

Meeting of the Board of Governors

4.00 - 6.00 pm on Thursday, 24 November 2016
in Boardroom - Technopark, SE1 6LN

Agenda

<i>No.</i>	<i>Item</i>	<i>Pages</i>	<i>Presenter</i>
a)	Research, Enterprise and Innovation presentation	3 - 34	PI

Date of next meeting
4.00 pm on Thursday, 16 March 2017

Members: Jerry Cope (Chair), Andrew Owen (Vice-Chair), David Phoenix, Temi Ahmadu, Steve Balmont, Michael Cutbill, Douglas Denham St Pinnock, Neil Gorman, Mee Ling Ng, Jenny Owen and Tony Roberts

Apologies: Shachi Blakemore, Carol Hui, Hilary McCallion, Kevin McGrath and Calvin Usuanlele

In attendance: Richard Flatman, James Stevenson and Michael Broadway

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Research, Enterprise and Innovation at LSBU
Paul Ivey and Gurpreet Jagpal

Overview

- **What is REI?**

What is REI?

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Research Enterprise and Innovation is the gateway to the University's services, facilities and applied knowledge.

We work with:

Academics, PhD Students and early careers researchers connecting them with funders and external organisations

- connecting them with funders and external organisations
- helping them to develop and submit research proposals
- and creating a supportive research environment.

Businesses, public sector and voluntary organisations

- helping them to innovate, grow and improve performance inc. access to space
- by finding cost-effective solutions and connecting them with the right expertise.

Students, Graduates and Alumni

- driving and supporting them to be enterprising
 - fostering their start-up businesses,
 - and connecting their growing businesses with our experts.
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Through this work we aim to:

- Ensure the University's knowledge and research has value and application in the real world; that the solutions we offer create genuine opportunity and deliver lasting change.
- Ensure that our students enter the working world with the necessary skills to succeed.
- Ensure that the needs of businesses are addressed through our enterprise activity and the sharing of our knowledge.

Overview

- What is REI?
- **How we work?**

How we work and why

The relationship



The impact of the collaboration

For business:



Innovation in process/products/services to improve your business



Increased profits



Growth



Upskilled and satisfied workforce



Evidencing social impacts/social return on investment

For society:



Quality of life



Job creation



Increase in GDP



Influence on Government and Policy

For LSBU:



Enables delivery of highly applied, professionally accredited courses aligned with industry



Helps LSBU graduates to be entrepreneurial and highly skilled



Grows knowledge and ensures it has a solid and practical purpose

What we provide



We generate new knowledge through our research

Organisations can access this knowledge via Research Contracts, Consultancy Projects, Knowledge Transfer Partnerships, IP Licensing



We provide access to European and Global networks

Intensive, practical advice and support for students and graduates to refine their business and social enterprise ideas

We provide training and education

Highly relevant, professional training to develop your workforce and their skills



We also help organisations in other ways, such as:

- Providing office space, venue hire, specialist facilities (labs etc)
- Interns placed in your business



We help organisations access funding

European Union funding, Innovate UK funding, Crowd Funding

How we work – Research?

- Pre-award
 - Responsibility for identifying external sources of funding and matching to LSBU expertise
 - Supporting the development and submission of research proposals compliant with LSBU policies and processes
 - Post-award & research environment
 - Supporting the ‘setting up of research’ projects
 - Measuring research success (AURA) and reporting on Impact
 - Creating a supportive research environment – Concordat and Professoriate
 - London Doctoral Academy
 - ‘Home’ for PGR students at LSBU
 - Responsibility for Central Induction and monitoring progression
 - Providing skills and career development support
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How we work – Enterprise and Innovation? (1)

- Adopting a market-facing approach through 4 institutes:
 - Health and Wellbeing
 - Sustainable Communities
 - Creative and Digital Economy
 - Global Challenges
- Areas where LSBU has clear strengths
 - 90% of enterprise income and alignment with GRCF

How we work – Enterprise and Innovation? (2)

- Supported by 'horizontal' teams covering:
 - Knowledge Exchange: KTPs and wider KE Schemes for academic and business collaboration
 - Strategic Projects: ESIF funding for SME engagement and London-wide business support services
 - Tenant Community: managing 3 'innovation hubs' with 90+ companies, linkages to LSB - Enterprise
 - Entrepreneurship and Innovation: student and graduate enterprise; SME internships and student consultancy
- All underpinned by a systems and compliance team which manages policies, processes and reporting.

