

Consultancy and Contract Research

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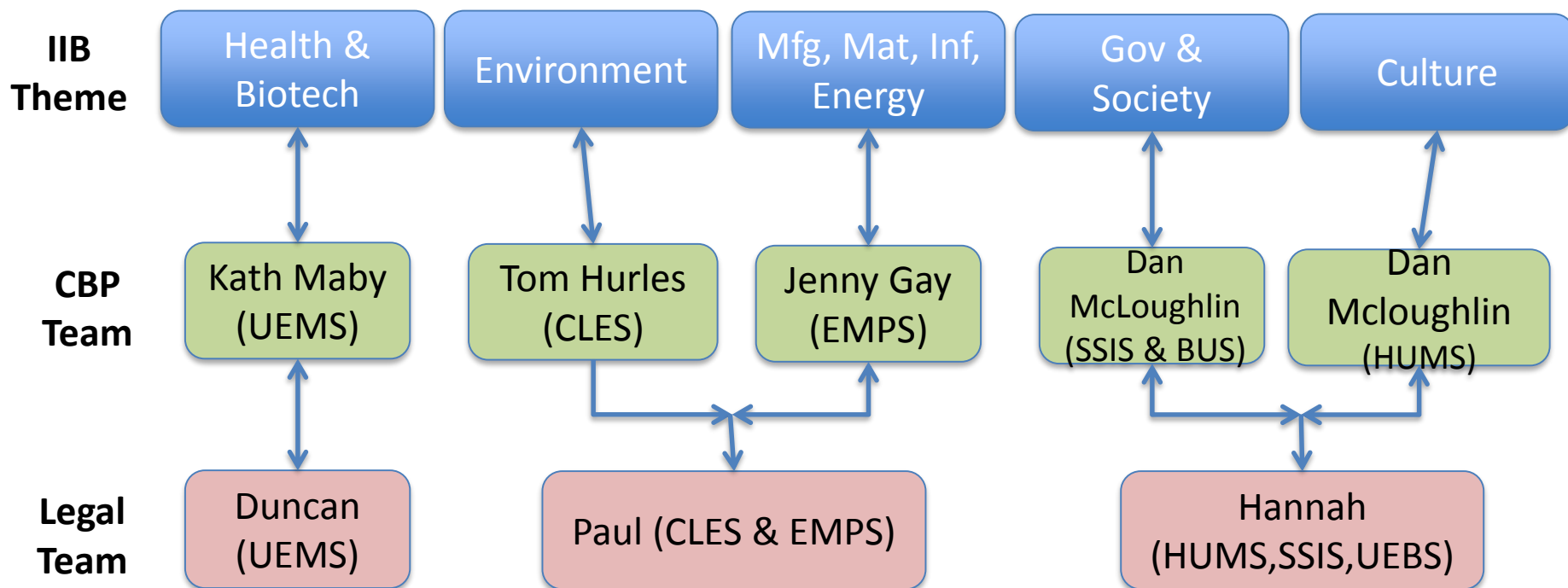
Presentation overview

- Consulting/Contract Research Team
- What is Contract Research
- What is Consultancy
 - Types of Consultancy
- Contract research process
- Consultancy process
- Questions

What the consultancy/Contract research team does

- Sub-team of the Commercial Business Programmes (CBP) team
- Manages all aspects of consultancy activity
- Provides contracting support for contract research projects
- Support Tender applications
- Manages University registrations
- Identify opportunities
- Works closely with the theme teams

The Team



What is Contract Research?

Research Projects funded by

- Business
- Government departments
- Charities
- 3rd sector organisations
- Professional Bodies

(not Research Councils)

REF2014
Research Excellence Framework



Why do Contract Research

- Contract research can be included in the REF
- High success rate
- Generates additional business-related quality-related HEFCE funding
- Can be flexible as the scope can be tailored and lead times to funding reduced
- Strengthens the potential for future research as many sponsors new to the University will go on to collaborate in other research projects/fund students
- Real world applications of their research

What is Consultancy?

