costs include depreciation, maintenance, consumables, technical operating staff, space costs

• Facility costs can be claimed on grants as EITHER estates costs OR as explicit research facility costs

• Estates: easy to administer, automatically added to bids

• Explicit research facility: complex audit and admin requirements, manual addition to bids required but potential to generate more research income than estates (upwards of £0.5m per year)
## Current Research Facilities

<table>
<thead>
<tr>
<th>Facility</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>DMAC</td>
<td>Dynamic Marine Component Test Facility. Replicates ocean movement to rigorously test components.</td>
</tr>
<tr>
<td>Multiphoton Lab</td>
<td>Two laser scanners offering non-linear imaging, which has many advantages over standard scanning microscopy.</td>
</tr>
<tr>
<td>Research Vessel</td>
<td>The boat that supports the marine renewable energy projects.</td>
</tr>
<tr>
<td>SWMTF</td>
<td>South West Mooring Testing Facility. Tests objects that will be moored, to enhance the understanding of coupled behaviour.</td>
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<tr>
<td>Aquarium Geoffrey Pope</td>
<td></td>
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<tr>
<td>Aquarium Penryn</td>
<td></td>
</tr>
<tr>
<td>Bio-imaging</td>
<td>Suite of seven microscopes.</td>
</tr>
<tr>
<td>BSU Geoffrey Pope</td>
<td></td>
</tr>
<tr>
<td>CAT3 Lab</td>
<td>To enhance understanding of mechanisms of bacterial pathogenesis. Contains four cabinets.</td>
</tr>
<tr>
<td>Greenhouses</td>
<td>Glasshouse constituting three compartments each with independent climate control and lighting.</td>
</tr>
<tr>
<td>Growth Rooms</td>
<td></td>
</tr>
<tr>
<td>LCMS</td>
<td>Liquid Chromatography Mass Spectrometry. Identifies the chemical constitution of substances.</td>
</tr>
<tr>
<td>OmniLog PM System</td>
<td>Evaluates phenotypes in microbial cell-based assays.</td>
</tr>
<tr>
<td>Psychology Cognition</td>
<td>Animal behaviour area for cognitional analysis.</td>
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<tr>
<td>Psychology Fish Lab</td>
<td>Aquarium for behavioural observation.</td>
</tr>
<tr>
<td>Solexa</td>
<td>Gene sequencing service.</td>
</tr>
<tr>
<td>HPC</td>
<td>High Performance Computing. Sourcing of equipment currently in progress.</td>
</tr>
<tr>
<td>BSU Hatherly</td>
<td></td>
</tr>
</tbody>
</table>
Research facility admin/audit requirements

• Process required to ensure costs are put on all relevant bids

• Monthly timesheet completion and sign-off for all facility usage

• Monthly timesheet completion and sign-off by staff operating facility (if staff included in facility rate)

• Annual business case completion to estimate future costs and usage of facility
Directly incurred technicians

- Employed specifically for a single externally funded research grant (timesheets required for EU grants), or
- Employed in part for a single externally funded grant and completing timesheets for most sponsors
- Grant sponsor reimburses a proportion of salary cost as research income
Pool technicians

- Employed for core university purposes but named on a specific externally funded research grant to provide technical services in relation to that project

- Grant sponsor reimburses a proportion of salary cost as research income, estimated from a grade-averaged rate
Infrastructure technicians

- Employed for core university purposes but identified from annual survey as providing support for research activity in general
- Grant sponsor reimburses a proportion of salary cost as research income, estimated from a TRAC rate calculation
Research Support

• Research finance support staff will help ensure research facility or technician resource on projects identified and costed correctly

• Costing system requires sign-off that these costs are included where necessary

• Developing reports for facility managers and College Senior Management to better understand ongoing inclusion and recovery rates on grant applications and awards
University income & costs by activity
From TRAC analysis

Exeter
RESEARCH COST RECOVERY = 65%

Peer Group average
RESEARCH COST RECOVERY = 79%

Additional surplus @ 79% recovery: £21m
Cost recovery by research sponsor type

Percentage Research Cost Recovery

- Internally funded research including QR income
- PGR Supervision
- Research Councils
- Other Government Departments
- European Union
- UK Charities
- Industry & Other

Exeter Peer Group A average

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Key messages on research cost recovery

• Research does not recover its full costs
• Other HEIs recover more than us, we have room for improvement
• We compare well on funded research (*but not charities*)
• We compare badly on own-funded R and PGR activity
• REF2014 will have closed the gap a bit
How Technical Services staff contribute to research income generation

• Research facilities
• Directly incurred technicians
• Pool technicians
• Infrastructure technicians
How you can get involved?

• Ideas
• Marketing
• Lab Tours and Events