

Consultancy and Contract Research

Working with external partners such as companies, public sector and government clients can be a great way to improve the impact of your work, obtain funding, develop new research material and build links. When this work is carried out on a non-grant basis it is either classed as contract research or consultancy.

Contract Research is REF attributable research actively funded by industry or government and will lead to new knowledge generation. Consultancy is the provision of expert advice, analysis and interpretation which draws upon the expertise and knowledge of University staff or facilities. Consultancy can often be used as a stepping stone to larger research projects and is a good first step to engaging with non-academic partners.

IIB is here to help you. We work with you and your College to support the development and management of projects with non-academic partners. The earlier in the process you get in touch, the more we can do to help you.



Top tips

1. The earlier you contact IIB the more support we can give you to develop the project
2. When carrying out consultancy projects a share of the day rate is available to you either through payroll or into a PDA account
3. It is sometimes hard to distinguish if a project is contract research or consultancy, the team has lots of expertise and can help with this decision
4. Contract research and consultancy projects can be a great way of seeing real-world applications of your research and can be used as a demonstration of impact
5. Making equipment and facilities available to external clients through consultancy can generate income to help maintain and develop the facility

Innovation, Impact and Business support

We can support you by:

1. Providing assistance with all stages of the project from initial scoping through to contract negotiation and management
2. Calculating consultancy day rates / liaising with research finance for contract research costings and then negotiating prices with the client
3. Contract preparation, negotiation and execution
4. Tender submissions and portal registrations
5. Marketing of consultancy services via UoE Consulting Ltd website
6. Identification of funding opportunities

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