

Meeting of the South Bank University Enterprises Ltd Board

2.00 - 4.00 pm on Thursday, 30 April 2020
in MS Teams

Agenda

<i>No.</i>	<i>Item</i>	<i>Pages</i>	<i>Presenter</i>
1.	Welcome and apologies		PI
2.	Declarations of interest <i>Members are requested to declare any interest in any item on the agenda.</i>		PI
3.	Minutes of the previous meeting	3 - 6	PI
4.	Matters arising	7 - 8	PI
Items to discuss			
5.	CEO Report	9 - 16	LC
6.	Management accounts	To Follow	KW
7.	Enterprise income update	17 - 44	LC
8.	Budget 2019/20 update and management charge	Verbal Report	KW
9.	Tenant report	45 - 52	LC
Items to note			
10.	IP update	53 - 56	LC

Date of next meeting
2.00 pm on Tuesday, 14 July 2020

Members: Paul Ivey (Chair), Michael Cutbill and Richard Flatman

Apologies: Rebecca Warren

In attendance: Keith Would, Linsey Cole, Michael Broadway and Kerry Johnson

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**Minutes of the meeting of the South Bank University Enterprises Ltd Board
held at 2.00 pm on Tuesday, 12 November 2019
Clarence Centre for Enterprise and Innovation**

Present

Michael Cutbill
Richard Flatman (Vice-Chair, in the Chair)

Apologies

Paul Ivey

In attendance

Michael Broadway
Linsey Cole
Phil Newman
Rebecca Warren
Keith Would

1. Welcome and apologies

The Board noted that the Chair had sent apologies to the meeting. The Board agreed Richard Flatman to chair the meeting.

The Chair noted the quorum for the meeting was any two directors.

2. Declarations of interest

No member declared an interest in any item on the agenda.

3. Minutes of the previous meeting

The Board approved the minutes of the meeting of 23 July 2019, subject to a minor amendment.

The Board noted the difference in the July 2019 management accounts forecast (in minute 6) to the year end position in the draft financial statements and requested that this was reviewed.

4. Matters arising

The Board noted the matters arising from the previous meeting.

The Board requested updates on tenants, debtors and the SBE business plan at its next meeting.

5. CEO Report

The Board discussed the CEO report.

The Board discussed the enterprise income forecast for 2019/20 and that the focus is on delivering higher-value projects. The Board noted that the Q1 forecast would be reviewed and an update brought to the next meeting.

The Board noted the ongoing engagement work with academics.

6. Research and enterprise update

The Board noted the REI update and requested a more detailed forecast for its January 2020 meeting.

7. Budget 2019/20

The Board discussed the draft budget, 2019/20 which forecast a deficit. The Board requested that the budget is reviewed and that a surplus is budgeted. The Board noted that a shared services agreement with LSBU is being drafted and that the management charge for LSBU services is being reviewed.

8. Audit findings

The Board noted the audit findings report. There were three specific findings below KPMG's triviality threshold relating to the audit of South Bank University Enterprises Limited (SBUEL) that had not been adjusted.

9. Draft financial statements

The Board discussed the statutory accounts which showed a profit of £106k.

The Board noted that a gift aid payment may be made to LSBU if final calculations on tax deductible items return a taxable profit. The Board noted the need to plan for an annual profit to avoid depleting company reserves.

The Board noted that the administrative expenses had increased from the previous year and requested an update on this.

The Board supported the accounts being prepared on a going concern basis and noted that it had requested a surplus budget for 2018/19.

The Board approved the accounts, subject to including the tax figures.

10. Letter of representation

The Board approved the Letter of Representation which contained standard representations only.

{Secretary's note: the Board approved an updated letter of representation by email on 21 November 2019 to include a representation on a claim against the company}.

11. **Staff bonuses**

The Board discussed and approved the proposed bonuses as moderated by the CEO.

12. **Salary review**

The Board discussed the review of salaries in the company, which had been externally benchmarked.

The Board approved the updated salaries as set out in the updated paper tabled at the meeting, backdated to 1 August 2019.

The Board requested that out-dated job descriptions are reviewed.

The Board requested that a follow-up salary review is undertaken in two years.

13. **Contract terms change proposal**

The Board approved the updated contract terms for SBUEL staff.

**Date of next meeting
2.00 pm, on Monday, 2 March 2020**

Confirmed as a true record

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SOUTH BANK UNIVERSITY ENTERPRISES LTD BOARD – THURSDAY 12 NOVEMBER 2019
ACTION SHEET

Agenda No	Agenda/Decision Item	Action	Officer	Action Status
4	Matters arising	Updates on tenants, debtors and SBE business plan requested at next meeting	Linsey Cole / Governance	Tenant report on agenda (includes debtors update) SBE format and business plan under discussion
6	Research and enterprise update	More detailed REI forecast requested	Linsey Cole	On agenda
7	Budget 2019/20	Budget and management charge to be reviewed	Keith Would	On agenda
12	Salary review	Out-dated job descriptions to be reviewed	Linsey Cole	Complete

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Agenda Item 5

CONFIDENTIAL - RESTRICTED TO MEETING PARTICIPANTS	
Paper title:	CEO Report
Board/Committee:	SBUEL Board
Date of meeting:	30 April 2020
Author(s):	Linsey Cole, Acting Director Research, Enterprise and Innovation
Sponsor(s):	Paul Ivey, Managing Director SBUEL and Chief Business Officer and Deputy Vice Chancellor Innovation
Purpose:	For Information
Recommendation:	For information and discussion

Executive Summary

The Board is asked to note the update on activity to end of March 2020

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SBUEL Board – CEO Update April 2020

This report provides operational updates on SBUEL activity between November 2019 and April 2020.

Before Christmas, the contractual changes for SBUEL staff that the Board agreed at the last meeting have been implemented. The SBUEL staff survey results were reviewed and an action plan was submitted to HR as part of the wider REI action plan: key actions focused on engagement with the wider LSBU Group and the HR project (more detail on this is below in the Operations and Systems update).

Since the Covid-19 closures, SBUEL colleagues have been working closely with academics across Schools and with our funders to review contracted projects: for projects that rely on accessing specialist facilities, activities may need to pause until there is access to the campus. Some clients have asked to pause activity, due to furloughing their teams, which will lead to delays on contracted income being secured. Enterprise funders are also refocusing funding to address issues associated with Covid-19: for example, the GLA were due to publish new ESF funding calls in late March but this has now been delayed and it is expected that these will have a focus on addressing the employment and skills challenges that will result from Covid-19. The deadline for the narratives for the first Knowledge Exchange Framework (KEF) has also been extended to 16th October 2020.

Engagement with Schools

The Business Development team have been assessing existing projects for potential impact of the lock-down to staffing and project delivery and looking at the pipeline to develop strategies to minimise income loss going forward. The Strategic Projects team has been working with lead academics for European Social Fund (ESF) and European Regional Development Fund (ERDF) projects to continue project delivery, with a focus on activities that were mid-way through testing or product development.

Other activity with Schools includes:

- Work with the School of Business to establish new revenue from Continuing Professional Development (CPD) delivery.
- Within the School of Engineering, plans are being agreed to continue the work of the Innovation Centre. A new Technical Development Manager has been

appointed to the Innovation Centre, which will create opportunities to work more closely with the Business Development Manager to focus on proposals and bids with increased quality and to increase revenue going forward.

- The Simulation for Digital Health (SimDh) ERDF project has successfully recruited a SimDH Research Fellow, who will deliver projects to enable iteration and validation of digital health products and services. They will work across three Schools (Applied Sciences, Health and Social Care, and Engineering) on a project-by-project basis to drive delivery of activity resulting in new products & services, as well as research outputs.

Engagement with Students

Throughout the 1st semester of 2019/20, the team worked with 1944 students through delivering 35 sessions embedded within curricula across the university. We engaged 519 students in 27 extra-curricular events. In collaboration with the School of Arts and Creative industries and the School of Business, we supported further recruitment and training for the South Bank Collective and the Business Solutions Centre initiatives to provide students with real world experience of working with clients.

In March 2020, following the Covid-19 closures, delivery of all student-facing events and activities has moved online. Positive feedback has been received from students and colleagues involved in the three extra-curricular and two in-curricular sessions delivered to-date. The second Idea Hub programme, which supports students and recent alumni to validate an idea for a new business, has also recently started with all sessions accessible online. The new entrepreneurs have successfully progressed from Idea Hack to the 5-week programme, where they are furthering development of their business ideas.

Engagement with Tenants

The mid to long term future of the 2nd floor of the Technopark was agreed at an Executive meeting in December 2019 which confirmed that the 2nd floor of the Technopark would remain as a tenant space until at least 2021. Tenants had

already been identified in anticipation of this decision and they will be signing leases in the near future.

Following government guidance the Clarence Centre, Blackwell's and the Technopark are currently closed, with tenants working home from during this time. The team is in contact with tenants on a regular basis and our messages follow government advice and guidance. There will be an impact on future tenancy operations, but the full impact is not yet known. The Finance Team have revised the tenant income to reflect a potential loss of income for the three-month period from April to July 2020 due to the Covid-19 close down. At this stage, we are following government advice on accessing the offices and believe that this downward revision will not be for the full three months, but will keep this under review and the Board updated.

Tenants continue to make internal moves after expansions and we are back filling spaces that became vacant: two companies will move out of the Clarence Centre once the offices reopen. New occupiers have already been identified and will move in once they are able to do so.

Recent tenant engagement includes:

- An event with the Centre for Mental Health promoting the Mental Health First Aid Training through a research project in partnership with the School of Applied Sciences.
- A visit to the Marvel Studios for students in the School of Arts and Creative Industries, organized by LocationWorks. The same company are looking to help develop a new Apprenticeship Standard in partnership with the University.
- 9 tenants applied to host LSBU students on internships this summer. The internships have been delayed

Engagement with community

Southwark Council were awarded funding for the Local Access Programme. However, it will be less than the initial £1.6m requested in the original submission.

The Local Access Programme has been placed on hold until operations return to normal. The University will continue to act as a partner in the Programme.

Other activities for the community include:

- The ESF-funded Digital Grid project delivered a capacity-building event in early March, its first Curriculum Review Event online in late March and currently has five students in a work placement with a second cohort planned for late April. The project has secured additional capital funding of £82k, but currently there is an embargo on the procurement of goods.
- London Agri-Food Innovation Clinic (LAFIC) delivered a bootcamp for 27 food related businesses in early March and has since had eight new applications for academic support from bootcamp attendees.
- LAFIC has been offering bespoke direct support to small food manufacturers to design and implement 'Virus Risk Management' and 'Business Contingency Systems' and procedures in response to Covid-19. These SMEs are at the forefront of providing food to the front line services responding to the pandemic.
- Access2Innovation (A2i) registered 21 new businesses onto the project between January and March 2020. Four of these have converted to live projects, and a further 11 are in scoping with academics across the School of Engineering and Built Environment.
- A bootcamp for our tech ERDF programmes was planned for March on Fundraising and Investment in Tech but this was postponed due to Covid-19. The team are organising virtual support in the interim across the projects, to enable continued project delivery.

Operations and systems

REI has transitioned well to remote working. The 2019 Working Smarter project ensured nearly all staff had up to date laptops and were already trained on MSTeams use. Most files had been migrated from share drives though some remained in OneDrive. The Operations team has provided additional coaching sessions and guidance for users as they transition to remote working to ensure they get the best use out of MSTeams.

Update on development projects:

- We now have a test system for the Haplo Bio/Profile module that puts academics in charge of their own external profile management. We are working with stakeholders to finalise the input fields. Marketing have agreed to replace the LSBU website PeopleFinder with direct output from Haplo and we also plan to publish Research Centre information directly. This approach will transform our ability to maintain an up to date public face for our research and enterprise activities.
- The implementation of the Differentiated Services project, the restructuring across REI and Finance of our approach to proposal and project management to deliver greater value is inevitably impacted by the current Covid-19 situation. Appropriate timing is uncertain, but we remain committed to implementation to improve service delivery for Schools and external partners.
- REI HR development is ongoing, with an initial focus on induction and recruitment.
- CPD infrastructure: MediaSphere/PowerHub training had identified issues with both the system and content across proposition/presentation. The Operations team is about to review and build the systems roadmap working with the supplier; at present we see this as a university specification issue as opposed to system capability. We have recruited additional resource to rework the content and this element of the project is led by the enterprise team.
- We are aiming to get all reports - from Research Centres and Board reports, to research students and Haplo compliance delivered online with user access on demand. Currently our primary approach is advanced excel. We plan to use Power BI as an analytic/visioning tool. We are currently developing our in-house competence and are testing outputs from Haplo where we already have an API.

SBUEL Shareholdings Update

A review into the performance of all of the companies in which SBUEL holds shares has been undertaken. A paper will be presented to SBUEL Board in July with

recommendations for the Board to consider on which shares should be retained and which it may wish to cease holding.

Agenda Item 7

CONFIDENTIAL - RESTRICTED TO MEETING PARTICIPANTS	
Paper title:	SBUEL Board Report
Board/Committee:	SBUEL Board
Date of meeting:	30 April 2020
Author(s):	Linsey Cole, Acting Director Research, Enterprise and Innovation Emily DeLacy, Business Systems Lead Research, Enterprise and Innovation Sandra Selvaraj, Business Admin Trainee, Research, Enterprise and Innovation
Sponsor(s):	Paul Ivey, Managing Director SBUEL and Chief Business Officer and Deputy Vice Chancellor Innovation
Purpose:	For Information
Recommendation:	That the Board review and discuss the SBUEL Income and REI Enterprise Performance and Activity report.

Executive Summary

Update to the board on SBUEL Income and REI Enterprise Performance and Activity.
Update is based on performance to end of Reporting period (8) March 2020.

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This report contains budget and forecast information as at close of March 2020 for the 2019/2020 academic year and bid performance and activity for the same period.

