

What is consultancy?

How does it differ from research?

- Consultancy is one of the ways academics and researchers can engage with business, industry, government and non-profits
- Consultancy is the *provision of expert advice*. It is not creation of new knowledge. Consultancy is based on the definition from [The Frascati Manual](#). At its simplest, research is original investigation to create new knowledge whereas *consultancy is the application of existing know-how*

Consultancy at QMUL

- QMUL's Senior Executive Team agreed the Consultancy Policy and Process in 2021 to provide a framework and process for consultancy to be undertaken across Queen Mary. Key features include:
 - Up to 30 days per annum consultancy can be undertaken by a staff member (with School/Institute approval)
 - Longer term consultancy projects are considered subject to approval by Schools/Institutes, capacity and work commitments
 - Consultancy is profit making. Consultancy fee rates are established by staff costs and building a profit margin to fee rates
 - Profit is split using a formula to deliver to the academic, School/Institute and QMUL 5/6th participant, 1/6th School / Institute.
 - Consultancy may be undertaken in addition to normal duties for which additional payment in addition to normal salary may be made, or may be part of normal duties for which no additional payment is made

Consultancy activity at QMUL

- During 2021-22, **135 consultancy enquiries have been managed, with 57 of them successful generating almost £4m.** This is compared to 2020-21 where 35 opportunities were successful generating £1.1m.
- The split by faculty is:
 - M&D, 10 successful opportunities, £1.4m
 - S&E, 41 successful opportunities, £2.4m
 - H&SS, 4 successful opportunities, £26k
 - 2 opportunities were Professional Services, £27k
- Value of contracts:
 - £9,999 and under 19
 - £10,000 - £19,999 10
 - £20,000 - £49,999 13
 - £50,000 - £99,999 6
 - £100,000 - £499,999 8
 - £500,000 - £999,999 0
 - £1,000,000 and above 1

Types of clients and contracts –

- Public sector – local contracts public health, £20K- £2M, Newham, Tower Hamlets, Waltham Forest
- Public sector – national and devolved government. DEFRA, Environment Agency, DSTL, National Nuclear Laboratory, BEIS, Money and Pension Service, Wave Energy Scotland, Dounreay
- Private sector – Meta, Sweed, Oppo, Metnorn, Thames Water, KDDI, Omass, Huawei, QinetiQ, BP, Lassogen, Cheniere, Ableton

QMUL's Consultancy as a partnership tool

- Opportunity to use Consultancy as an entry point or stepping stone to more substantial partnerships:
 - Ability to set up draw-down expertise arrangements
 - Monetise 'free' conversations
- Potential to move some relationships established through individual academics from transactional projects to more institutional/partnership levels
- DSTL – evolution of funding relationship
- NNL framework contract
- JOSCAR framework
- Crown Commercial Service Research Insights Framework.