Transforming industry partnerships

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Government Investment in R&D 2011-12

- Business & Innovation: 24%
- Investigator Driven: 4.5%
- Other Government: 11%
- Universities: 21%
- NHMRC: 8%
- ARC: 9%
- CRCs: 2%
- Other Health: 6%
- Rural: 2%
- Energy and the Environment: 5%
- Other Science: 4%
- CSIRO: 8%
Government agenda

• A new economy – through innovation and transforming industries

• Australian Innovation System Report 2011 – innovative-active businesses are much more likely to raise productivity, boost their profits and put new employees on the payroll.
Innovation and industry agenda

• Competing in an international landscape and preparing industries for challenges of the future

• Minister Carr wants universities and research agencies to move to frontline – increasing partnerships with industry
NCGP— the latest developments

- Evaluation of Linkage Projects
- Improvements to Peer Review (second stage)
- Changes to Discovery Projects and Discovery Indigenous
- New schemes (DECRA and RITA)
- Two additional Laureate Fellowships
- Simplified NCGP Funding Rules
- Removing Duplication
ARC Linkage Projects - Objectives

- development of strategic research alliances between higher education organisations and other organisations, including industry and end-users
- production of pool of world-class researchers to meet the needs of the Australian innovation system
Partner organisations

• private sector
• private non-profit organisations
• Government organisations with funds not committed to internal research or any other purpose of research, evaluation and/or consultancy
• must make a significant contribution in cash and/or in kind
Partner Organisation Participation Linkage Projects Scheme

![Graph showing the percentage of Total Cohort for New Business-Funded, Repeat Business-Funded, Repeat Business-All, and New Business-All over the years 1999 to 2009.](image)
Examples of Partner Organisations

Alcoa
BAE Systems Australia
BHP Billiton Ltd
BlueScope Steel Ltd
Brisbane City Council
CSL Limited
GlaxoSmithKline Aust Pty Ltd
Hydro Tasmania
Rio Tinto Ltd
Telstra Corp Ltd
Bartlett Grain Pty Ltd
Gold Coast City Council
Lastek Pty Ltd
Leica Geosystems
Micronisers Pty Ltd
National Australia Bank Ltd
Native Seeds Pty Ltd
Orica Australia Pty Ltd
Ridley Aqua-Feeds Ltd
Ronin Films
Saltgrow Pty Ltd
Santos Ltd
Sialon Ceramics Pty Ltd
Suncorp General Insurance
Tissue Therapies Ltd
Ulan Coal Mines Ltd
Williams Boag Architects
Wind Prospect Pty Ltd

Newcrest
Dupont-Pioneer
Kaltim Prima Coal
Microsoft Pty Ltd
Optus Networks Pty Ltd
Sprint Advanced Technology Labs
Yokogawa Electric Corp
Aged Care Queensland Inc
Agricultural Producers Commission
AIDS Council of NSW
Australian Football League
Australian Macadamia Society
Australian Institute of Sport
Brotherhood of St. Laurence
Delfin Lend Lease
Diabetes Australia
Electoral Council of Australia
Flora Hill Secondary College
Forestry TAS
Greening Australia Ltd
Illawarra Retirement Trust
Lifeline Australia Inc
Linux Australia Inc
Macquarie Library Pty Ltd
McDonalds Australia Ltd
National Heart Foundation
Neporendi Aboriginal Forum Inc
Oxfam Australia
QLD Health

Australian Museum
Barwon Health
Bawaninga Aboriginal Corp
Bouli State School
Bureau of Sugar Experiment Stations Ltd
Central Darling Shire Council
City of Greater Geelong
City of Rockingham
WA Dept of Environment
Geological Survey of VIC
Gippsland Coastal Board
Goulburn Murray Water
Healthy Waterways
Hunter Water Corp
Legal Aid QLD
Maribyrnong City Council
Midland Redevelopment Auth
Museum VIC
NSW Fisheries
NSW Police
Perth Zoo
Powerhouse Museum
Royal Flying Doctor Service
St Vincent de Paul Society
SA Museum
Timbercorp Ltd
Unions WA
VIC Dept of Education
Westmead Hospital
Other options for funding research collaboration

• Direct engagement
  – Consultancy
  – Contract research

• Co-operative Research Centres
  https://www.crc.gov.au
What do we say??

• Developing long term strategic partnerships and networks
• Solving problems with advanced and innovative research outcomes
• Building research capacity – researchers for the future
• Improved leveraged research capability
Chart 4.1: Sources of ideas or information for innovation-active Australian firms, 2008–09

- Within the business or related company: 60.7%
- Clients, customers or buyers: 39.2%
- Competitors and other businesses from the same industry: 30.4%
- Suppliers: 30.2%
- Websites, journals, research papers, publications: 27.8%
- Professional conferences, seminars, meetings, trade shows: 21.6%
- Industry associations: 18.1%
- Consultants: 17.5%
- Government agencies: 4.1%
- Universities or other higher education institutions: 2.6%
- Commercial laboratories/research and development enterprises: 1.5%
- Private non-profit research institutions: 1.0%

Australian Innovation System report 2011 chapter 4
Incentives and Timing

• Will long term institutional rewards/incentives overcome collaboration costs/barriers to individuals?

• Can we create more incentives within existing programs to promote innovation and industry engagement?

• If institutions value industry engagement anyway do they recognise and reward it?
Fostering effective partnerships

- balancing short term issues with longer term strategy
- identifying the right researchers
- putting together the most effective teams
- intellectual property up front
- cooperation between institutions and funding agencies
ARC role/issues to consider

• Program Design
  — Scale (size and duration)
  — Flexibility
  — Leverage
  — Selection Criteria (priorities, record of engagement, previous outcomes)

• Program Delivery
  — Frequency of rounds
  — Assessment and assessors
  — Transaction costs
Institutional role/issues

• Recognition and Promotion
• Intellectual Property
• Motivation
• Support for partnerships
• Education/training support and awareness
Chief Investigator Cohort
ARC Project Grants 2001-2007

Discovery Projects: 51%
Linkage Projects: 29%
Overlap: both DP and LP: 20%
Next Steps

- Next Linkage round as per usual

- Considering options and response to evaluation and government priorities

- Welcome feedback and new ideas (including ways to strengthen your hands)