SBUEL Board Report 2019/2020

SBUEL income analysis for 2019/20		% of budget	Variance to Full year Budget (agresso)	Variance to Full year Forecast (agresso)
Full year Budget (agresso)	£3,689,301			
Full year Forecast (agresso)	£3,934,996	107%	£245,695	
Year to date Actuals	£1,994,303	54%		
Contracted	£2,092,983	57%		
Total Actuals + Contracted	£4,087,286	111%	£397,985	£152,290

The current forecast per the management accounts is for SBUEL to have a positive income variance to budget of £246k. The year to date income plus forecast contracted income suggests SBUEL will have a positive income variance to budget of £398k. Therefore there is potential further upside to the management accounts of £152k.

"At P8, ACI have increased their full year forecast by £52k.

At P8, APS have decreased their full year forecast by (£33k).

At P8, BEA have increased their full year forecast by £10k.

At P8, HSC have increased their full year forecast by £72k.

At P8, LSS have increased their full year forecast by £79k.

At P8, REI had increased their underlying full year forecast by £400k. However this has been offset by likely lost rentals income for April-July of (£400k) due to Covid-19 closures.

There is also the additional removal of the summer school lettings income (£500k), which is unlikely to be secured during this time.

"N.B Potential upside is not necessarily recognised in the management accounts at this stage as:

- the agresso forecast is only updated quarterly, except for material new projects

- although the forecast income streams are known ("Contracted"), there is the potential for project slippage or reduced demand for some services, so a prudent approach to forecasting income in the management accounts is taken"

	<i>agresso</i>		<i>agresso</i>		
	Full Year Budget	Full Year Forecast	Year to Date Actuals	Contracted	Total Actuals + Contracted
School of Applied Sciences	£229,109	£214,401	£71,684	£123,067	£194,751
School of Business					
School of the Built Environment & Architecture	£38,475	£38,475	£14,050	£34,425	£48,475
School of Engineering	£160,225	£160,225	£43,148	£128,725	£171,673
School of Health & Social Care	£89,342	£168,083	£41,024	£127,179	£168,203
School of Law & Social Sciences		£78,500		£78,500	£78,500
Research Enterprise & Innovation	£2,554,448	£2,554,448	£610,015	£2,039,185	£2,649,200
Collaborative Institutes	£200,000	£200,000		£200,000	£200,000
Marketing Recruitment & Admissions	£1,000	£1,000		£1,000	£1,000
LSBU Recruitment Agency	£200,000	£200,000	£68,690	£131,310	£200,000
Student Services & Employment Technicians		£5,293	£6,100		£6,100
Unallocated Infrastructure FUNI					
Total SBUEL	£3,472,598	£3,620,425	£854,711	£2,863,390	£3,718,101

Detail information relating to actual income/Forecast

Most YTD actual income we have received this year is for rentals in Technopark and Clarence Centre (you will see these under Research, Enterprise and Innovation in the table above). Below we have also provided information relating to projects that we have received income from or have forecasted to receive income from during this academic year (also see attachment Appendix 2 REI Update SBUEL Detail Report 201908). This should be read in conjunction with the SBUEL Board – CEO Update April 2020 which provides further information from each area in REI including how we are managing the current COVID-19 situation.

Applied Sciences.

Go80_AppRes_MHFA_CMH – Contract Research to evaluate the services provided by Mental Health First Aid England (MHFA) in collaboration with the Centre for Mental Health. The evaluation will seek to build an evidence base that confirms the primary beneficiaries of MHFA's training. The project is led by Professor Patrick Callaghan alongside Professor Paula Reavey and was supported by our Senior Business Development Manager, Nicola Bourke. The total expected income for this project is £198,700 over 3 years (from 2019) and we have forecasted to receive another £41k this academic year.

Go34_AppRes_OrthoSportsLab_Neuromechanics - The aim of this project is to develop evidence based concepts, software and methodologies that will serve as new tools for the diagnosis of orthopaedic-neurological symptoms and injuries. The project is led by Professor Kiros Karamanidis. The total expected income is approx. £200k over 6 years (from 2018). We are forecasted to receive another £7k this academic year.

Go75_Consultancy_Lanserhof - Consultancy in the building and successful implementation of a motion analysis laboratory at Lanserhof's new facility in London, Dover Street. This project is also led by Professor Kiros Karamanidis and was supported by our Senior Business Development Manager, Nicola Bourke. The total expected income for the project is approx. £300k over 3 years (from 2019). We have forecasted a further £51k in income this academic year.

Arts and Creative Industries

7079 ACE IT - The objective of Accelerating the Creative Economy through Immersive Technologies (ACE IT) is to accelerate investment in research and development by London's Small and Medium sized Enterprises (SMEs) operating in the creative and technology sectors. ACE IT will combine specialist innovation and technical support with access to technical facilities and academic expertise for product development and prototyping of immersive technologies. SMEs will be supported further to become investment-ready and to prepare to commercialise their innovations. The project is supported by our Strategic Projects team and up to the end of Period 4, we have received £81k income. We have forecasted to receive a further £131k during this academic year.

Engineering

Go43_Interreg_CEDaCI - The objective of CEDaCI is to promote resource efficiency for the NWE (CDC (The Colocation Data Centre Industry)). This will be through creating a framework to facilitate and accelerate the establishment of the circular economy (CE); specifically regarding collection and recycling of critical raw materials (CRM) by assessing the current situation to gain an accurate and updated overview of the sector, creating an interactive digital tool and guidelines, promoting knowledge exchange to generate feedback and promote dialog and developing pilot studies and field test. The project is being led by Dr Deborah Andrews and is supported by Project Manager Nil Atmaca. The project income is expected to be £800k over 3 years: we have received £68k so far this year and we are forecasting a further £92k of income this year.

School of Health and Social Care

H639_HSIL_GP Federations Programme – A short course aimed at GP Federation Directors/Managers. It consists of a 6 module programme which aims to develop their Federation into an effective agent for local primary care quality. The project is led by Professor Rebecca Malby and was supported by Business Development Manager, Anam Farooq. The total expected income for the project is £42k this year: we have received £38k are forecasting a further £4k.

H602_Haringey Primary Care Academy – This is a consultancy project to deliver workshops to health professionals. The project is led by Professor Rebecca Malby and was supported by Business Development Manager, Anam Farooq. We have received £22k for this project this year.

H569_CONSULTANCY_S4N NEXT STEPS – This will consist of website management and content creating for the Source4Networks website (<http://www.source4networks.org.uk/>). It is a 2 year agreement with a total project value of £45k. The project is led by Professor Rebecca Malby and was supported by Business Development Manager, Anam Farooq. We have received £28k this academic year.

H600_Consultancy_QI Development (Frailty Bid) – NW London (Harrow) is seeking to support system-wide quality processes for (a) frailty and (b) a clinical pathway. The proposal was developed as a result of the Health Systems Lab partnership with Intermountain Healthcare, and a prototype developed by our team with Intermountain in Leeds. Through consultation we will develop a programme through developing shared principles and practices, developing quality process maps and coaching. The project is led by Professor Rebecca Malby and was supported by Business Development Manager, Anam Farooq. We have received £30k this year.

****New**** PSL-0023_SHORTCOURSE_BHGF - 19 Chief nurses from BHGF (Beijing Huatong Guokang Foundation) coming to LSBU for 4 day leadership programme to explore whether they will send their staff to LSBU for further training. This project is led by Anthony McGrath and was supported by our Business Development Manager Jackie Fotheringham. The total income, which we have received, is £12k this year.

Law and Social Sciences

PSL1819-0488_Consultancy_Supporting Surrey's ambition and children's transformation programme around autism– The project will work to form a strategic partnership with Surrey County Council over the next 2 years (starting in 2019) to support Surrey's ambition and children's transformation programme around autism. The total expected income for the project is £100k and we have forecasted to receive £45k this academic year. The project is led by Joanna Krupa and was supported by our Business Development Manager Natalie Gough.

PSL1920-0055_App Res_SCC_Cullum Centres Review – Surrey County Council have approached LSBU to run a rapid economic evidence review on the efficiency of the Calum Centre's local Intervention. Callum Centre's for local intervention is a purpose built, specialist centre within mainstream secondary schools for children with autism. The project will run for 4 months from October 2019 – February 2020. The forecasted income for this academic year is £20k

****New**** PSL1920-0028_Contract Research_THE PROVISION OF FOOD AND HOSPITALITY FEASIBILITY STUDY SERVICES –Southwark Council, on behalf of Southwark, Lambeth, Lewisham and Wandsworth, invited quotes for the provision of a Food and Hospitality Feasibility study to inform and shape the local food and hospitality skills offer which could be delivered in specific locales or as a cross-borough programme. The project was won in September 2019 and delivered between September – November 2019. We received income of £13k for the project which was led by Andrew Jones and supported by our Business Development Manager Natalie Gough.

Built Environment and Architecture

****New**** Proton Engineers – Testing a Zeolite Based Adsorption cooling prototype at LSBU that will determine the systems coefficient of performance (COP) as well as it's practicality. This project was led by Dr Alex Paurine and supported by our Business Development Manager Lale Day. We have received £10k in income this academic year.

Research, Enterprise and Innovation

Low carbon London (LCLDN) £250k – LCLDN seeks to support London's clean tech businesses throughout their product development journey through 1-2-1 consultancy, Academic support, access to facilities and developing prototypes, and SME Grants. The project is supported by our Strategic Projects team and we are forecasting to receive £125k this academic year.

SimDh – The objective of Simulation for Digital Health (SimDH) is to increase the number of London's Digital Health Start-Ups and Small & Medium Size Enterprises (SMEs) investing in research and development by offering an Innovation Strategy and Product Development Programme that will support them to develop Products, Processes and Services (PPS's). The programme is 50:50 match funded by LSBU and ERDF, with a

total contract value of £2.4m (£1.2m ERDF funding). We have received £30k in income this academic year and are forecasting to receive a further £136k.

LAFIC –The objective of LAFIC is to increase the number of London’s Agri-Food SMEs investing in research and development by offering an Innovation Support Programme that will allow them to develop innovative products, processes and services. Through Innovation Vouchers the SMEs will gain access to LSBU’s expert insight, applied research, specialised facilities and equipment. The project is supported by our Strategic Projects team with a total expected income of around £500k. This academic year we have received £87k in income and are forecasted to receive a further £100k.

A2i – This project aims to support London SMEs to develop green technology solutions that can help to reduce GHG emissions and our carbon footprint. The project has been running from late 2016 and is supported by the Strategic Projects team. We have received £83k in income this academic year and are forecasting a further £100k.

DeK – The DeK 3 stage programme works with Goldsmiths University of London and other delivery partners to provide business support and consultancy to meet the needs of high-growth potential SMEs in London. The programme includes workshops, masterclasses and one-to-one academic support. We are forecasting an income of 41k this academic year. The project is supported by our Strategic Projects team.

** New ** ESF Digital Grid Partnership – In Collaboration with LSBU, Goldsmiths University and University of Arts London the project will provide hardware and software to support the delivery of the ESF funded Digital Grid Partnership which focuses on development and piloting new higher level digital skills content for SME’s. The project is led by Dr Safia Barikzai in the School of Engineering and supported by our Strategic Projects team. We are currently forecasting to receive £184k this academic year.

Enterprise Performance

Analysis of awards by School

School	Closed won		Closed lost		Conversions %	
	YTD 2019-20					
	Volume	Value £	Volume	Value £	Volume	Value
Arts & Creative Industries	0	£ -	0	£ -	0%	0%
Applied Sciences	1	£3,600	0	£ -	100%	100%
Built Environment & Architecture	5	£58,000	0	£ -	100%	100%
Business	2	£45,080	2	£68,930	50%	40%
Engineering	1	£25,000	0	£ -	100%	100%
Health & Social Care	12	£138,688	6	£463,844	67%	23%
Law & Social Sciences	2	£101,200	1	£8,472	67%	92%
Research, Enterprise and Innovation	1	£82,000	1	£125,000	50%	40%
Academic Related Resources	0	£ -	0	£ -	0%	0%
Student Services and Employment	0	£ -	0	£ -	0%	0%
The Welding Institute	0	£ -	0	£ -	0%	0%
Other	0	£ -	0	£ -	0%	0%
Total	24	£453,568	10	£666,246	71%	41%

For more details information about won projects see: [Won Project details academic year 2019/2020: Enterprise](#) on page 4 of this document.

