

Innovation Through Collaboration

towards successful academic-private sector collaborations

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Partnership Structure



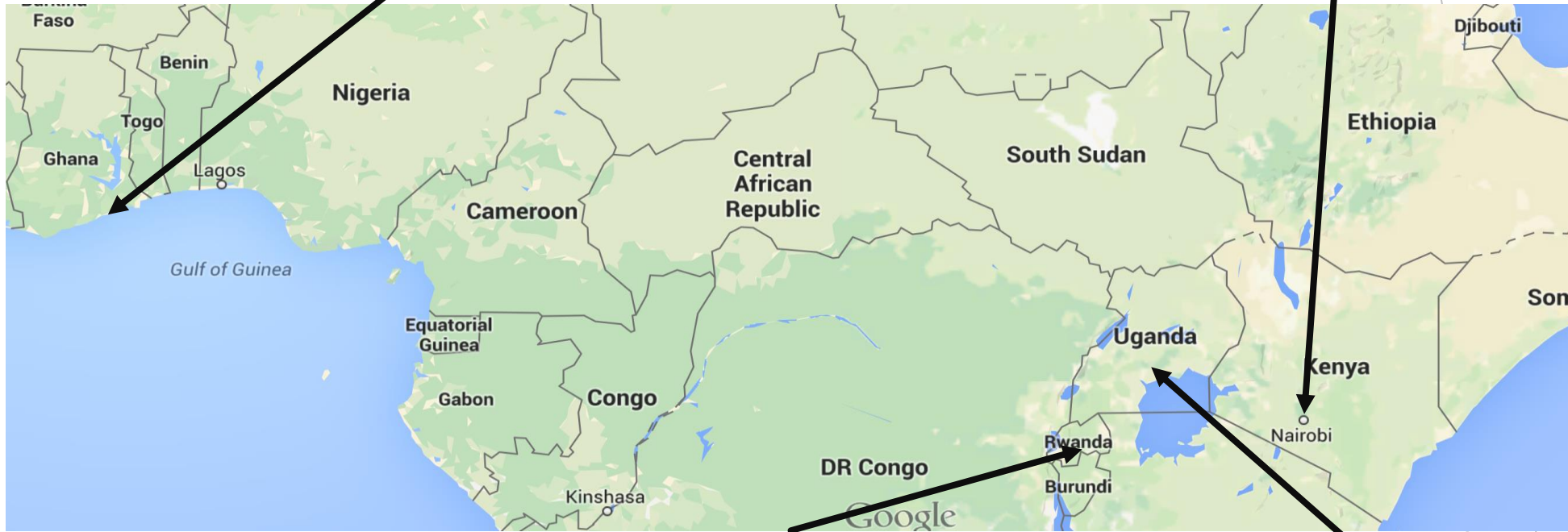
Six Partnership examples from Sub-Saharan Africa



