



# Inter-sector Partnerships

## Challenge

**Improve access to external funding (i.e. industry) and remove barriers to networking opportunities with external partners**

If industry partners could better understand pressures put on academics and think of ways to support them, it would make these collaborations more efficient.

There is a real disconnect between how external partners and academics typically work, with respect to goals and time-scales.

It is important to teach academics how to develop non-academic CVs. Transferrable skills are not always clearly communicated.

The academic role is so inefficient. You don't have time to do your research, admin, or teaching well. Being a 'jack-of-all-trades' makes it difficult to articulate to industry what exactly your skillset is.

Industry partnerships could support discrete parts of projects rather than larger, less defined project models, to better align with industry's funding cycles.

Bridging projects, PhD/Post-doc secondments, etc., could be better supported by both academia and industry.

University support/facilities costings that claim large portions of grants should be more flexible to enable sufficient staffing of projects and feasibility for under-funded PIs.

In-person networking opportunities are often unstructured and biased against those with caring responsibilities and/or health issues. So the usual power dynamics tend to unfold.

Structured, inclusive networking activities would work better for under-represented groups.

Industry wants quick, 'good-enough' input. Perfect accuracy may not be as important. Papers vs. Patents