Enterprise Activity

Pipeline of projects in development by school

School	Number	Value		Likely value achieved	
		End Mar 2019/20		End Mar 2019/20	
		£	Share %	£	Share %
Arts & Creative Industries	0	£ -	0%	£ -	0%
Applied Sciences	0	£ -	0%	£ -	0%
Built Environment & Architecture	0	£ -	0%	£ -	0%
Business	1	£51,240	47%	£51,240	76%
Engineering	0	£ -	0%	£ -	0%
Health & Social Care	0	£ -	0%	£ -	0%
Law & Social Sciences	1	£2,225	2%	£2,225	3%
Research, Enterprise & Innovation	1	£55,000	51%	£13,750	20%
The Welding Institute	0	£ -	0%	£ -	0%
Other	0	£ -	0%	£ -	0%
Total	3	£108,465	100%	£67,215	100%

**This table includes only Open submitted bids (not potential or in preparation)

Won Project details academic year 2019/2020: Enterprise

Project	Principal Investigator	School	Funder / client	Income type	Total expected Income (£)	Date won
HSC_Short Course_BHGF_China Nurses Visit	McGrath, Anthony	Health and Social Care	BHGF - Beijing Huatong Guokang Foundation	Enterprise short courses	£12,666	08-Aug-19
Creative Spark AzUAC Year 2	Cole, Linsey	Research, Enterprise and Innovation	British Council	Enterprise student enterprise	£29,982	16-Aug-19
Creative Spark TSTU Year 2	Cole, Linsey	Research, Enterprise and Innovation	British Council	Enterprise student enterprise	£29,985	19-Aug-19
Supporting Surrey's ambition and children's transformation programme around autism	Krupa, Joanna	Law and Social Science	Surrey County Council	Enterprise consultancy	£100,000	11-Sep-19
ACCA SBR & SBL 2019/2020	Adomako, Joe	Business		Enterprise short courses	£18,200	13-Sep-19
DPF Industries Innovation Centre Membership		Engineering	DPF Industries Limited	Enterprise consultancy	£25,000	18-Sep-19
Evolving Workplace Reality - How AR & VR are Changing the Way we Work	Haddadi, Vijak	Business		Enterprise short courses	£1,500	09-Oct-19
PG CERTIFICATE IN LEADERSHIP AND MANAGEMENT: HOMELESSNESS AND HOUSING - EXTENSION OF CONTRACT	Summers, Andrew	Business	London Housing Foundation	Enterprise university accredited courses	£105,000	23-Oct-19
Source4Networks 2019	Malby, Rebecca	Health and Social Care	NHS England		£44,950	01-Nov-19
H639_HSIL_GP Federations Programme	Ms Rebecca Malby	Health and Social Care	NHS (Various) CCG	Enterprise short courses	£42,000	04-Nov-19
HSC_Short Courses_BHR_SSSA Training	Siddu, Charlii	Health and Social Care			£4,200	08-Nov-19
HSC_EntConsult_HEE_REPAIR1819	Picton, Rachel	Health and Social Care	Health Education England		£120,000	11-Nov-19
RICs CPD	Ofori, George	Built Environment and Architecture		Enterprise short course	£1,700	13-Nov-19
TTT Ltd - 10 senior Bangladesh Government technical and vocation education officials	Professor Obas Ebohon Dr Issa Chaer	Built Environment and Architecture	TTT Ltd	Enterprise short course	£420	10-Dec-19

SBRI Phase 1 Affordable Urban Heat Networks	Dr Aaron Gillich	Built Environment and Architecture	Bridgend County Borough Council	Enterprise consultancy	£20,000	17-Dec-19
RICs CPD Sessions	Dr Issa Chaer	Built Environment and Architecture	Royal Institution of Chartered Surveyors (RICS)	Enterprise short courses	£15,120	18-Dec-19
Peat Wastage Investigation	Dr Maria Mavroulidou	Built Environment and Architecture	Network Rail	Enterprise consultancy	£36,730	20-Dec-19
RICs CPD Sessions	Mr George Ofori	Built Environment and Architecture	Royal Institute of Chartered Surveyors	Enterprise short courses	£1,680	01-Jan-20
HSC_Short Courses_CGL_SSSA Training	Mr Audley Graham	Health and Social Care	CGL - Change Grow Live	Enterprise short courses	£2,100	02-Jan-20
Consutancy_OXLEAs_PGDip pathway in Forensic Mental Health	Mrs Jo Delree	Health and Social Care	Oxleas NHS Foundation Trust	Enterprise consultancy	£11,500	02-Jan-20
Addenbrook's HDU module	Ms Michelle Dillon	Health and Social Care	Addenbrooke's Hospital	Enterprise consultancy	£4374	02-Jan-20
Bart's HDU module	Ms Michelle Dillon	Health and Social Care	Barts Health NHS Trust	Enterprise consultancy	£2,374	02-Jan-20
Royal Brompton and Harefield's CYP Asthma module	Ms Michelle Dillon	Health and Social Care	Royal Brompton and Harefield	Enterprise consultancy	£2,374	02-Jan-20
Evelina's MSc Paediatric Critical Care Advanced Practice	Mrs Jo Delree	Health and Social Care	Evelina London Children's Hospital	Enterprise consultancy	£4,000	02-Jan-20
Coach Education and Training Courses	Mr Alan Taylor	Academy of Sport	Not provided	Enterprise short courses	£35,000	06-Jan-20
TESTING A ZEOLITE BASED ADSORPTION COOLING PROTOTYPE	Dr Alex Paurine	Built Environment and Architecture	Proton engineering Limited	Enterprise consultancy	£10,000	06-Jan-20
HSC_AppRes_NIHR_Scoping project	Ms Jane Wills	Health and Social Care	National Institute for Health Research (NIHR)	Enterprise consultancy	£12,250	13-Jan-20
ESF Digital Grid Partnership	Dr Safia Barikzai	Research, Enterprise and Innovation	European Social Fund	Enterprise regeneration	£82,000	23-Jan-20
HSC_Courses_CLCH_2 yr staff training prog	Mrs Jo Delree	Health and Social Care	Central London Community Healthcare	Enterprise short courses	£750,000	05-Feb-20

HSC_Short Courses_Oxleas_AHP Clinical Supervision	Ms Clare Beanlands	Health and Social Care	Oxleas NHS Foundation Trust	Enterprise short courses	£18,000	05-Feb-20
HEE_Initiatives to support Podiatry and Therapeutic Radiography Workforce Supply	Dr Adele Stewart-Lord	Health and Social Care	Health Education England	Enterprise consultancy	£20,000	19-Feb-20
Kent Surrey and Sussex Communities of Practice	Ms Rebecca Malby	Health and Social Care	Health Education England	Enterprise consultancy	£19,900	20-Feb-20
Leading Engagement for Change	Ms Rebecca Malby	Health and Social Care	NHS England	Enterprise consultancy	£29,400	21-Feb-20
CPD_Cygnnet mentoring project round 2	Dr Nicki Martin	Law and Social Science	National Association of Disability Practitioners Ltd	Enterprise consultancy	£1,200	25-Feb-20
ILM Leadership & Management - Coaching and Mentoring Level 5 Certificate	Mrs Sarah Moore-Williams	Business		Enterprise short courses	£26,880	02-Mar-20
HSC_HEE_Strategic Support Fund_ODP Apprenticeships set up	Mrs Rachel Picton	Health and Social Care	Health Education England	Enterprise university accredited courses	£54,595	20-Mar-20
HSC_MOOC Deterioration Course_HEE	Mrs Susan Maddex	Health and Social Care	Health Education England	Enterprise short courses	£40,000	24-Mar-20
NBS Hire: Toast Ale	Miss Melissa O'Connor	Applied Sciences	Toast Ale	Enterprise facilities	£3,600	26-Mar-20

Won bids as at end of March 2020. Those highlighted yellow above are SBUEL projects.

SBUEL income analysis for 2019/20		% of budget	Variance to Full year Budget (agrosso)	Variance to Full year Forecast (agrosso)
Full year Budget (agrosso)	£3,689,301			
Full year Forecast (agrosso)	£3,934,996	107%	£245,695	
Year to date Actuals	£1,994,303	54%		
Contracted	£2,092,983	57%		
Total Actuals + Contracted	£4,087,286	111%	£397,985	£152,290

The current forecast per the management accounts is for SBUEL to have a positive income variance to budget of £246k

The year to date income plus forecast contracted income suggests SBUEL will have a positive income variance to budget of £398k

Therefore there is potential further upside to the management accounts of £152k

At P8, ACI have increased their full year forecast by £52k.

At P8, APS have decreased their full year forecast by (£33k).

At P8, BEA have increased their full year forecast by £10k.

At P8, HSC have increased their full year forecast by £72k.

At P8, LSS have increased their full year forecast by £79k.

At P8, REI had increased their underlying full year forecast by £400k. However this has been offset by likely lost rentals income for April-July of (£400k) due to Covid-19 closures.

N.b Potential upside is not necessarily recognised in the management accounts at this stage as:

- the agrosso forecast is only updated quarterly, except for material new projects

- although the forecast income streams are known ("Contracted"), there is the potential for project slippage or reduced demand for some services, so a prudent approach to forecasting income in the management accounts is taken

	<i>agrosso</i> Full Year Budget	<i>agrosso</i> Full Year Forecast	<i>agrosso</i> Year to Date Actuals	Contracted	Total Actuals + Contracted
School of Arts & Creative Industries	£160,000	£212,523	£90,276	£131,758	£222,034
School of Applied Sciences	£243,389	£209,031	£115,639	£100,157	£215,796
School of Business	£8,685	£8,685	£8,685		£8,685
School of the Built Environment & Architecture	£50,630	£60,630	£50,789	£24,425	£75,214
School of Engineering	£174,928	£178,894	£71,305	£109,089	£180,394
School of Health & Social Care	£107,118	£179,266	£188,909	£13,652	£202,561
School of Law & Social Sciences		£78,500	£13,500	£65,000	£78,500
Research Enterprise & Innovation	£2,543,551	£2,523,428	£1,190,031	£1,485,274	£2,675,306
Collaborative Institutes	£200,000	£277,746	£100,000	£100,000	£200,000
The Confucius Institute					
Marketing Recruitment & Admissions	£1,000	£1,000		£1,000	£1,000
LSBU Recruitment Agency	£200,000	£200,000	£158,379	£62,628	£221,007
Student Services & Employment		£5,293	£6,100		£6,100
Technicians			£690		£690
Unallocated Infrastructure FUNI					
Total SBUEL	£3,689,301	£3,934,996	£1,994,303	£2,092,983	£4,087,286

New business to be won to achieve Full year Forecast (per agrosso)

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Segment
I&E picklist
Source Group

SB
1 Total Income
Total of Source Group

Leaf	+ Research Enterprise & Innovation	7090	7090 Low Carbon LDN
Leaf	+ Research Enterprise & Innovation	7128	7128 SimDh
Leaf	+ Research Enterprise & Innovation	7129	7129 deK
Leaf	+ Research Enterprise & Innovation	7130	7130 Enterprise Steps
Leaf	+ Research Enterprise & Innovation	7131	7131 LAFIC
Leaf	+ Research Enterprise & Innovation	7150	7150 A2i
Leaf	+ Research Enterprise & Innovation	7718	7718 Digital Grid
Leaf	+ School of Arts & Creative Industries	7079	7079 ACE IT
Leaf	+ School of Applied Sciences	7128	7128 SimDh
Leaf	+ School of Applied Sciences	7131	7131 LAFIC
Leaf	+ School of Business	7130	7130 Enterprise Steps
Leaf	+ School of the Built Environment & Ar	7090	7090 Low Carbon LDN
Leaf	+ School of the Built Environment & Ar	7150	7150 A2i
Leaf	+ School of Engineering	7017	7017 CEDaCI
Leaf	+ School of Engineering	7090	7090 Low Carbon LDN
Leaf	+ School of Engineering	7128	7128 SimDh
Leaf	+ School of Engineering	7150	7150 A2i
Leaf	+ School of Health & Social Care	7128	7128 SimDh

Actuals	Forecast	"Real" forecast	Contracted to be recognised
(18,440)	(144,308)	(144,308)	(125,869)
713	(136,917)	(136,917)	(137,630)
721	(40,502)	(40,502)	(41,223)
(1,308)	(25,564)	(25,564)	(24,256)
(81,903)	(181,511)	(181,511)	(99,608)
(67,876)	(168,291)	(168,291)	(100,415)
	(184,450)	(184,450)	(184,450)
(80,765)	(212,523)	(212,523)	(131,758)
(9,117)	(9,117)	(9,117)	
(5,163)	(5,163)	(5,163)	
(8,685)	(8,685)	(8,685)	
(6,039)	(6,039)	(6,039)	
(6,117)	(6,117)	(6,117)	
(67,787)	(160,225)	(160,225)	(92,437)
(1,714)	(1,714)	(1,714)	
(3,440)	(3,440)	(3,440)	
(9,550)	(9,550)	(9,550)	
(17,776)	(17,776)	(17,776)	

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Period	Mar	<---- Do not edit this formula
Current Year	2019/2020	<---- Amend this each year
Previous Year	2018/2019	<---- Amend this each year

Research	2019/2020	2018/2019	YOY%
Value of Won Bids	£ 2,195,816	£ 2,434,241	90%
Number of Won Bids	31	25	124%
Pipeline Value	£ 10,937,336	£ 12,466,811	88%
Pipeline Likely Value	£ 1,226,290	£ 77,064	1591%
Pipeline Volume	74	69	107%

Enterprise	2019/2020	2018/2019	YOY%
Value of Won Bids	£ 453,568	£ 1,715,427	26%
Number of Won Bids	24	20	120%
Pipeline Value	£ 108,465	£ 3,080,966	4%
Pipeline Likely Value	£ 67,215	£ 77,064	87%
Pipeline Volume	3	10	30%

Research	2019/2020	2018/2019	YOY%
Budget	£ 5,316,725	£ 4,376,592	121%
YTD Actual	£ 2,693,499	£ 2,628,504	102%

Required to Reach Budget £ 2,623,226

Enterprise	2019/2020	2018/2019	YOY%
Budget	£ 10,683,053	£ 11,255,070	95%
YTD Actual	£ 5,255,522	£ 6,023,141	87%

Required to Reach Budget £ 5,427,531

School	Closed won				Conversion %			
	End Mar 2019/2020		End Mar 2018/2019		End Mar 2019/2020		End Mar 2018/2019	
	Volume	Value £	Volume	Value £	Volume	Value	Volume	Value
Arts and Creative Industries	1	£ 3,200	3	£ 112,146	25%	1%	75%	58%
Applied Sciences	4	£ 164,574	3	£ 264,760	24%	6%	30%	35%
Built Environment and Architecture	1	£ 17,500	1	£ 75,000	8%	1%	20%	5%
Business	2	£ 110,221	0	£ -	67%	97%	0%	0%
Engineering	14	£ 1,443,729	9	£ 1,500,060	40%	20%	47%	29%
Health and Social Care	5	£ 179,885	4	£ 36,583	42%	36%	40%	21%
Law and Social Science	2	£ 42,306	3	£ 95,817	25%	13%	43%	95%
Research, Enterprise and Innovation	0	£ -	0	£ -	0%	0%	0%	0%
Academic Related Resources	0	£ -	0	£ -	0%	0%	0%	0%
Student services and employment	0	£ -	0	£ -	0%	0%	0%	0%
The Welding Institute, Innovation Centre	2	£ 234,401	2	£ 349,875	29%	9%	13%	8%
Other	0	£ -	0	£ -	0%	0%	0%	0%
Total	31	£ 2,195,816	25	£ 2,434,241	31%	14%	35%	20%
YoY %	124%	90%			88%	70%		

Closed lost		Closed lost	
End Mar 2019/2020		End Mar 2018/2019	
Volume	Value £	Volume	Value £
3	£ 618,425	1	£ 82,537
13	£ 2,783,240	7	£ 493,163
12	£ 1,335,183	4	£ 1,462,124
1	£ 3,758	1	£ 19,197
21	£ 5,804,829	10	£ 3,588,948
7	£ 314,055	6	£ 139,255
6	£ 280,128	4	£ 5,107
1	£ 208,403	0	£ -
0	£ -	0	£ -
0	£ -	0	£ -
5	£ 2,322,653	13	£ 4,175,679
0	£ -	0	£ -
69	£ 13,670,674	46	£ 9,966,010