Partnered with the University of Ghana



Partnered with the University of Nairobi

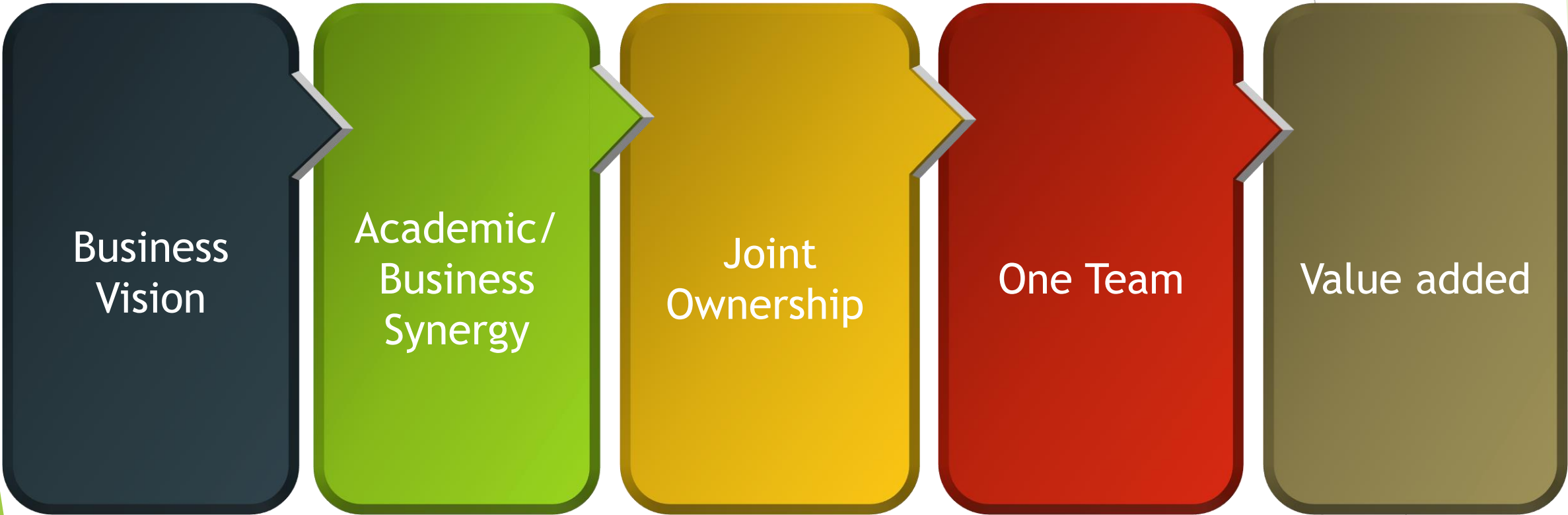


Partnered with the University of Rwanda

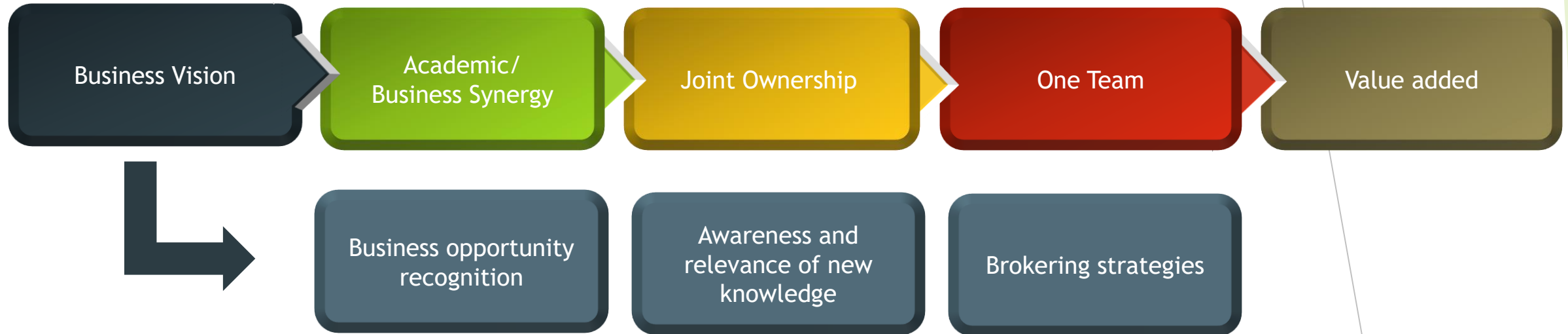


Partnered with Makerere University

Five areas of impact



Business Vision

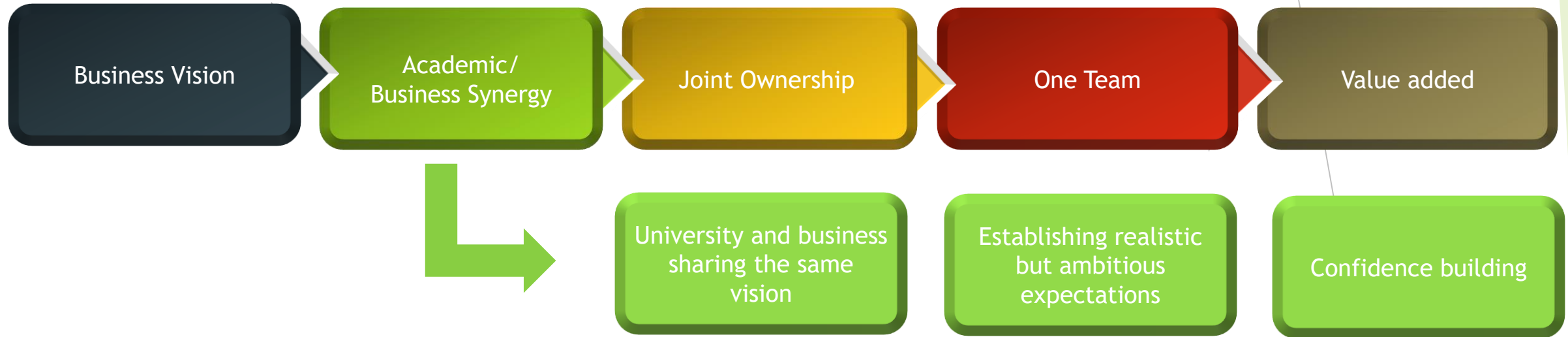


- ▶ Understanding the potential of the University
- ▶ Informed exploration of strategic opportunity, without obligation