How we work – Enterprise and Innovation? (3)

External Organisations – Start-Ups; SMEs; Corporates; Charities; NGOs;
Social Enterprises; Citizens and Policy Makers

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HWI

SCI

CDEI

GCI

Knowledge Exchange - KTPs

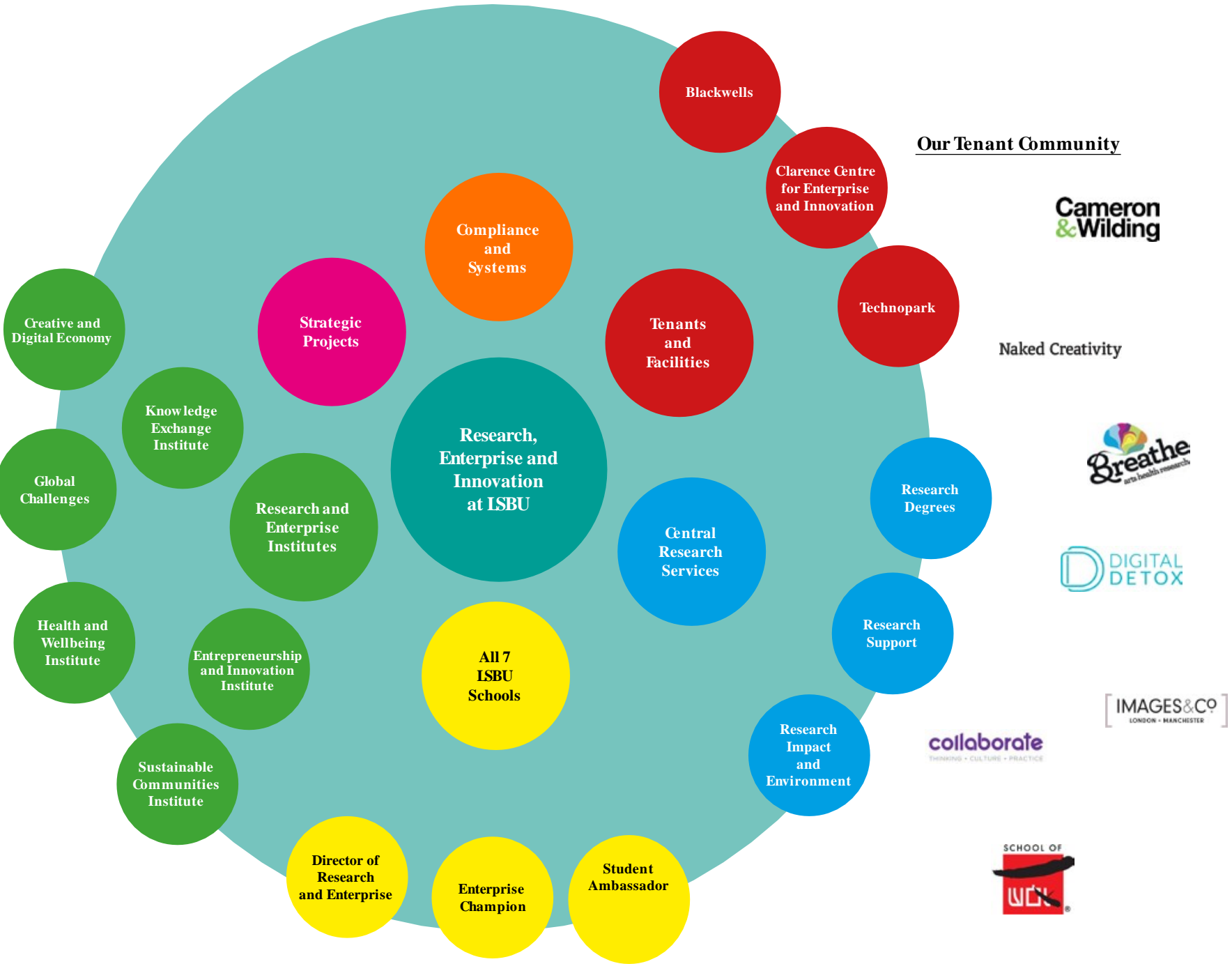
London South Bank University
Staff, Students, Graduates and Facilities

How we work – Enterprise and Innovation? (4)