School	Closed won				Conversion %			
	End Mar 2019/2020		End Mar 2018/2019		End Mar 2019/2020		End Mar 2018/2019	
	Volume	Value £	Volume	Value £	Volume	Value	Volume	Value
Arts and Creative Industries	0	£ -	0	£ -	0%	0%	0%	0%
Applied Sciences	1	£ 3,600	3	£ 510,003	100%	100%	60%	59%
Built Environment and Architecture	5	£ 58,000	2	£ 36,500	100%	100%	100%	100%
Business	2	£ 45,080	0	£ -	50%	40%	0%	0%
Engineering	1	£ 25,000	0	£ -	100%	100%	0%	0%
Health and Social Care	12	£ 138,688	9	£ 125,950	67%	23%	56%	29%
Law and Social Science	2	£ 101,200	4	£ 9,150	67%	92%	100%	100%
Research, Enterprise and Innovation	1	£ 82,000	2	£ 1,033,824	50%	40%	100%	100%
Academic Related Resources	0	£ -	0	£ -	0%	0%	0%	0%
Student services and employment	0	£ -	0	£ -	0%	0%	0%	0%
The Welding Institute, Innovation Centre	0	£ -	0	£ -	0%	0%	0%	0%
Other	0	£ -	0	£ -	0%	0%	0%	0%
Total	24	£453,568	20	£ 1,715,427	71%	41%	65%	68%
YoY %	120%	26%			109%	60%		

Closed lost		Closed lost	
End Mar 2019/2020		End Mar 2018/2019	
Volume	Value £	Volume	Value £
0	£ -	0	£ -
0	£ -	2	£ 352,676
0	£ -	0	£ -
2	£ 68,930	2	£ 138,000
0	£ -	0	£ -
6	£ 463,844	7	£ 314,174
1	£ 8,472	0	£ -
1	£ 125,000	0	£ -
0	£ -	0	£ -
0	£ -	0	£ -
0	£ -	0	£ -
0	£ -	0	£ -
10	£666,246	11	£804,850

Research

School	Number	Value		Likely value achieved			
				End Mar 2019/2020		End Mar 2018/2019	
		£	Share %	£	Share %	£	Share %
Arts and Creative Industries	2	£ 214,241	2%	£ 1,882	0%	£ -	0%
Applied Sciences	7	£ 362,790	3%	£ 25,955	2%	£ -	0%
Built Environment and Architecture	7	£ 1,388,618	13%	£ 126,797	10%	£ -	0%
Business	1	£ 8,935	0%	£ 89	0%	£ 48,678	63%
Engineering	34	£ 4,413,676	40%	£ 654,532	53%	£ -	0%
Health and Social Care	5	£ 2,350,233	21%	£ 118,512	10%	£ 26,392	34%
Law and Social Science	8	£ 194,108	2%	£ 36,290	3%	£ 1,994	3%
Research, Enterprise and Innovation	0	£ -	0%	£ -	0%	£ -	0%
The Welding Institute, Innovation Centre	10	£ 2,004,735	18%	£ 262,233	21%	£ -	0%
Other	0	£ -	0%	£ -	0%	£ -	0%
Total	74	£10,937,336	100%	£1,226,290	100%	£77,064	100%

Enterprise

School	Number	Value		Likely value achieved			
				End Mar 2019/2020		End Mar 2018/2019	
		£	Share %	£	Share %	£	Share %
Arts and Creative Industries	0	£ -	0%	£ -	0%	£ -	2%
Applied Sciences	0	£ -	0%	£ -	0%	£ -	0%
Built Environment and Architecture	0	£ -	0%	£ -	0%	£ -	3%
Business	1	£ 51,240	47%	£ 51,240	76%	£ 48,678	2%
Engineering	0	£ -	0%	£ -	0%	£ -	84%
Health and Social Care	0	£ -	0%	£ -	0%	£ 26,392	5%
Law and Social Science	1	£ 2,225	2%	£ 2,225	3%	£ 1,994	0%
Research, Enterprise and Innovation	1	£ 55,000	51%	£ 13,750	20%	£ -	0%
The Welding Institute, Innovation Centre	0	£ -	0%	£ -	0%	£ -	0%
Other	0	£ -	0%	£ -	0%	£ -	0%
Total	3	£108,465	100%	£67,215	100%	£77,064	96%

Research

	Transfer to LSBU		Transfer from LSBU	
	Volume	Value £	Volume	Value £
Arts and Creative Industries	0	£ -		
Applied Sciences	0	£ -		
Business	0	£ -		
Built Environment and Architecture	0	£ -		
Engineering	0	£ -		
Health and Social Care	1	£ 2,965		
Law and Social Science	0	£ -		
The Welding Institute, Innovation Centre	0	£ -		
Research, Enterprise and Innovation	0	£ -		
Total	1	£ 2,965	0	£ -

Total YTD 2018/2019	3	£ 515,438	0	£ -
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Enterprise

	Transfer to LSBU		Transfer from LSBU	
	Volume	Value £	Volume	Value £
Arts and Creative Industries				
Applied Sciences				
Business				
Built Environment and Architecture				
Engineering				
Health and Social Care				
Law and Social Science				
The Welding Institute, Innovation Centre				
Research, Enterprise and Innovation				
Total	0	£ -	0	£ -

Total YTD 2018/2019				
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Project ID	Project Title	Funder/Client	Total Expected Income	Type	Submitted Date	School/PSG	Research Centre (REI Lead	Principal Investigator	Likelihood %	Likelihood Value
PSL1718-0345	RS239_APS_	Cancer Research U	£63,236	Research grar	03-May-18	Applied Scienc	Miss Nadia Imtiaz	Cox, Sharon	0%	£0
PSL1718-0353	RS247_ENG_	Breast Cancer Nov	£128,071	Research grar	22-Jun-18	Engineering	Mr Chung Lam	Dudley-Mcevoy, Sandra	10%	£12,807
PSL1718-0356	RS250_APS_	Dunhill Medical Tr	£40,000	Research grar	30-Jul-18	Applied Scienc	Miss Nadia Imtiaz	Luo, Jin	0%	£0
PSL1718-0378	RS276_BEA_	Engineering and Pl	£401,727	Research coll:	05-Feb-20	Built Environnr	Mr Eddy Lampkin	McGovern, David	10%	£40,173
PSL1819-0080	Holistic Farm Innovate UKaaaa		£81,793	Research coll:	28-Nov-18	Engineering	Mr Chung Lam	Dagiuklas, Anastasios	10%	£8,179
PSL1819-0124	RS310_BEA_	Engineering and Pl	£260,086	Research grar	12-Dec-19	Built Environnr	Mr Eddy Lampkin	McCann, Finian	7%	£18,206
PSL1819-0138	RS325_ENG_	Medical Research	£127,465	Research grar	11-Sep-18	Engineering	Miss Nadia Imtiaz	Dudley-Mcevoy, Sandra	0%	£0
PSL1819-0212	Opto-Therm:	Engineering and Pl	£370,223	Research grar	12-Feb-20	Engineering	Biomedical Engine Miss Nadia Imtiaz	Xiao, Perry	10%	£37,022
PSL1819-0223	SPECTRUM	European Commis		Research grar	22-Jan-19	The Welding Ir	Advanced Materia Mrs Golnaz Massoodi	Durand, Geraldine	0%	£0
PSL1819-0229	Sound of the aArts and Humanit		£26,881	Research grar	02-Oct-19	Arts and Creat	Mr Eddy Lampkin	Rietveld, Hillegonda	7%	£1,882
PSL1819-0235	A Crowdsour Innovate UKaaaa		£33,759	Research grar	30-Jan-19	Engineering	Biomedical Engine Miss Nadia Imtiaz	Iqbal, Muddesar	10%	£3,376
PSL1819-0329	Faculty Eveni Erasmus+		£32,589	Research coll:	11-Jun-19	Engineering	Biomedical Engine Mr Chung Lam	Patel, Shushma	10%	£3,259
PSL1819-0349	Image Guide: Brain Research UK		£73,257	Research grar	03-Apr-19	Engineering	Miss Nadia Imtiaz	Ghavami, Mohammad	10%	£7,326
PSL1819-0371	Developing a National Institute		£14,326	Research grar	13-May-19	Applied Scienc	Miss Nadia Imtiaz	Callaghan, Patrick	10%	£1,433
PSL1819-0381	RADAR Imagi GlaxoSmithKline		£40,000	Research grar	11-Jun-19	Engineering	Biomedical Engine Miss Nadia Imtiaz	Dudley-Mcevoy, Sandra	50%	£20,000
PSL1819-0388	International Royal Society		£12,000	Research grar	30-May-19	Engineering	Energy and the En Mr Chung Lam	Saha, Basu	50%	£6,000
PSL1819-0390	Neurodiverg AutisticaAutistica		£101,537	Research grar	18-Aug-19	Law and Socia	Miss Nadia Imtiaz	Martin, Nicki	20%	£20,307
PSL1819-0403	Developmen Medical Research		£179,081	Research coll:	29-May-19	Engineering	Biomedical Engine Mr Chung Lam	Ghavami, Mohammad	50%	£89,541
PSL1819-0405	Education as Economic and Soc		£26,478	Research grar	05-Jun-19	Law and Socia	Miss Nadia Imtiaz	Gajparia, Jaya	10%	£2,648
PSL1819-0421	SPECTRUM (I European Commis		£482,655	Research coll:	02-Sep-19	The Welding Ir	Advanced Materia Mr Chung Lam	Durand, Geraldine	10%	£48,266
PSL1819-0429	Parentability The Esmée Fairbai		£20,000	Research grar	17-Jun-19	Health and So	Miss Nadia Imtiaz	Whittaker, Andrew	10%	£2,000
PSL1819-0434	Multi-RAM Innovate UKaaaa		£154,398	Research coll:	09-Oct-19	The Welding Ir	Mr Chung Lam	Durand, Geraldine	50%	£77,199
PSL1819-0474	Clean Energy Global Challenges		£409,261	Research grar	11-Jul-19	Engineering	Mr Chung Lam	Upadhyaya, Hari	10%	£40,926
PSL1819-0480	PARTICIPATE Global Challenges		£14,512	Research grar	11-Jul-19	Engineering	Advanced Materia Mr Chung Lam	Upadhyaya, Hari	50%	£7,256
PSL1819-0491	Solar Assiste Innovate UKaaaa		£119,408	Research coll:	23-Jul-19	Engineering	Centre for Air Con Mr Chung Lam	Maidment, Graeme	60%	£71,645
PSL1819-0492	ENDITALL European Commis		£147,244	Research coll:	03-Sep-19	The Welding Ir	Mr Chung Lam	Khamsehnezhad, Amir	10%	£14,724
PSL1819-0493	DeWaste European Commis		£134,350	Research coll:	03-Sep-19	The Welding Ir	Mr Chung Lam	Khamsehnezhad, Amir	10%	£13,435
PSL1819-0494	GreyWater European Commis		£295,735	Research coll:	03-Sep-19	The Welding Ir	Mr Chung Lam	Khamsehnezhad, Amir	10%	£29,574
PSL1819-0495	SmartLandFil European Commis		£370,056	Research coll:	04-Sep-19	The Welding Ir	Mrs Golnaz Massoodi	Khamsehnezhad, Amir	10%	£37,006
PSL1819-0501	Non-Destruc British Council		£149,475	Research coll:	09-Aug-19	The Welding Ir	Mr Chung Lam	Corsar, Michael	10%	£14,948
PSL1819-0505	An integrate British Council		£169,925	Research grar	08-Aug-19	Engineering	Energy and the En Mr Chung Lam	Saha, Basu	50%	£84,963
PSL1920-0003	To investigat aArts and Humanit		£187,360	Research coll:	10-Jan-20	Arts and Creat	Mr Eddy Lampkin	Weinel, Jonathan	0%	£0
PSL1920-0011	Carers Innov: Department of He		£23,000	Research con:	13-Sep-19	Law and Socia	Ms Natalie Gough	Krupa, Joanna	50%	£11,500
PSL1920-0013	National Eval National Institute		£931,185	Research grar	05-Nov-19	Health and So	Miss Nadia Imtiaz	Wills, Jane	5%	£46,559
PSL1920-0016	RAEng Resea Royal Academy of		£499,969	Research grar	23-Sep-19	Engineering	Mr Chung Lam	Upadhyaya, Hari	10%	£49,997
PSL1920-0030	WACE European Commis		£74,600	Research coll:	03-Sep-19	The Welding Ir	Mr Chung Lam	Khamsehnezhad, Amir	10%	£7,460
PSL1920-0032	An emerging British Academy		£7,590	Research grar	06-Nov-19	Law and Socia	Miss Nadia Imtiaz	Elsmore, Sophie	10%	£759
PSL1920-0043	Anti-Microbi: Innovate UKaaaa		£196,222	Research coll:	15-Oct-19	The Welding Ir	Mr Chung Lam	Durand, Geraldine	10%	£19,622
PSL1920-0044	Micro-grid B: Innovate UKaaaa		£116,823	Research coll:	18-Sep-19	Engineering	Biomedical Engine Mr Chung Lam	Dudley-Mcevoy, Sandra	10%	£11,682
PSL1920-0051	China Cost S: Royal Society		£12,000	Research grar	24-Sep-19	Engineering	Mr Chung Lam	Sajjad, Tariq	10%	£1,200
PSL1920-0052	International Royal Society		£12,000	Research con:	27-Sep-19	Engineering	Mr Chung Lam	Sajjad, Tariq	10%	£1,200
PSL1920-0054	eSMART National Institute			Research grar	19-Nov-19	Applied Scienc	Miss Nadia Imtiaz	Reavey, Paula	10%	£0
PSL1920-0061	GCRF Challer Global Challenges		£6,433	Research coll:	24-Sep-19	Engineering	Advanced Materia Mr Chung Lam	Upadhyaya, Hari	10%	£643
PSL1920-0066	Supermarket Engineering and Pl		£558,513	Research coll:	01-Oct-19	Engineering	Centre for Air Con Mr Chung Lam	Evans, Judith	10%	£55,851
PSL1920-0068	Stable contrc Royal Society		£12,000	Research grar	25-Sep-19	Engineering	Robotics Mr Chung Lam	Tokhi, Mohammad Osman	10%	£1,200
PSL1920-0083	TSajjad - PV (Engineering and Pl		£38,511	Research grar	17-Dec-19	Engineering	Mr Chung Lam	Sajjad, Tariq	10%	£3,851
PSL1920-0084	End use ener Engineering and Pl		£99,154	Research grar	17-Dec-19	Engineering	Centre for Air Con Mr Chung Lam	Revesz, Akos	10%	£9,915
PSL1920-0088	Unboxing the British Academy		£9,978	Research grar	06-Nov-19	Law and Socia	Miss Nadia Imtiaz	Johnson-Schlee, Samuel	10%	£998
PSL1920-0095	AHRC / BBC I aArts and Humanit			Research grar	08-Oct-19	Law and Socia	Miss Nadia Imtiaz	Donington, Katie	0%	£0