The provision of expert advice, analysis and interpretation which draws upon the expertise and knowledge of University staff.



University of Exeter consultancy

What is Consultancy & Why do it?

- Does not normally create new knowledge; however it allows organisations to benefit from the University's existing expertise & skills
- Can be a great way to build relationships which can lead to research contracts and impact
- Financial return to individuals
- Impact
- The University is a charity so consultancy projects are run through a separate company as they don't meet charitable criteria

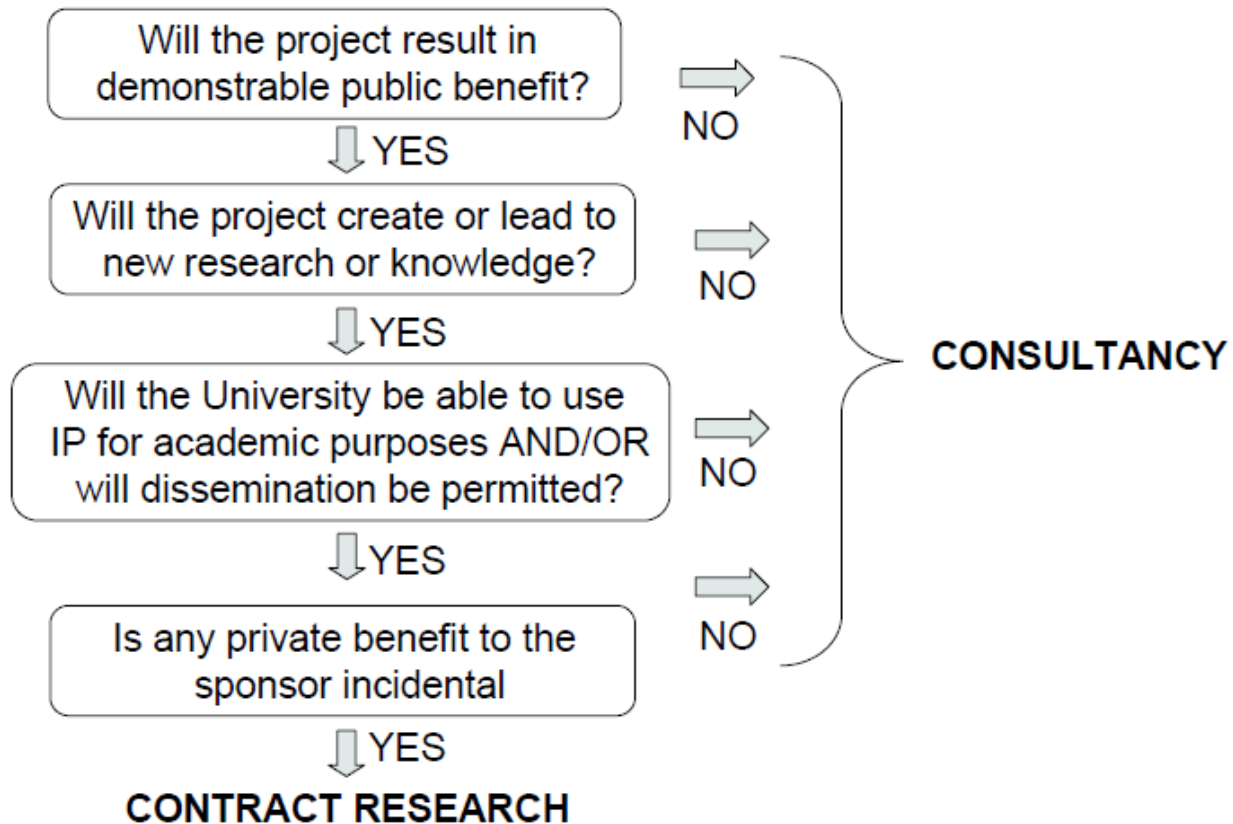
What is not Consultancy / Contract Research?

- External peer review.
- External examining.
- Honoraria received for service to academic boards.
- Grant panels.
- Non-executive boards.
- Editorial work.
- Royalties on publications.
- Service to research councils.