REI Support Area	Arts and Creative Industries	Applied Sciences	Built Environment & Architecture	Business	Engineering	Health and Social Care	Law & Social Sciences
Research Pre Awards	Cristina Chira cristina.chira@lsbu.ac.uk 020 7815 6981	Chung Lam, lamc@lsbu.ac.uk 02078156914	Cristina Chira cristina.chira@lsbu.ac.uk 020 7815 6981	Chung Lam, lamc@lsbu.ac.uk 02078156914	Cristina Chira cristina.chira@lsbu.ac.uk 020 7815 6981	Chung Lam, lamc@lsbu.ac.uk 02078156914	Chung Lam, lamc@lsbu.ac.uk 02078156914
Research Degrees	Mina Drago dragoc@lsbu.ac.uk 0207 815 6901	Mina Drago dragoc@lsbu.ac.uk 0207 815 6901	Mina Drago dragoc@lsbu.ac.uk 0207 815 6901	John Harper harperj3@lsbu.ac.uk 0207 815 7829	John Harper harperj3@lsbu.ac.uk 0207 815 7829	Mina Drago dragoc@lsbu.ac.uk 0207 815 6901	Mina Drago dragoc@lsbu.ac.uk 0207 815 6901
Commercial Enterprise	Peter Hadfield peter.hadfield@lsbu.ac.uk 0207 815 6918	Monica Ganan gananm@lsbu.ac.uk 0207 815 6965	Richard Moore moorer10@lsbu.ac.uk 020 7815 6924	Neil Pearce pearcen2@lsbu.ac.uk 0207 815 6956	Peter Benson bensonp4@lsbu.ac.uk 020 7815 7802	Natalie Gough natalie.gough@lsbu.ac.uk 0207 815 6930	Monica Ganan gananm@lsbu.ac.uk 0207 815 6965 -or- Peter Hadfield
Student Enterprise	Leah Anderson-McCollin Andersl6@lsbu.ac.uk 020 7815 6912	Amy Pyle pylea@lsbu.ac.uk 0207 815 6915	Libby England englanl3@lsbu.ac.uk 0207 815 6983	Linsey Cole l.cole@lsbu.ac.uk 0207 815 6921	Syeda Rahimunnessa syedara@lsbu.ac.uk 0207 815 6910	Amy Pyle pylea@lsbu.ac.uk 0207 815 6915	Leah Anderson-McCollin Andersl6@lsbu.ac.uk 020 7815 6912

How we work – Enterprise and Innovation? (5)

- ‘Business Partnering’
- Dedicated points of contact
- Quarterly reviews of performance and future activity
 - Director REI
 - Associate Director Research
 - REI ‘Contact Points’
 - Dean
 - School Director of Research and Enterprise
 - School PGR Director
 - School BSM
 - School Enterprise Champion



Overview

- What is REI?
- How we work?
- **2015 – 2016 Performance**

Sales opportunities pipeline*

* specific potential project with title and in costing approval process

	month end October		
Category	2016	2015	2014
Research	£16.7 million	£6.7million	Not available
Proposals	109	70	
Enterprise	£9.4 million	£5.0 million	£1.9 million
Proposals	88	67	42

Enterprise conversion 1:5

Research conversion 1:6 2014/2015, 1:3 in 2015/2016

**But it's more than just
numbers.....**

Our Achievements (1)

- Full-team in place
- Bid Activity increased for research by 350%
- Mini-Ref Exercise – Our Research Community
- TWI Partnership – Robotics & Coatings
- Summer School
- O/seas partnership with BUE
 - 7 PhDs Cohort 1
 - 3 PhDs Cohort 2 (and growing)
 - Joint awards

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Our Achievements (2)

- Institutes

- Health and Wellbeing and Sustainable Communities sales of £1m each
- Entrepreneurship and Innovation – greater number of students and graduates engaged

- Strategic Projects

- Investment Escalator
- Momentum
- A2i and Sim Dh + 3 partnerships

- Tenant Community and Venue Hire

- Working across 3 sites
 - 95% Occupancy
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Our Achievements (3)

- Compliance and Systems
 - PwC Review
 - Enterprise Approval Process
 - Data and Intelligence
 - Monitoring and Reporting
 - PGR Review

Awards and Nominations

- Third Party Endorsement

- 1 win Global Awards Outstanding Emerging Entrepreneurship Centre
- 1 highly commended Enterprise Learning Provider of the Year
- NBA Finalist (close second!)
- Times Higher (24/11)
- Maintained

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HR EXCELLENCE IN RESEARCH



Our partners

We don't do it alone, we have support from strategic partners across the globe



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“Every time I hear the great things the University is doing I am inspired and really see a great partnership forming between our teams.”
 - Director, Enterprise & Business Specialists, City of London & West End NatWest Bank



“The Centre for Graduate Entrepreneurship (Clarence Centre for Enterprise and Innovation) is a beacon of good practice and is (literally) outward facing.” - Small Business Charter Assessors Report