PSL1920-0103	VAPE - LSBU Cancer Research L	£45,228	Research grar	29-Nov-19	Applied Scienc	Miss Nadia Imtiaz	Dawkins, Lynne	10%	£4,523
PSL1920-0106	Developmen Royal Society	£17,608	Research grar	11-Nov-19	Engineering	Biomedical Engine Mr Chung Lam	Sajjad, Tariq	10%	£1,761
PSL1920-0107	Encylo3dia - . Innovate UKaaaa	£12,154	Research coll:	15-Oct-19	Engineering	Biomedical Engine Mr Chung Lam	Barber, Asa Hilton	10%	£1,215
PSL1920-0134	Smart and Cc Innovate UKaaaa	£149,994	Research coll:	06-Nov-19	Built Environr	Mr Eddy Lampkin	Ebohon, Obas	10%	£14,999
PSL1920-0141	The impact o British Academy	£8,935	Research grar	06-Nov-19	Business	Mr Eddy Lampkin	Younis, Heba	1%	£89
PSL1920-0142	Res-Sub - Sta National Institute		Research grar	29-Nov-19	Applied Scienc	Miss Nadia Imtiaz	Callaghan, Patrick	5%	£0
PSL1920-0171	Predictive M Innovate UKaaaa	£24,508	Research coll:	04-Dec-19	Engineering	Biomedical Engine Mr Chung Lam	Dagiuklas, Anastasios	10%	£2,451
PSL1920-0174	Seal Touch: T Leverhulme Trust	£72,004	Research grar	28-Jan-20	Engineering	Biomedical Engine Mr Chung Lam	Goss, Geoff	10%	£7,200
PSL1920-0175	Non-Destruc British Council	£246,927	Research grar	29-Nov-19	Engineering	Robotics	Mr Chung Lam	10%	£24,693
PSL1920-0176	Urban Geogr Unregistered fund	£1,555	Research grar	01-Dec-19	Law and Socia	Miss Nadia Imtiaz	Elsmore, Sophie	5%	£78
PSL1920-0179	SOCIAL BASE Croydon Council	£23,970	Research con:	11-Dec-19	Law and Socia	Mrs Jackie Fotheringham	Jones, Andrew	0%	£0
PSL1920-0180	StrokeCare British Council	£248,710	Research grar	02-Dec-19	Engineering	Biomedical Engine Mr Chung Lam	Ghavami, Mohammad	10%	£24,871
PSL1920-0182	Non-medical National Institute		Research grar	16-Jan-20	Health and So	Centre for Applied Miss Nadia Imtiaz	Leary, Alison	0%	£0
PSL1920-0187	Networks to UK Research and I	£491,565	Research coll:	21-Jan-20	Built Environr	Centre for Sustain: Ms Lale Day	Hardi, Jennifer	10%	£49,157
PSL1920-0189	Developing F Centre for Researc	£41,827	Research coll:	13-Dec-19	Built Environr	Mr Eddy Lampkin	Ford, Andy	5%	£2,091
PSL1920-0197	Accelerating Unregistered fund	£43,419	Research coll:	20-Jan-20	Built Environr	Mr Eddy Lampkin	Rossi, Federico	5%	£2,171
PSL1920-0204	NATUREST 2 European Commis		Research coll:	14-Jan-20	Built Environr	Mr Eddy Lampkin	Mavroulidou, Maria	2%	£0
PSL1920-0214	Steel Zero Ai Innovate UKaaaa	£128,000	Research coll:	08-Jan-20	Engineering	Mr Eddy Lampkin	Maidment, Graeme	10%	£12,800
PSL1920-0223	Ultra-Precise European Commis	£252,891	Research coll:	14-Jan-20	Engineering	Mr Chung Lam	Goel, Saurav	10%	£25,289
PSL1920-0232	Carer Led Re. Stroke Association	£224,131	Research grar	04-Feb-20	Health and So	Miss Nadia Imtiaz	Atwal, Anita	5%	£11,207
PSL1920-0233	Social Decisic Dunhill Medical Tr	£200,000	Research grar	28-Feb-20	Applied Scienc	Centre for Addictiv Miss Nadia Imtiaz	Civai, Claudia	10%	£20,000
PSL1920-0235	NIHR-PHIRST National Institute	£1,174,917	Research grar	03-Feb-20	Health and So	Centre for Applied Miss Nadia Imtiaz	Sykes, Susie	5%	£58,746
PSL1920-0254	SALMO: Sust Unregistered fund	£65,305	Research coll:	13-Feb-20	Engineering	Energy and the En Mr Chung Lam	Saha, Basu	10%	£6,531
PSL1920-0280	Enabling Vid: European Commis	£78,836	Research grar	25-Feb-20	Engineering	Biomedical Engine Mr Chung Lam	Dagiuklas, Anastasios	10%	£7,884
PSL1920-0296	SMARAGDI: ! Innovate UKaaaa	£119,986	Research coll:	26-Feb-20	Engineering	Biomedical Engine Mr Chung Lam	Dagiuklas, Anastasios	10%	£11,999

Project ID	Project Title	Funder/ Client	Total Expected	Income Type	Submitted Date	School/PSG	Research Centre	REI Lead	Principal Investigator	Likelihood %	Likelihood Value
PSL1920-0136	Consultancy_(Non Nuoc Cao I		£51,240	Enterprise co	06-Dec-19	Business		Miss Nicola Bourke	Ngan, Emily	100%	£51,240
PSL1920-0206	Southwark Pic Southwark Cou		£55,000	Enterprise re	20-Dec-19	Research, Ente		Ms Daisy Chatterton	Chatterton, Daisy	25%	£13,750
PSL1920-0250	Objective Eval Kingswood Prin		£2,225	Enterprise co	21-Feb-20	Law and Social	Centre for Social JMs	Natalie Gough	Knowles, Gianna	100%	£2,225

Project ID	Project Title	Funder/ Client	Won Date	Total Expected L	School/ PSG	Research Centre	REI Lead	Principal Investigator	Income Type
PSL1819-0014	Testing E-Ciga	Cancer Research	28-Aug-19	£47,747	Applied Scien	Centre for Addicti	Miss Nadia Imtiaz	Kimber, Catherine	Research grants
PSL1819-0325	Developing th	Erasmus+	01-Oct-19	£26,048	Business		Mr Eddy Lampkin	Prouska, Rea	Research collaboration
PSL1819-0337	The implemer	Qatar National R	15-Oct-19	£84,173	Business		Mr Eddy Lampkin	Younis, Heba	Research grants
PSL1819-0358	RoboVine - In	Innovate UKaaa	01-Aug-19	£47,991	The Welding I		Mr Chung Lam	Corsar, Michael	Research collaboration
PSL1819-0396	SESQoL	Economic and Sc	25-Nov-19	£64,464	Applied Scien		Miss Nadia Imtiaz	Callaghan, Patrick	Research grants
PSL1819-0407	National and I		20-Dec-19	£20,988	Applied Scien		Miss Nadia Imtiaz	Cox, Sharon	Research grants
PSL1819-0412	Developing ar	Cancer Research	20-Dec-19	£31,375	Applied Scien		Miss Nadia Imtiaz	Cox, Sharon	Research grants
PSL1819-0428	Nursing disch	Burdett Trust for	07-Oct-19	£99,989	Health and So		Miss Nadia Imtiaz	Chaplin, Edward	Research grants
PSL1819-0433	Research Accu		14-Feb-20	£17,500	Engineering		Mr Andrew Murphy	Sundararajan, Raveendran	Research collaboration
PSL1819-0435	Ice-phobic an	Innovate UKaaa	27-Sep-19	£186,410	The Welding I	Advanced Materi	Mr Chung Lam	Durand, Geraldine	Research collaboration
PSL1819-0459	ASU- Applied		03-Feb-20	£17,500	Built Environr	Centre for Civil ar	Ms Lale Day	Chaer, Issa	Research collaboration
PSL1819-0477	Reducing unn	The Health Foun	13-Nov-19	£29,974	Health and So		Miss Nadia Imtiaz	Thomas, Nicola	Research grants
PSL1819-0481	Therapeutic r	Society and Colle	26-Sep-19	£2,965	Health and So	Centre for Applie	Miss Nadia Imtiaz	Pallin, Nickola	Research contract
PSL1819-0487	GreenSCIES 2	Innovate UKaaa	29-Oct-19	£399,765	Engineering	Centre for Air Cor	Mr Chung Lam	Maidment, Graeme	Research collaboration
PSL1819-0497	Flammable G	Sellafield Ltd	24-Sep-19	£500,000	Engineering	Energy and the Er	Mr Chung Lam	Holborn, Paul	Research contract
PSL1920-0027	HSC_AppRes_	Great Ormond S	19-Sep-19	£2,492	Health and So		Mrs Jackie Fotheringham	Francis, Gary	Research contract
PSL1920-0028	THE PROVISIO	The Skills Centre	25-Sep-19	£13,500	Law and Socia		Ms Natalie Gough	Jones, Andrew	Research contract
PSL1920-0055	App Res_SCC_	Surrey County Ci	08-Oct-19	£28,806	Law and Socia		Ms Natalie Gough	Moore, Michele	Research contract
PSL1920-0056	Consultancy_	Emerson Advanc	23-Sep-19	£2,300	Engineering		Ms Natalie Gough	Benson, Claire	Research contract
PSL1920-0058	3 Year Energy	ASDA	25-Nov-19	£1,500	Engineering	Centre for Air Cor	Mr Neil Pearce	Maidment, Graeme	Research contract
PSL1920-0098	BankEnergi -	EInnovate UKaaa	13-Dec-19	£37,241	Engineering	Centre for Air Cor	Mr Chung Lam	Maidment, Graeme	Research collaboration
PSL1920-0116	Report Superv	Korean Ministry	21-Oct-19	£3,200	Arts and Crea		Mr Eddy Lampkin	Chatzichristodoulou, Maria	Research collaboration
PSL1920-0119	Feasibility of	Burdett Trust for	19-Dec-19	£44,465	Health and So	Centre for Applie	Mrs Jackie Fotheringham	Thomas, Nicola	Research grants
PSL1920-0127	Human Ear-in	Royal Society	25-Feb-20	£20,000	Engineering	Biomedical Engin	Mr Chung Lam	Harput, Sevan	Research grants
PSL1920-0137	Provision of	Ir Global Challenge	13-Dec-19	£21,182	Engineering	Biomedical Engin	Mr Chung Lam	Berthaume, Michael	Research collaboration
PSL1920-0207	Agritech Anal	Altar Limited	06-Jan-20	£1,666	Engineering		Mr Andrew Murphy	Zhu, Yongxu	Research contract
PSL1920-0237	The Royal Soc	Royal Society	15-Jan-20	£101,908	Engineering	Advanced Materi	Mr Chung Lam	Goel, Saurav	Research grants
PSL1920-0246	Microwave Ir	Unregistered fur	27-Jan-20	£16,500	Engineering	Biomedical Engin	Mr Chung Lam	Dudley-Mcevov, Sandra	Research grants
PSL1920-0252	UK-INDIA CEN	Foreign and Corr	14-Feb-20	£11,000	Engineering	Centre for Air Cor	Mr Andrew Murphy	Evans, Judith	Research contract
PSL1920-0286	IAPP18-19/29	Royal Academy c	17-Feb-20	£38,167	Engineering	Advanced Materi	Mr Chung Lam	Goel, Saurav	Research grants
PSL1920-0045	Delta-Phi	Engineering and	26-Feb-20	£275,000	Engineering	Centre for Air Cor	Mr Chung Lam	Maidment, Graeme	Research collaboration