- ▶ Confidence building, giving shape to the future of the business.

- ▶ Finding the right information and the right partner
- ▶ Informed exploration of strategic opportunity, without obligation.



Academic/Business Synergy

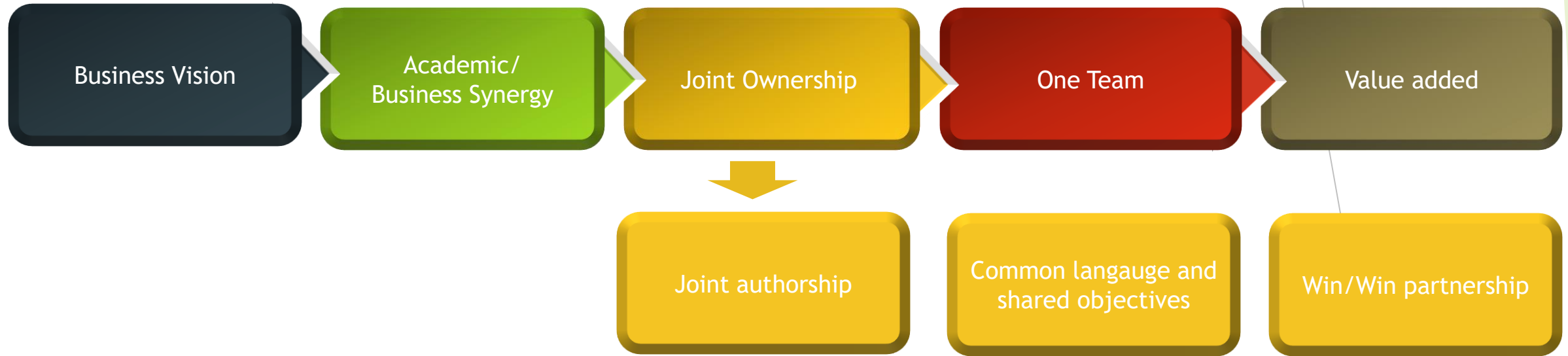


- ▶ Dealing with confidentiality issues, IP and the like.
- ▶ Satisfying rules and regulations -IP Agreed up front.
- ▶ Establishing a positive culture

- ▶ University slow to recognize opportunity - needs facilitation.