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“The assessment team saw, and felt first hand, the commitment to enterprise from both the management and staff demonstrating a true enterprising and entrepreneurial culture.” - IOEE Assessors



“LSBU’s Investment Escalator has helped me to see a new future, one which is full of opportunity and Inow continue the journey with the skills and confidence to make it a success” - Katie Bracher, Beitak Productions

Key Focus for 2016/17 (1)

- Income – Research and Enterprise
 - Achieving targets
- London Doctoral Academy
 - PGR Community; Training and Development; Support for Schools
- Research Environment
 - AURA; Professoriate; Research Groups and Centres
- Increase staff engagement in enterprise
 - Institutes; KE activity

Key Focus for 2016/17 (2)

- Enhance student and graduate enterprise and entrepreneurship
 - Growing numbers; refreshing programmes; overseas delivery
- Start-Up and SME Support Services
 - Sim Dh; A2i
- SBUEL Re-Positioning
 - Academic Consultancy; CPD; Overseas Subsidiaries
- South London Innovation District
 - Innovation Hubs

University-Business Collaboration: Why?

- Lambert; Wilson; Witty
 - Inform teaching
 - Applied Research
 - HEIF
 - Employability/Enterprise
 - Ensure the University's knowledge and research has value and application in the real world; that the solutions we offer create genuine opportunity and deliver lasting change.
 - Ensure that our students enter the working world with the necessary skills to succeed.
 - Ensure that the needs of businesses are addressed through our enterprise activity and the sharing of our knowledge.
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LSBU's Approach to Innovation Districts

- Currently operates three centres in which tenant companies are 'housed' in our quasi 'science and innovation park' community:
 - 2nd floor of Technopark building (21,500 sq.ft),
 - Blackwells on London Road (6,000 sq.ft), and
 - part of the Clarence Centre (10,000 sq.ft).
- Across the three sites there is circa 90 established companies running their operations and turning over £152m



The Clarence Centre – Central Hub

- The Clarence Centre is also home to the University's Research, Enterprise and Innovation (REI) team who provide the structures for staff, students, alumni and the external community to access the University's services, facilities and applied knowledge for the purposes of research and innovation.

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- The REI team works with over 688 external businesses; generated over £12.5m in funding through external collaborations and delivered nearly 20,000 hours of enterprise learning to businesses, 6,000 hours to students / graduates with 5,000+ headcount participation .
- The Clarence Centre is truly at the heart of a community of start-ups, student and graduate entrepreneurs, SMEs and LSBU's Research, Enterprise and Innovation Team. More than 1:5 LSBU alumni running their own business.
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The Clarence Centre Services

- The Clarence Centre addresses a variety of needs for both LSBU and the external community within which it operates, broadly speaking the 'offer', which reaches out to our own staff, students, alumni as well as the local community, covers 4 main areas:
 - Raising awareness of enterprise and entrepreneurship through a variety of talks, events and resources.
 - Developing an entrepreneurial mindset through boot camps, competitions and challenges and specific 1-2-1 advice.
 - Specific support for the start-up of new businesses through dedicated start-up programmes ranging from 3 months to 12 months
 - Wrap-around' businesses support services delivered using LSBU's own facilities and academic expertise coupled with external practitioners to support business growth; wealth generation and job creation

The Clarence Centre Physical Space

- In terms of the physical infrastructure the Clarence Centre operates a ‘zoned’ approach to addressing the needs of entrepreneurs and SMEs at different stages of their entrepreneurial journey:
 - Students with ideas access hot-desking facilities where they are co-locating with fellow entrepreneurs and the space provides an opportunity to share ideas and collaborate
 - Graduates entrepreneurs, enrolled on the Graduate Entrepreneur Scheme, have access to dedicated, permanent office space – supported generously by Dr. Rami Ranger CBE
 - Established businesses have access to both affordable, serviced office accommodation and specialist retail units opening up on to public pathways

The Clarence Centre Facilities

- Alongside these ‘zones’ we provide facilities that are accessible to staff, students; graduates; tenants and the local community without the need to have a University enabled pass:
 - Dedicated conference and events facilities
 - A Legal Advice Clinic – which offers free legal advice from LSBU students supervised by academics
 - The Business Solutions Centre – which offers free business advice from LSBU students supervised by School of Business academics and the Research, Enterprise and Innovation team
 - A courtyard offering communal space for work and pleasure.
 - The Barista and Baker café providing informal meeting spaces for the local community and entrepreneurs.

Thank you