Project ID	Project Title	Funder/ Client	Won Date	Total Expected	School/ PSG	Research Centre	Research Lead	Principal Investigator	Income Type	
PSL1819-0385	Source4Networks 2019	NHS England	01-Nov-19	£44,950	Health and Soc		Miss Anam Farooq	Malby, Rebecca	Enterprise consultancy	SBUEL
PSL1819-0423	Evelina's MSc Paediatric Critical Care Advanced Practic	Evelina London C	02-Jan-20	£4,000	Health and Soc		Mrs Jackie Fotheringham	Delree, Jo	Enterprise consultancy	SBUEL
PSL1819-0424	Royal Brompton and Harefield's CYP Asthma module	Unregistered fun	02-Jan-20	£2,374	Health and Soc		Mrs Jackie Fotheringham	Dillon, Michelle	Enterprise consultancy	SBUEL
PSL1819-0425	Bart's HDU module a	Barts Health NHS	02-Jan-20	£2,374	Health and Soc		Mrs Jackie Fotheringham	Dillon, Michelle	Enterprise consultancy	SBUEL
PSL1819-0427	Addenbrook's HDU module	Addenbrooke's H	02-Jan-20	£4,374	Health and Soc		Mrs Jackie Fotheringham	Dillon, Michelle	Enterprise consultancy	SBUEL
PSL1819-0447	ESF Digital Grid Partnership	European Social	23-Jan-20	£82,000	Research, Enter		Ms Daisy Chatterton	Barikzai, Safia	Enterprise regeneration	SBUEL
PSL1819-0475	Consutancy_OXLEAs_PGDip pathway in Forensic Ment	Oxleas NHS Four	02-Jan-20	£11,500	Health and Soc		Mrs Jackie Fotheringham	Delree, Jo	Enterprise consultancy	SBUEL
PSL1819-0488	Supporting Surrey's ambition and children's transform	Surrey County Co	11-Sep-19	£100,000	Law and Social		Ms Natalie Gough	Krupa, Joanna	Enterprise consultancy	SBUEL
PSL1920-0023	HSC_Short Course_BHGF_China Nurses Visit	BHGF - Beijing Hi	08-Aug-19	£12,666	Health and Soc		Mrs Jackie Fotheringham	McGrath, Anthony	Enterprise short courses	SBUEL
PSL1920-0024	HSC_Short Courses_Oxleas_AHP Clinical Supervision	Oxleas NHS Four	05-Feb-20	£18,000	Health and Soc		Mrs Jackie Fotheringham	Beanlands, Clare	Enterprise short courses	SBUEL
PSL1920-0057	ACCA SBR & SBL 2019/2020	Association of Cf	13-Sep-19	£18,200	Business		Mr Daniel Janowski	Adomako, Joe	Enterprise short courses	SBUEL
PSL1920-0059	DPF Industries Innovation Centre Membership	DPF Industries Li	18-Sep-19	£25,000	Engineering		Mr Andrew Murphy		Enterprise consultancy	SBUEL
PSL1920-0100	TESTING A ZEOLITE BASED ADSORPTION COOLING PR	Proton engineeri	06-Jan-20	£10,000	Built Environm		Ms Lale Day	Paurine, Alex	Enterprise consultancy	SBUEL
PSL1920-0112	Peat Wastage Investigation	Network Rail	20-Dec-19	£36,730	Built Environm	Centre for Civil ar	Ms Lale Day	Mavroulidou, Maria	Enterprise consultancy	SBUEL
PSL1920-0126	HSC_Short Courses_CGL_SSSA Training	CGL - Change Gr	02-Jan-20	£2,100	Health and Soc		Mrs Jackie Fotheringham	Graham, Audley	Enterprise short courses	SBUEL
PSL1920-0133	SBRI Phase 1 Affordable Urban Heat Networks	Bridgend County	17-Dec-19	£10,000	Built Environm	Centre for Civil ar	Ms Lale Day	Gillich, Aaron	Enterprise consultancy	SBUEL
PSL1920-0139	HSC_Short Courses_BHR_SSSA Training	North East Lond	08-Nov-19	£4,200	Health and Soc		Mrs Jackie Fotheringham	Siddu, Charlii	Enterprise short courses	SBUEL
PSL1920-0144	Kent Surrey and Sussex Communities of Practice	Health Educatior	20-Feb-20	£19,900	Health and Soc		Miss Anam Farooq	Malby, Rebecca	Enterprise consultancy	SBUEL
PSL1920-0195	TTT Ltd - 10 senior Bangladesh Government technical	Unregistered fun	10-Dec-19	£420	Built Environm		Mr Daniel Janowski	Ebohon, Obas	Enterprise short courses	SBUEL
PSL1920-0202	RICs CPD	Royal Institution	18-Dec-19	£850	Built Environm		Mr Daniel Janowski	Chaer, Issa	Enterprise short courses	SBUEL
PSL1920-0205	HSC_AppRes_NIHR_Scoping project	National Institut	13-Jan-20	£12,250	Health and Soc		Mrs Jackie Fotheringham	Wills, Jane	Enterprise consultancy	SBUEL
PSL1920-0300	CPD_Cygnnet mentoring project round 2	National Associa	25-Feb-20	£1,200	Law and Social		Ms Natalie Gough	Martin, Nicki	Enterprise consultancy	SBUEL
PSL1920-0279	NBS Hire: Toast Ale	Unregistered fun	26-Mar-20	£3,600	Applied Science		Miss Melissa O'Connor	O'Connor, Melissa	Enterprise facilities	SBUEL
PSL1920-0138	ILM Leadership & Management - Coaching and Mentoring Level 5 Certi		02-Mar-20	£26,880	Business		Mr Daniel Janowski	Moore-Williams, Sara	Enterprise short courses	SBUEL

Project ID	Project Title	Funder/ Client	Income Type	Reason for Loss	Loss Date	Total Expected I	Deadline	School/ PSG	Research Centre (i	REI Lead	Principal Investigator
PSL1617-0365	ENSURE: Ena	Engineering an	Research colla		11-Feb-20	£460,955		Engineering	Biomedical Engine	Mr Chung Lam	Vilches, Antonio
PSL1718-0312	RS202_BE	Engineering an	Research gran	Not progressed by client	27-Sep-19	£198,618		Built Environn		Mr Eddy Lampkin	Mahmoudi Saber, Esmail
PSL1718-0329	RS223_APS_	Dunhill Medica	Research gran		27-Aug-19	£98,355	11-May-18	Applied Scienc		Miss Nadia Imtiaz	
PSL1718-0370	RS267_BE	University of D	Research gran	Not progressed by client	02-Oct-19	£19,941	28-Jun-18	Built Environn		Mr Eddy Lampkin	Paurine, Alex
PSL1819-0035	BARIDI	Innovate UKaa	Research colla		28-Nov-19	£316,025	28-Nov-18	Engineering	Centre for Air Con	Mr Chung Lam	Maidment, Graeme
PSL1819-0113	RS294_Eng_	Innovate UKaa	Research gran		02-Aug-19	£53,288	08-Aug-18	The Welding II		Mr Chung Lam	Durand, Geraldine
PSL1819-0135	RS322_ENG_	Global Challeng	Research gran		05-Sep-19	£433,434	11-Sep-18	Engineering		Mr Chung Lam	Dudley-Mcevoy, Sandra
PSL1819-0137	RS324_APS_	Innovate UKaa	Research colla		27-Aug-19	£31,286	11-Sep-18	Applied Scienc		Miss Nadia Imtiaz	Brock, Christopher
PSL1819-0170	Ancient Drar	European Com	Research colla	Not progressed by client	13-Aug-19	£144,619	11-Dec-18	Arts and Creat		Mr Eddy Lampkin	Chatzichristodoulou, Maria
PSL1819-0179	CONTROLLA	European Com	Research colla		01-Aug-19	£700,000	28-Mar-19	The Welding II		Ms Sarah Plant	Corsar, Michael
PSL1819-0180	Autonomous	European Com	Research colla		01-Aug-19	£608,700	28-Mar-19	The Welding II		Ms Sarah Plant	Corsar, Michael
PSL1819-0189	Chist-Era EN	CHIST-ERA	Research colla		10-Oct-19	£108,331	15-Jan-19	Engineering	Biomedical Engine	Mr Chung Lam	Dagiuklas, Anastasios
PSL1819-0190	Not 'Just a G	Economic and	Research gran		19-Aug-19	£347,780	31-Jan-19	Applied Scienc		Miss Nadia Imtiaz	Frings, Daniel
PSL1819-0214	Remote sens	British Council	Research gran		24-Sep-19	£79,120	25-Jan-19	Engineering		Miss Nadia Imtiaz	Upadhyaya, Hari
PSL1819-0216	Kidney Rese	Kidney Researc	Research gran		06-Sep-19	£9,528	06-Mar-19	Health and So		Miss Nadia Imtiaz	Thomas, Nicola
PSL1819-0251	PARENTS WI	Baily Thomas C	Research colla	Not progressed by client	18-Oct-19	£45,251	01-Feb-19	Health and So		Ms Natalie Gough	Whittaker, Andrew
PSL1819-0254	ENG_JEvans_	Engineering an	Research gran		17-Feb-20	£331,547	30-Jan-19	Engineering	Centre for Air Con	Mr Chung Lam	Evans, Judith
PSL1819-0271	Tidal VOLum	Engineering an	Research gran		07-Aug-19	£395,841		Engineering	Biomedical Engine	Mr Chung Lam	Ghavami, Mohammad
PSL1819-0277	2019 Biomec	Wellcome Trus	Research gran		03-Sep-19	£2,000	14-Feb-19	Applied Scienc	Sport and Exercise	Mr Chung Lam	Mileva, Katya
PSL1819-0289	National Inst	National Institu	Research colla	Not progressed by client	04-Oct-19	£9,000	20-Mar-19	Health and So		Mr Eddy Lampkin	Thomas, Nicola
PSL1819-0305	Microplastic	Waitrose & Par	Research gran		04-Feb-20	£63,000	24-Feb-19	Applied Scienc		Miss Nadia Imtiaz	Ojinnaka, Delia
PSL1819-0307	Professional	The Associator	Research gran	Not progressed by client	16-Oct-19	£5,058	25-Feb-19	Built Environn		Mr Eddy Lampkin	Kaluarachchi, Yamuna
PSL1819-0323	Newton Inte	Royal Society	Research gran		17-Feb-20	£100,500	27-Mar-19	Engineering	Energy and the En	Mr Chung Lam	Saha, Basu
PSL1819-0328	RADBLAD (3)	European Com	Research colla		01-Aug-19	£653,339	28-Mar-19	The Welding II		Mr Chung Lam	Corsar, Michael
PSL1819-0330	CLE4SEE: Int	Erasmus+	Research gran		02-Aug-19	£74,913	21-Mar-19	Law and Socia		Miss Nadia Imtiaz	Russell, Alan
PSL1819-0331	Internationa	British Academ	Research gran	Not progressed by client	06-Sep-19	£3,758	15-Apr-19	Business		Mr Eddy Lampkin	Younis, Heba
PSL1819-0346	E-cigarettes	National Institu	Research gran		15-Nov-19	£1,369,495	15-May-19	Applied Scienc		Miss Nadia Imtiaz	Dawkins, Lynne
PSL1819-0351	Rethinking A	British Academ	Research gran		06-Aug-19	£129,760	15-May-19	Law and Socia		Miss Nadia Imtiaz	Lai, Daniela
PSL1819-0372	BA/Leverhul	Leverhulme Tru	Research gran		19-Nov-19	£9,827	05-Jun-19	Applied Scienc		Miss Nadia Imtiaz	Smith-Spark, James
PSL1819-0379	Psychology-I	British Academ	Research gran		19-Nov-19	£9,869	05-Jun-19	Applied Scienc		Miss Nadia Imtiaz	Civai, Claudia
PSL1819-0395	Royal Societ	Royal Society	Research gran	Unsuccessful	25-Sep-19	£13,787	16-May-19	Engineering	Advanced Materia	Mr Chung Lam	Memon, Saim
PSL1819-0401	At Home Dia	GlaxoSmithKlin	Research cont	Not progressed by client	20-Sep-19	£118,384		Engineering		Mr Andrew Murphy	Xiao, Perry
PSL1819-0406	Race and Ge	British Academ	Research gran		19-Nov-19	£9,992	05-Jun-19	Law and Socia		Miss Nadia Imtiaz	Gajparia, Jaya
PSL1819-0408	Urban infrasi	British Academ	Research colla	Not progressed by client	16-Oct-19	£7,970	22-May-19	Built Environn		Mr Eddy Lampkin	Robinson, Herbert
PSL1819-0409	APS_Contract	Research_D J	Research cont	Not progressed by client	13-Aug-19	£61,764	24-May-19	Applied Scienc	Sport and Exercise	Miss Nicola Bourke	James, Darren
PSL1819-0411	WW2 UK Au	Leverhulme Tru	Research gran		06-Aug-19	£5,469	01-Sep-19	Law and Socia		Miss Nadia Imtiaz	Doyle, Peter
PSL1819-0416	Explorations	Royal Society	Research gran		17-Feb-20	£12,000	30-May-19	Engineering	Biomedical Engine	Mr Chung Lam	Goss, Geoff
PSL1819-0418	Education as	Economic and	Research gran	Not progressed by client	02-Oct-19	£178,952	05-Jun-19	Built Environn		Mr Eddy Lampkin	Kaluarachchi, Yamuna
PSL1819-0422	Academic gr	Dunhill Medica	Research gran	Not progressed by client	30-Sep-19	£141,748	30-Aug-19	Built Environn		Mr Eddy Lampkin	Aygun, Haydar
PSL1819-0430	Ectra Trial	National Institu	Research gran		24-Sep-19	£85,510	30-Jul-19	Applied Scienc		Miss Nadia Imtiaz	Dawkins, Lynne
PSL1819-0431	Smart Steel	Innovate UKaa	Research colla	Not progressed by client	27-Sep-19		22-Jul-19	Built Environn	Centre for Constr	Ms Lale Day	Shamass, Rabee
PSL1819-0441	C02 Capture	European Com	Research colla		05-Dec-19	£1,324,543	27-Aug-19	Engineering	Energy and the En	Ms Sarah Plant	Constantinou, Achilleas
PSL1819-0442	EV Charge pc	Innovate UKaa	Research colla		25-Sep-19	£493,837	07-Aug-19	Engineering	Centre for Air Con	Mr Andrew Murphy	Maidment, Graeme
PSL1819-0445	Legal Access	NESTANESTA	Research cont	Not progressed - Lost to co	24-Sep-19	£50,000	11-Aug-19	Law and Socia		Miss Nicola Bourke	Unger, Andy
PSL1819-0455	Forces in Mir	Forces in Mind	Research cont	Not progressed - Idea foun	17-Dec-19	£208,403	22-Aug-19	Research, Ent		Miss Nicola Bourke	Bourke, Nicola
PSL1819-0471	Good Public	Economic and	Research colla	Not progressed by client	03-Feb-20	£473,806	11-Sep-19	Arts and Creat		Mr Eddy Lampkin	Jackson, Lizzie
PSL1819-0478	Integrated A	Supergen Bioer	Research gran		20-Jan-20	£99,937	10-Jul-19	Engineering	Energy and the En	Miss Nadia Imtiaz	Saha, Basu
PSL1819-0479	Gang and Gir	National Institu	Research gran		13-Nov-19	£140,418	23-Jul-19	Health and So		Miss Nadia Imtiaz	Wills, Jane
PSL1819-0482	Facilitating C	National Institu	Research gran		20-Jan-20	£29,782	17-Jul-19	Health and So		Miss Nadia Imtiaz	Sugarhood, Paul