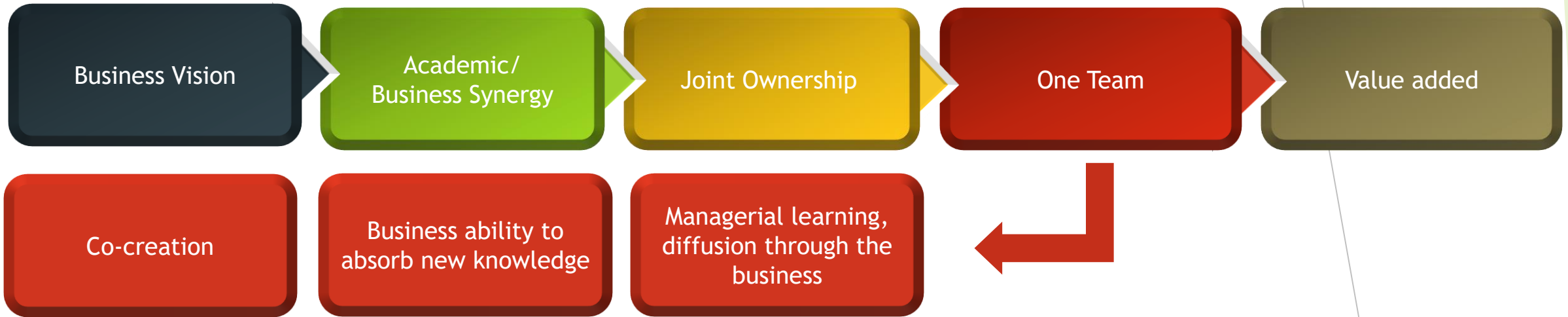


Joint ownership



- ▶ Resolve differences in values, timescales, gaining a “solution” focus.
- ▶ Recognizing the interests of both partners, identifying need for multi-disciplinary teams.
- ▶ High level trust, objectives exceeded.

One Team

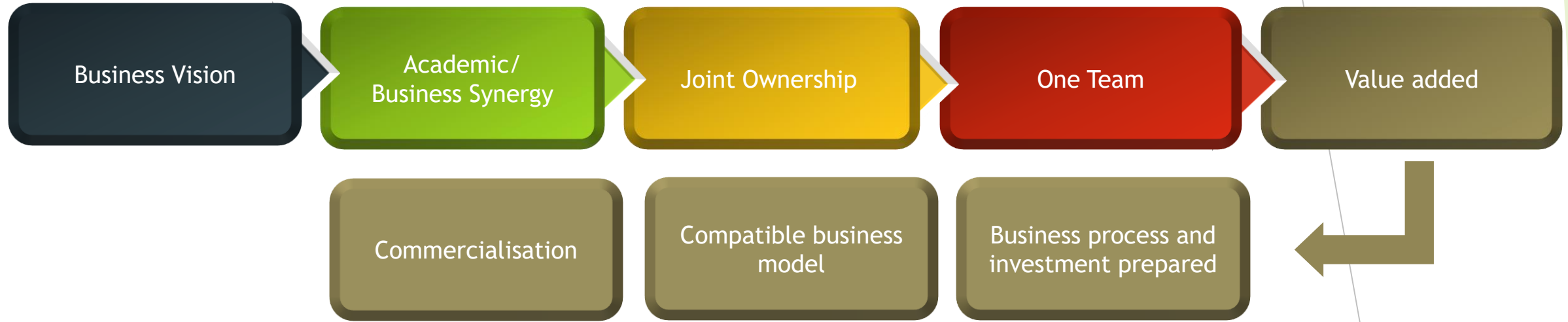


- ▶ Improved internal communication, supported change management, emphasis on embedding new knowledge.
- ▶ Outcomes exceeding objectives

- ▶ Well trained staff absorbing knowledge
- ▶ Diffusion of best practice through the company and University staff: knowledge socialization and increased R&D capacity



Value added



- ▶ Market access, production planning, investment appraisal, business model: prepared to support commercialization.
- ▶ Attributes of mature business
- ▶ Knowledge embedded in company

- ▶ Small company, little market planning or investment appraisal
- ▶ Leading to slower implementation and risk of knowledge dilution



- ▶ Maximized business learning
- ▶ Informed investment appraisal