

Product	Description	Lead time & project duration	Costs to partner	Find out more
Consultancy	<p>Consultancy is the provision of professional expert advice or testing, which draws upon and applies the existing knowledge and expertise of members of staff. Unlike research, it does NOT have as its prime purpose the generation of new knowledge. The ownership of results belong to the external client and publication is only permitted with client approval. Project deliverables are defined and time limited.</p> <p>Some examples of services, although not exhaustive, include: feasibility studies, policy and practice reviews, advice on product development, analysis and testing, expert witness services, technical and strategic advice.</p>	<p>Lead time – 2-4 weeks. Contract negotiations 4-8 weeks.</p> <p>Typically, projects are relatively short (1 to 12 months) with defined deliverables.</p>	Variable.	<p>Consultancy Services are applicable to all staff Grade 7 and above, offering comprehensive support with administration, client management, contractual review and authorisation, project monitoring, invoicing and distribution of income. NI and Tax, where applicable, is dealt internally via the monthly payroll system.</p> <p>Consultancy Services</p> <p>University consultancy policy</p> <p>Time allocation: Not limited. Consultancy allocation for applicable staff can be costed through WAMS or Non-WAMS. The consultancy fee can be paid to a staff member's salary, and/or appropriate K account.</p>
Contract research	<p>Contract research projects are designed to fit company objectives and can be a straightforward route for businesses to engage with the University. A company will contract the university to do research on its behalf when it does not have the capacity to undertake the research itself or they wish for an academic to conduct the study.</p> <p>Contract research projects are likely to be time-bound and involve specified deliverables. A key indicator of contract research is that the organisation is likely to be paying all the costs directly to the University. It is unlikely that public / charitable research funders will fully or partly fund a project which is deemed to be contract research. To be classified as research, the University must keep the right to publish the results.</p> <p>Intellectual property (IP) developed during the project is likely to belong to the organisation. The provision of new IP may be negotiated in order for the University to access it for research purposes, whereas the IP that already existed will remain in the possession of the owning party.</p>	<p>Variable lead times (1 month plus) depending on the complexity of the contract - particularly issues around confidentiality and IP.</p> <p>Variable (typically 6 months to 1yr)</p>	Variable.	<p>The Business Partnerships and Knowledge Exchange team in RIS can help academic staff build relationships with business, apply for funding and manage projects in support of internal and external strategies.</p> <p>Business Partnerships and Knowledge Exchange</p> <p>partnerships@bath.ac.uk</p>
Collaborative research	<p>Collaborative research is usually funded by external bodies via a grant application and is where different research partners (academic and industry) work together to deliver a joint research project. Partners can make either direct financial contributions to the project, or 'in-kind' contributions (staff time, access to facilities, recruitment of research participants etc.). It is important partners clearly state the level of 'in-kind' contributions that they will provide to the project (for example the number of days a person will work on the project) so that the value of this commitment can be determined.</p> <p>Collaborative research projects are often funded by UKRI, NIHR, major charities (Wellcome Trust, Leverhulme Trust etc) and Innovate UK.</p>	<p>Variable lead times.</p> <p>Research projects typically last 1-5 years.</p>	Variable.	<p>Business Partnerships and Knowledge Exchange</p>