PSL1819-0496	BIG ATOM In Innovate UKaa; Research cont Not progressed - Lost to co	19-Dec-19	£38,458	16-Oct-19	Engineering	Energy and the En	Mr Andrew Murphy	Constantinou, Achilleas
PSL1819-0502	Stoneygate F Kidney Researc Research gran Unsuccessful	20-Jan-20	£49,926	19-Sep-19	Health and So	Centre for Applied	Miss Nadia Imtiaz	Thomas, Nicola
PSL1920-0006	Accelerating Innovate UKaa; Research colla Unsuccessful	21-Nov-19	£50,000	27-Aug-19	Built Environn	Centre for Sustain	Ms Lale Day	Murray, Luke
PSL1920-0010	Meta-cogniti Society for Resi Research gran	03-Dec-19	£9,994	01-Sep-19	Law and Socia		Miss Nadia Imtiaz	Solanki, Hitendra Kanji
PSL1920-0017	Grid Friendly Engineering an Research colla	08-Jan-20	£366,086	19-Sep-19	Engineering	Centre for Air Con	Mr Chung Lam	Evans, Judith
PSL1920-0018	GCRF Netwo The Academy c Research gran Unsuccessful	12-Feb-20	£25,000	04-Sep-19	Engineering		Miss Nadia Imtiaz	Berthaume, Michael
PSL1920-0025	Understandii Society for Resi Research gran	03-Feb-20	£10,000	01-Sep-19	Applied Scienc		Miss Nadia Imtiaz	Newton, Elizabeth
PSL1920-0029	dECarbonisa Engineering an Research colla	08-Jan-20	£359,489	19-Sep-19	Engineering	Centre for Air Con	Mr Chung Lam	Maidment, Graeme
PSL1920-0048	MiWind European Comi Research colla Unsuccessful	23-Dec-19	£307,326	22-Oct-19	The Welding Ii		Mr Chung Lam	Corsar, Michael
PSL1920-0073	CWE_Creativ stimuleringsfor Research gran Unsuccessful	08-Jan-20		07-Oct-19	Arts and Creat		Ms Natalie Gough	Chatzichristodoulou, Maria
PSL1920-0092	Innovate UK Innovate UKaa; Research colla Unsuccessful	14-Feb-20	£372,927	16-Oct-19	Built Environn	Centre for Civil an	Ms Lale Day	Gillich, Aaron
PSL1920-0121	Totalace Lim Innovate UKaa; Research colla Unsuccessful	02-Dec-19	£104,996	30-Oct-19	Built Environn	Centre for Constr	Ms Lale Day	Hardi, Jennifer
PSL1920-0122	Future Photc Engineering an Research gran Unsuccessful	06-Dec-19	£49,043	15-Nov-19	Engineering	Advanced Materia	Mr Chung Lam	Kellici, Suela
PSL1920-0131	Quantum Diç Innovate UKaa; Research colla Not progressed - Idea foun	05-Dec-19	£149,990	05-Feb-20	Built Environn		Mr Eddy Lampkin	Ebohon, Obas
PSL1920-0154	E-cigarette n Cancer Researc Research gran Unsuccessful	14-Jan-20		12-Nov-19	Applied Scienc		Miss Nadia Imtiaz	Cox, Sharon
PSL1920-0256	Resub: Feasil Unregistered fu Research gran	10-Feb-20	£30,150		Health and So	Centre for Applied	Miss Nadia Imtiaz	Thomas, Nicola
PSL1920-0066	Supermarket Engineering an Research colla	03-Mar-20	£558,513	01-Oct-19	Engineering	Centre for Air Con	Mr Chung Lam	Evans, Judith
PSL1920-0194	Innovate UK Innovate UK Research colla Not progressed - Idea foun	09-Mar-20	£104,983	08-Jan-20	Built Environn	Centre for Constr	Ms Lale Day	Hardi, Jennifer
PSL1920-0198	NIHR_Impro National Institu Research gran	20-Mar-20	£694,354	14-Jan-20	Applied Scienc		Miss Nicola Bourke	Callaghan, Patrick
PSL1920-0212	TBCTBCTBC National Nucle; Research stud Unsuccessful	17-Mar-20	£119,999	02-Jan-20	Engineering	Energy and the En	Mr Chung Lam	Kellici, Suela

Project ID	Project Title	Funder/ Client	Income Type	Reason for Loss	Loss Date	Total Expected	Deadline	School/ PSG	Research Centre (iREI Lead)	Principal Investigator
PSL1819-0005	H648_Short Cc	Central London	Enterprise coi	Not progressed by client	27-Aug-19	£7,344	25-Oct-18	Health and Sc	Ms Natalie Gough	Jameson, Maxine
PSL1819-0094	H629_Consult:	Central London	Enterprise coi	Not progressed by LSBU	16-Sep-19	£100,000	22-Aug-18	Health and Sc	Ms Natalie Gough	Marsh, Lesley
PSL1819-0211	G089_Consult:	Non Nuoc Cao I	Enterprise coi	Not progressed by client	03-Sep-19	£51,240	18-Jan-19	Business	Miss Nicola Bourke	Ngan, Emily
PSL1819-0472	Consultancy_C	Ginger Giraffe C	Enterprise coi	Unsuccessful	15-Nov-19	£30,500	05-Jul-19	Health and Sc	Ms Natalie Gough	Whittaker, Andrew
PSL1819-0484	Evaluation of I	NHS England	Enterprise coi	Not progressed by client	06-Sep-19	£281,500	31-Jul-19	Health and Sc	Miss Anam Farooq	Malby, Rebecca
PSL1920-0042	Design and fac	Health Educatio	Enterprise coi	Not progressed by client	10-Oct-19	£17,690	13-Sep-19	Business	Ms Natalie Gough	Haddadi, Vijak
PSL1920-0062	SOLIMER	European Comr	Enterprise coi	Not progressed - Lost to competit	12-Dec-19	£125,000	09-Oct-19	Research, Ent	Mrs Golnaz Massoodi	Khamsehnezhad, Amir
PSL1920-0150	HSC_ShortCou	NHS Improvem	Enterprise shi	Not progressed - Lost to competit	09-Dec-19	£32,500	25-Nov-19	Health and Sc	Mrs Jackie Fotheringham	Enterkin, Judith
PSL1920-0178	Public Health F	Kent County Co	Enterprise shi	Unsuccessful	16-Dec-19	£12,000	29-Nov-19	Health and Sc	Miss Melissa O'Connor	Sykes, Susie
PSL1920-0221	Consultancy_F	London Boroug	Enterprise coi	Unsuccessful	17-Feb-20	£8,472	27-Jan-20	Law and Soci	Ms Natalie Gough	Jones, Andrew

ID	Project	Principal Investigator	School	Funder / client	Income type	Total expected value (£)	Deadline	Date won	Status
PSL1819-0	Therapeuti	Pallin, Nick	Health and Society	Research c		2,965	19-Jul-19	26-Sep-19	CLOSED Won

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Agenda Item 9

CONFIDENTIAL - RESTRICTED TO MEETING PARTICIPANTS	
Paper title:	Tenancy Update
Board/Committee:	SBUEL Board
Date of meeting:	30 April 2020
Author(s):	Adrian Tindall, Tenant Manager Research, Enterprise & Innovation
Sponsor(s):	Paul Ivey, Managing Director SBUEL and Chief Business Officer and Deputy Vice Chancellor Innovation
Purpose:	For Information
Recommendation:	For information and discussion

Executive Summary

The Board is asked to note the update on tenancy activity to 30 April 2020.

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SBUEL Tenancy Report – April 2019

LSBU continues to provide high quality office space to SMEs, not-for profits and scale ups in the Clarence Centre, Blackwell's and Technopark. In return for access to the space companies are expected to engage with the University to enrich our educational offering and strategic ambitions.

Tenancy matters

All tenants are now on the approved leases, and new incoming tenants are signing the leases before they are able to take up occupancy.

Following the recent decision not to move Finance to the 2nd floor of the Technopark, vacant offices have been allocated for occupancy.

The 8th Floor Keyworth Centre was handed back to Estates during 18/19 to be converted into teaching space: this has reduced the amount of available conference space to generate income but external booking numbers for remaining conference spaces have improved during 19/20 (income to end of March 2020: £73k).

Invoicing and Occupancy

See Appendix 1 for the latest position.

Occupancy for the three sites stands at 95%, with non-lettable units occupied by REI, student and graduate entrepreneurs and the Legal Advice Centre/Business Solutions Centre. The monthly invoicing total stands at £112K: if the occupancy position remains at 95% for the remainder of the year, then the income target for tenancy for 19/20 will be exceeded. However the current government shut down will have an impact on this (see Covid-19 impact and action section of this paper for further detail).

The vacant offices in the Clarence Centre and Technopark were due to have been occupied in March, but occupancy has been delayed due to the lockdown.

Community/Tenant Engagement

Year to date there have been 23 instances of engagement, four of which are with companies we have not engaged with previously.

Debtors

Overall tenant debt has reduced since the last meeting from £311k to £299k.

We are actively monitoring three companies:

- FalconDHQ (a company founded by an LSBU alum and former tenant) are on the cusp of signing their first contract and will begin making payments once they have raised a further round of funding;
- RSPE who continue to make sporadic payments outside of their payment plan; and
- We will be agreeing a payment plan with Law in Sport

Tenants were not notified of a recent change to the SBUEL bank account: this has had an adverse impact on tenant debt levels. These payments have now been recognised in the latest management accounts.

Covid-19 Impact and Actions

In line with the Government guidelines, access to the tenant offices in the Technopark, Blackwell's and Clarence Centre ceased on the 24th March. At the time of the closure, 8 companies were actively using their offices in the three buildings: the rest had already moved to remote working.

Since closure, we are aware of at least ten companies furloughing their staff using the Government's Job Retention Scheme, one has applied for a CBILS loan and fifteen have used support offered by HMRC relating to their VAT and Corporation Tax. Three of the tenants have been heavily impacted by the lockdown and have seen revenues drop to zero as they are retail or leisure focused.

We have applied for the Government's Grant funding on behalf of fourteen tenant companies to date and a further seven applications will be made by the end of the week. These are the £10K (office) and £25K (retail) grants being offered by the Government using the Business Rates process. The Tenancy team have the Business Rates demands at hand, but the technical nature of the process will mean some applications may have to wait until the lockdown is lifted. The companies that are ineligible for Government Grant funding may be able to make a claim through the Southwark Council Hardship Fund.

We are providing additional support to tenants, including signposting to available financial support and one to one mentoring. This will continue until the lockdown ends. At this stage, it is unlikely that we will lose a tenant through bankruptcy; however this may change if the lockdown is extended beyond mid-May.

Tenants have asked the tenancy team for reduced or zero rate rent during the lockdown. Whilst we are under no obligation to offer this, Government action has been to freeze commercial rental evictions. Government have clarified that this should not be seen as a rental holiday or absolve tenant liability for their rent. We do however need to consider the reputational impact of taking no action. Tenants cannot access their place of business (they have emergency access only): if the University were to take no action and continue invoicing at full rate during the lockdown, the impact on future occupancy could be hit as we could be seen as unsupportive of small businesses during a time of difficulty.

A paper regarding tenant rental liability will be prepared for discussion at the Executive once the full impact of lockdown is known. There are a number of options, including:

- Take no action and expect tenants to pay rent in line with their leases
- Agree an approach to rent during lockdown which could include:
 - Those in arrears receive no support (12 companies)
 - Those not in arrears who remain in occupancy receive rent relief in line with the number of days/weeks they were unable to access the offices (approximately 30 companies)

- Those whose revenue has been affected due to the nature of their business (a 100% drop in revenue) receive rent relief in line with the number of days/weeks they were unable to access the offices plus an additional one month

Whilst any action to remove tenant liability for rent will have an impact on SBUEL income, it will ensure that LSBU can support tenants during a time where some may fall through the cracks of Government support, and therefore fail. Any business failure during this period could be detrimental to our Corporate Strategy of business and community engagement and outreach.