Editorial



How do we decide if its CR or C?



Contract Research Process

- How the project come about
 - Academic discussions with the sponsor
 - Organisation get in touch with us
 - Call for tender published
- Project Development
 - Scope developed with client/academic
 - College provide costing
 - Determine price
 - Finalise price/scope

Contract Research Process...

- Contract
 - Have a suite of template contracts
 - Can do the negotiation with the client
 - Support for legal on client contracts and amendments to our contracts
 - Arrange signature
 - Circulate so work can commence
- Follow up
 - If appropriate follow up with client/academic on completion to determine future potential

BUS Contract Research Clients

- DEFRA
- NHS Employers
- KPMG
- SWW
- Arts Council
- World Bank
- Other Universities

Things to be aware of when developing a project

- Cost vs Price
- Timescale expectations
- IP position
- Confidentiality – NDA needed?
- Publication rights
- Liability limits
- Which contract to use

University Consultancy

- Is processed through UoE Consulting Ltd who provides:
 - Professional indemnity insurance of up to £10million
 - Accounting and invoicing services
 - Support in preparing and executing contracts
 - Negotiation of the best possible commercial rates
 - Marketing via website and use of branding
 - Support for building partnerships with contractors
 - UoE Consulting charges 15% up to £3,000 to cover costs

Financial Rewards of University Consultancy

- Payroll or PDA
- Client & contract value
- Additional benefits to the College/academic

Salary £50,000 p.a

Cost to client £692+VAT per day

£284 Salary recovery + overhead

£304 Staff payment

£104 UOE Consulting (15% fee, capped at £3K)

Consultancy process

- Project scope developed with client
- IIB calculate the costs of the project
- Discussion with academic/college about commercial rate
- Quote sent to client
- If agreed contract drafted
- Contract executed and circulated
- Work starts
- On completion confirm if invoice can be sent
- Once money received from client, college invoice UoE Consulting to receive money
- Academic receives payment

What is private consultancy?

- Approval needed from College PVC
- Issue client with disclaimer
- The University is not responsible/liable for the work
- The University insurance does not cover the work
- You are responsible for all contractual and financial arrangements



Business School consultancy clients

- **Safran Financial**
- **Centrax**
- **Bearing Point**
- **Moog International**
- **National Audit Office**
- **Dstl**
- **Devon County Council**
- **Hydro International**

Further example projects – across the university

- **CEE** – Strategic Energy Study for Devon County Council
- **CEFAS** – Ocean energy secretariat function
- **Huawei** – A £75k consultancy project has now led onto 3 research contracts the last worth £233k
- **Times League Tables** – Approx. £35k per year to produce the Times University league tables



Safety, health, environment and wellbeing courses

Exeter Consulting provides a range of safety, health, environment and wellbeing courses, either at the Streatham campus in Exeter or at clients' business. We pride ourselves on our fantastic safety, health and wellbeing team – specialists in their field, doing real jobs at the University and recruited from the best of the best. They translate complicated legislation into practical reality, and understand how to support your learning and build confidence.

Our courses are different from others you might have experienced before; you will gain practical skills to apply your learning directly into your workplace. The courses are developed with implementation in mind. See our [awards and accreditations](#) which illustrate our successes in this field.

We offer our courses in a variety of ways;

1. You can book open sessions where you will join people from other organisations – [see our website for dates, prices and course outlines](#)
2. You can book a course just for your employees and come to the university

How much is Consultancy worth

	2017/18	2016/17
	Final	Final
	£	£
Business School	26,107	25,423
EMPS	283,679	279,013
HUMS	3,737	1,250
LES	349,019	267,682
SSIS	67,340	55,911
UEMS	131,417	77,246
Other	153,327	157,095
	1,014,625	872,950

- Happy to discuss any potential projects- the earlier you get in touch with IIB the more we can help

crandc@exeter.ac.uk

<http://www.exeter.ac.uk/iib/resources/resourcesacademic/>

Any Questions?