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Knowledge Transfer Partnerships (KTP, Funded by Innovate UK)	A KTP is a strategic partnership between a business and the University of Bath designed to improve business performance by providing access to cutting edge research and developing innovative products, systems or services. The scheme provides industry-based training to talented graduates and an opportunity for academics to work with industry on applied problems. KTPs are one of the most successful and impactful mechanisms to develop long lasting collaborations with industry which can lead to follow on funding and publications.	The application process and recruitment can take 6-9 months. KTPs can last 1 to 3 years.	Typical project costs are around £100k/year, with grants covering 67% of the cost for an SME, 75% for an SME located in Wales and not-for-profit organisations, and 50% for a Large business and public sector organisations. The remainder is covered by the business partner.	Knowledge Transfer Partnerships A contribution is made to the academic's K account.
Commercialisation/Intellectual Property protection	Intellectual property (IP) refers to creating something, such as inventions; literary and artistic works; designs; and symbols, names and images used in commerce. IP is protected in law by, for example, patents, copyright and trademarks, which enable people to earn recognition or financial benefit from what they invent or create.	Initial filing of patent takes on average 3 months but can be variable.	Initial patent costs are variable but will be in the region of £6K. In total costs can reach up to 50 - 100K	The Technology Transfer team in RIS helps commercialise research outcomes, including: identifying and protecting IP, managing patents, developing and commercialising IP.
Secondment/exchange	A placement of an academic into the industry setting or vice versa. This provides an opportunity for the partners to learn about each other's organisations and apply knowledge in business settings. Secondments provide a great opportunity to gain industrial experience, enhance knowledge transfer and improve teaching activities. They also help build lasting relationships which can lead to further contract/collaborative research projects.	Set up takes 3-6 months and secondments typically last 6 months – 2 years.	Varies . Funding is available for university staff to spend time in industry via the Royal Academy of Engineering and Royal Society	These can be embedded in a research project. The Bath Institute for Mathematical Innovation offers Industrial Fellowships . The Institute for Policy Research offers a Policy Fellowship Programme . RIS occasionally offers Academic Secondment funding opportunities when funding allows. Contact the Business Partnerships Team for more details.
Industrial/Innovation fellows	Industrial post-docs are employed in academic units with sustained collaboration with a variety of different projects/customers. They typically undertake a number of different contract research projects.	Set up is around 1-6 months and fellowships typically last for 3 years.		Industry Fellowships Royal Society Royal Academy of Engineering Industrial Fellowships
Policy Fellowships/internships	UKRI provide funding for policy fellowships which provide an opportunity for an academic to spend time collaborating with a UK or devolved government host organisation. The roles typically involve: <ul style="list-style-type: none"> co-designing research with the host organisation to inform policy on a priority policy area Improving the exchange of knowledge between policy and academic institutions. 		UKRI funded.	Advertised through the research councils. Examples of recent calls: UK Research and Innovation Policy Internships 2021-2022 - POST (parliament.uk) ESRC policy fellowships 2021 – UKRI

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Doctoral Training Partnerships and Centres for Doctoral Training.	Doctoral Training Partnerships (DTPs) and Centres for Doctoral Training (CDTs) are funded by one or more Research Councils within UK Research and Innovation (UKRI). They combine the research and expertise of universities and industry partners to support and train doctoral students in key strategic areas.	Up to one year to apply. Programme lasts 3-4 years.	Match funded by industry either fully or partly. Student Fees + Student Stipend. Can also contribute to training costs/provide training.	Doctoral Training Partnerships and Centres for Doctoral Training
Access to Equipment & Facilities	Equipment & Facilities can be hired or accessed on a consultancy (fee for service) basis. This 'one-stop shop' provides access to a huge range of techniques within the University, can offer training and support to develop staff, with technical experts triaging enquiries providing help in pinpointing research questions, solutions and support with experimental design. This is a cost-effective alternative to investment in expensive equipment.	Can be rapid Varies	Varies.	Research facilities available for academic use, industry and businesses Contact research-facilities@bath.ac.uk for further information.
Materials Transfer Agreement (MTA)	Biological materials, such as reagents, cell lines, plasmids and vectors are the most frequently transferred materials, but MTAs may also be used for other types of materials such as chemical compounds and even some types of software. It can be a good way to start a relationship.	Often a quick turn around is required. Variable	Negotiable – usually there is no cost	Research and Commercialisation Contracts
Cooperative Awards in Science & Technology (CASE)	Funding for doctoral studentships where businesses and related organisations take the lead in arranging projects with an academic partner of their choice.	Up to one year 3 years	£1K-£7k p/a.	Introduction to industrial CASE - EPSRC website (ukri.org)
Masters training projects	Masters students work on short projects with external partners. Can be a low-cost help to a business and a good way to develop a longer term relationship with that business.	During the summer 3 months	Varies	Organised within the Faculty and/or by academic supervisors.
Undergraduate student placements	Placement students can help solve a challenge that a business faces and are an engaged member of staff bringing fresh ideas to the team. Hiring placement students is a strong talent pipeline with many placement students returning as graduates and placement providers becoming well recognised names amongst the wider student body. Placement students are supported by the Placement Office and have access to wider University services such as the wellbeing team and library. Placements can sometimes be very closely connected to the student's course and final year projects/assessment.		There is no charge for advertising for a placement student. Salaries will vary according to sector, location and students' responsibilities. Each Faculty has a dedicated placements team who can support employers with their recruitment needs.	How to employ our students for a placement
Industry Seminars, Lectures & Events	Industry partners can present seminars or lectures to promote challenges, experiences with research and knowledge exchange, and opportunities to encourage collaboration with academics or students at the University. The Business Partnerships Team facilitates knowledge exchange events internally and externally.	1-2 months lead time to promote guest lectures and seminars 3-4 months lead time for events	Usually no cost for guest lectures and seminars.	Organised with the relevant Faculty or Department. Contact the Business Partnerships and Knowledge Exchange team for further information. partnerships@bath.ac.uk