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Company	Customer Number	Building	Room/R	Size sq ft	Rate being paid	Yearly	Monthly	Annual Profit/Loss	Frequency	Quarterly rent	Base rate	Lease type
Red Lantern Digital Media		Clarence Centre	DC207	312	Due to move in after lockdown			-£14,040.00	Monthly		C	Standard LSBU 3 year
Red Lantern Digital Media	2358	Clarence Centre	DC206	312	£50.00	£15,600.00	£1,300.00	£1,560.00	Monthly		C	Standard LSBU 3 year
First Thought IP		Clarence Centre	DC205	312	Due to move in after lockdown			-£14,040.00			C	
GES office		Clarence Centre	DC209	786				-£35,370.00			C	
Images and Co	2251	Clarence Centre	DC204	312	£45.15	£14,086.80	£1,173.90	£46.80	Monthly		C	Standard LSBU 3 year
Silicon rhino	2548	Clarence Centre	DC203/D	710	£45.00	£31,950.00	£2,662.50	£0.00	Monthly		C	Standard LSBU 3 year
Bisma		Clarence Centre	DC107	312		£15,600.00	£1,300.00	£1,560.00	Monthly		C	Standard LSBU 3 year
School Explained	2336	Clarence Centre	DC106	312	£50.00	£15,600.00	£1,300.00	£1,560.00	Monthly		C	Standard LSBU 3 year
Law in sport	2714	Clarence Centre	DC105	312	£55.00	£17,160.00	£1,430.00	£3,120.00	Monthly		C	Standard LSBU 3 year
Collaborate		Clarence Centre	DC104	312	£57.69	£18,000.00	£1,500.00	£3,960.00			C	
Johnson Ribbolla	2339	Clarence Centre	DC103/D	624	£47.25	£29,484.00	£2,457.00	£1,404.00	Monthly		C	Standard LSBU 3 year
Active communities	2488	Clarence Centre	DC115/D	1022	£50.05	£51,150.00	£4,262.50	£5,160.00	Monthly		C	Standard LSBU 3 year
On Campus	2796	Clarence Centre	DCG06	322	£50.16	£16,150.00	£1,345.83	£1,660.00	Monthly		C	Standard LSBU 3 year
Brand movers	2803	Clarence Centre	DCG05	323	£50.00	£16,150.00	£1,345.83	£1,615.00				
Breathe Art Research	2283	Clarence Centre	DCG04	323	£47.25	£15,261.72	£1,271.81	£726.72	Monthly		C	Standard LSBU 3 year
Hub	2314	Clarence Centre	DCG03	322	£45.29	£14,583.48	£1,215.29	£93.48	Monthly		C	Standard LSBU 3 year
Wine fusion	2248	Clarence Centre	DCG02	350	£42.86	£15,000.00	£1,250.00	-£750.00	Monthly		C	Standard LSBU 3 year
Internal (legal advice)		Clarence Centre	DCG17	463				-£20,835.00			C	
Internal (legal advice)		Clarence Centre	DC118	409				-£18,405.00			C	
Naked creativity	2218	Clarence Centre	DCG18	409	£50.00	£20,450.00	£1,704.17	£8,180.00	Monthly		D	Standard LSBU 3 year
Naked Creativity / Captain cyan	2218	Clarence Centre	DCG18/D	883	£42.89	£37,872.00	£3,156.00	£11,382.00	Monthly		D	Standard LSBU 3 year
Power to change	2434	Clarence Centre	DC121/D	1216	£50.00	£60,800.04	£5,066.67	£6,080.04	Monthly		C	Standard LSBU 3 year
On Campus	2796	Clarence Centre	DC301	775	£50.00	£38,750.04	£3,229.17	£3,875.04	Monthly		C	Standard LSBU 3 year
On Campus	2796	Clarence Centre	DC302	312	£58.91	£18,380.04	£1,531.67	£4,340.04	Monthly		C	Standard LSBU 3 year
F and F	2395	Technopark	2B01	171	£45.00	£7,695.00	£641.25	£855.00	Monthly		A	Standard LSBU 3 year
Operational Intelligence	2715	Technopark	2B03	180	£45.00	£8,400.00	£700.00	£1,200.00	Monthly			
Brand Movers	2803	Technopark	2B04	400	£0.00	£0.00	£0.00	-£16,800.00	Monthly		B	Standard LSBU 3 year
Pro Bono Economics	2600	Technopark	2B06	188	£38.30	£7,200.00	£600.00	-£320.00	Monthly		A	
Try Tag Rugby	2246	Technopark	2B07	400	£45.00	£18,000.00	£1,500.00	£2,000.00	quarterly		B	Standard LSBU 3 year
Try Tag Rugby	2246	Technopark	2B08	176	£40.91	£7,200.00	£600.00	£160.00	Monthly		A	Standard LSBU 3 year
		Technopark	2B10	175				-£7,000.00	Monthly		A	Standard LSBU 3 year
Blox	2222	Technopark	2B11	400	£39.00	£15,600.00	£1,300.00	-£400.00	Monthly		B	Standard LSBU 3 year
Try Tag Rugby	2246	Technopark	2B09	179	£36.73	£6,575.04	£547.92	-£584.96	Monthly		A	Standard LSBU 3 year
Power to change	2242	Technopark	2B12	187	£45.00	£8,415.00	£701.25	£935.00	Monthly		A	Standard LSBU 3 year
TCCCE	2464	Technopark	2B14	187	£40.04	£7,488.00	£624.00	£8.00	Monthly		A	Standard LSBU 3 year
London Youth games	2233	Technopark	2B15	485	£40.95	£16,380.00	£1,365.00	-£3,020.00				
FEI	2830	Technopark	2B16	189	£45.00	£8,505.00	£708.75	£945.00	Monthly		A	Standard LSBU 3 year
Luma Creative	2524	Technopark	2B18	187	£45.00	£8,415.00	£701.25	£935.00	Monthly		A	Standard LSBU 3 year
Protimos	2239	Technopark	2B20	176	£45.00	£7,920.00	£660.00	£880.00	Monthly		A	Standard LSBU 3 year
First Thought IP	2229	Technopark	2B22	370	£48.00	£17,760.00	£1,480.00	£2,960.00	Monthly		B	Standard LSBU 3 year
Revolving Doors	2703	Technopark	2B21	400	£42.00	£16,800.00	£1,400.00	£800.00	Monthly		B	
		Technopark	2B27	176				-£7,040.00	Monthly		A	Standard LSBU 3 year
CARA	1479	Technopark	2B29/2B	915	£21.86	£19,999.92	£1,666.66	-£16,600.08	Monthly		B	Standard LSBU 3 year
FEI	2830	Technopark	2B26	769	£50.00	£38,450.00	£3,192.50	£7,690.00	Monthly		B	Standard LSBU 3 year
CETEC	2597	Technopark	2C06	403	£41.69	£16,800.00	£1,400.00	£680.00	Monthly		B	Standard LSBU 3 year
Lisa's Law	2616	Technopark	2C05	432	£0.00	£0.00	£0.00	-£17,280.00			B	Standard LSBU 3 year
ALBORA TECHNOLOGIES	2680	Technopark	2C10	948	£21.10	£20,000.00	£1,666.67	-£17,920.00	Monthly		B	Standard LSBU 3 year
ALBORA TECHNOLOGIES	2680	Technopark	2C08	180	£54.57	£9,821.80	£818.48	£2,261.80				
Input	2321	Technopark	2C09/2C	533	£34.85	£18,576.00	£1,548.00	-£3,810.00	Monthly		B	Standard LSBU 3 year
Input	2321	Technopark	2C07	162				-£6,804.00				
Location Works		Technopark	2D31	400	£42.00	£16,800.00	£1,400.00	£0.00	Monthly		B	
Research storage office		Technopark	2D41	180				-£7,560.00			A	
KBM	2359	Technopark	2D35	561	£43.00	£24,122.40	£2,010.20	£560.40	Monthly		B	Standard LSBU 3 year
Million +	2235	Technopark	2D27	581	£43.61	£25,338.00	£2,111.50	£936.00	Monthly	£6,334.50	B	Standard LSBU 3 year
Centre For Mental Health	2521	Technopark	2D21	579	£50.00	£28,950.00	£2,412.50	£4,632.00	Monthly		B	Standard LSBU 3 year
		Technopark	2D30	192		£0.00	£0.00	-£8,064.00	Monthly		B	Standard LSBU 3 year
Pro Bono Economics	2600	Technopark	2D26	1120	£40.71	£45,600.00	£3,800.00	-£1,440.00				
Three Hands	2392	Technopark	2D12	645	£39.81	£25,680.00	£2,140.00	-£1,410.00	Monthly		B	Standard LSBU 3 year
Lisa's Law	2616	Technopark	2D09/2D	943	£45.81	£43,200.00	£3,600.00	£3,594.00	Monthly		B	
Toca Training	2245	Technopark	2D03	181	£39.32	£7,117.08	£593.09	-£484.92	Monthly		A	Standard LSBU 3 year
	2735	Technopark	2D07	380			£0.00	-£15,960.00			B	
Cogitare	2226	Technopark	2D06	581	£45.15	£26,232.24	£2,186.02	£1,830.24	Monthly		B	Standard LSBU 3 year
CCH	2363	Technopark	2D02	370	£45.09	£16,684.00	£1,390.33	£1,144.00	Monthly		B	Standard LSBU 3 year
Centre For Mental Health	2363	Technopark	2D17	184	£44.35	£8,160.00	£680.00	£432.00				
Solion	2243	Technopark	2D01	542	£37.59	£20,373.78	£1,697.82	-£2,390.22	Monthly	£5,093.45	B	Standard LSBU 3 year
Securinity	2798	Technopark	2A06	162	£45.19	£7,320.00	£610.00	£516.00	Monthly		A	Standard LSBU 3 year
Sharp Cloud	2241	Technopark	2A22	372	£48.91	£18,195.00	£1,516.25	£2,571.00	Monthly		B	Standard LSBU 3 year
Sharp Cloud	2241	Technopark	2A16	313	£38.34	£12,000.00	£1,000.00	-£1,146.00	Monthly			
Sharp Cloud	2A24	Technopark	2A24	786	£45.80	£36,000.00	£3,000.00	£2,988.00	Monthly			
The Skills Centre	2520	Technopark	2A31	535	£50.00	£26,750.00	£2,300.00	£4,280.00	Monthly		B	Standard LSBU 3 year
The Skills Centre	2520	Technopark	2A27	167	£43.11	£7,200.00	£600.00	£186.00	Monthly		A	Standard LSBU 3 year
My Kinda Future	2357	Technopark	2A23	370				-£15,540.00	Monthly		B	Standard LSBU 3 year
My Kinda Future	2357	Technopark	2A03/2A	1381	£39.10	£54,000.00	£4,500.00	-£4,002.00	Monthly		B	Standard LSBU 3 year
		Technopark	2B25	168		£0.00	£0.00	-£7,056.00	Monthly		A	Standard LSBU 3 year
Revolving Doors	2288	Technopark	2A14	683	£45.79	£31,275.00	£2,606.25	£2,589.00	Monthly		B	Standard LSBU 3 year
CareTrade	2292	Blackwells	BW.07	924		£12,000.00	£1,000.00		Monthly		N/A	Standard LSBU 3 year
CareTrade	2292	Blackwells	BW.04			£12,000.00	£1,000.00		Monthly		N/A	Standard LSBU 3 year
Factory 15	2779	Blackwells	Ground floor				£3,333.00					
RSPE	2658	Blackwells	BW.05	366		£9,600.00	£800.00		Monthly		N/A	Standard LSBU 3 year
Caretrade	2292	Blackwells	BW.09			£12,000.00	£1,000.00		Monthly		N/A	Standard LSBU 3 year
Caretrade	2292	Blackwells	BW.10			£5,268.00	£439.00		Monthly		N/A	

Business Lounge												
Studio Bahman	2443	Clarence Centre	DC109	N/A		£500.00			Annual			Business lounge agreement
Durdar Consulting	2540	Clarence Centre	DC109	N/A			£50.00		Monthly			Business lounge agreement
Steve Lau (CIBF)	2494	Clarence Centre	DC109	N/A		£500.00			Annual			Business lounge agreement
Adres Jimenez	2480	Clarence Centre	DC109	N/A			£50.00		Monthly			Business lounge agreement
Lenguactiva ltd	2495	Clarence Centre	DC109	N/A			£50.00		Monthly			Business lounge agreement
Global Synergy Resources		Clarence Centre	DC109	N/A			£50.00		Monthly			
Fixxed Ltd		Clarence Centre	DC109	N/A		£500.00			Annual			
Doing Social	2299	Clarence Centre	DC109	N/A			£50.00		Monthly			Business lounge agreement
Valiant Business Media	2273	Clarence Centre	DC109	N/A			£50.00		Monthly			Business lounge agreement

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CONFIDENTIAL - RESTRICTED TO MEETING PARTICIPANTS	
Paper title:	IP and Commercialisation Update
Board/Committee:	SBUEL Board
Date of meeting:	30 April 2020
Author(s):	Syeda, Rahimunnessa, Intellectual Property Manager Research, Enterprise and Innovation
Sponsor(s):	Paul Ivey, Managing Director SBUEL and Chief Business Officer and Deputy Vice Chancellor Innovation
Purpose:	For Information
Recommendation:	For information and discussion

Executive Summary

The Board is asked to note the update on IP and commercialisation activity from January 2019 to March 2020.

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SBUEL Board Report

IP & Commercialisation Report January 2019 – March 2020

1) Invention Disclosures

Five Invention Disclosures were recorded in 2019.

One invention disclosure qualified for support through the REI Research Internship scheme. A student intern worked with a HSC academic colleague to research the development of a prototype board game for midwifery students.

2) New patent applications filed

No new patents were filed.

3) Continuation of Patents

A PCT application was filed for the Fire Resistant Cladding innovation (School of BEA) to allow designation of foreign filings. A UK patent was filed for the innovation in April 2018. The Search Report issued to LSBU showed that there was no relevant prior art meaning that it has patentable Claims.

4) Patents Granted

One Granted: Professor Basu Saha's (School of Engineering) European patent for Continuous Manufacturing of Epoxides

In March 2020, we received commercial interest in this technology via the IN-PART online tool. Professor Saha responded to the interest and is being supported by the REI Business Development Manager.

5) IP Income

£4,400 royalty income to SBUEL from BioX' 2018 sales.

The 2019 BioX Accounts and Royalty Statement are not yet finalised.

6) Proof of Concept (POC) Projects

We have two Proof of Concept projects running.

- Following a successful Research Internship, the prototype board game for midwifery students progressed onto receiving Proof of Concept funding. The funding supported manufacturing of a prototype board game to support midwifery students' knowledge and understanding of clinical practice. Prior to the COVID-19 closures, the team ran trial sessions and collected feedback from students. When activities resume, the team will run more sessions to gain sufficient data to inform the development of version 2 of the game ready for sharing with other universities and practitioners.

- The fire resistant cladding invention was set up as a Proof of Concept project in summer 2018. The academic team had a setback when part of the lab equipment was damaged during a test. The damaged equipment and the COVID-19 closures have delayed the project. When activities resume, the project and test data are expected to utilise LSBU IP and support bringing in further projects and consultancy work as commercial companies have already shown an interest in working with the academic team.

7) Any Other Information

As previously reported, the Sous Vide Oven prototype was disposed of when it was in lab storage. The REI team reviewed the commercialisation position and decided that it was no longer able to progress the concept and have had to abandon their efforts. The Sous Vide patents were offered back to the inventors but these have been declined. As the inventors do not wish to maintain the patents, SBUEL will abandon them.

Professor Pat Bailey's Thiopeptide patents (acquired by SBUEL from Keele University) have been dropped from the patent portfolio. Following 3 years of REI efforts to commercialise and further the research, agreement was reached that it was not sustainable and the business case was no longer justified.

In summer 2019, we provided support for plans to set up an Innovation Centre in the School of Engineering. IP advice and guidance has been provided to the Innovation Centre team with regards to the Membership Agreement with external companies; a Licence agreement with an external company and the assignment of IP from Brunel University.