



Queen Mary

University of London

Barts and The London

WIPH Series:

How I got My Industry Funding?

Introduction to Business Development & Queen Mary Innovations

Which side of the house do I start with – BD or QMI?

Business Development

- A company wants to write a **grant** with me.
- I would like to use a company's drug in research.
- A company wants me to run their samples through my lab.
- I've been asked to provide expert advice.



QMI

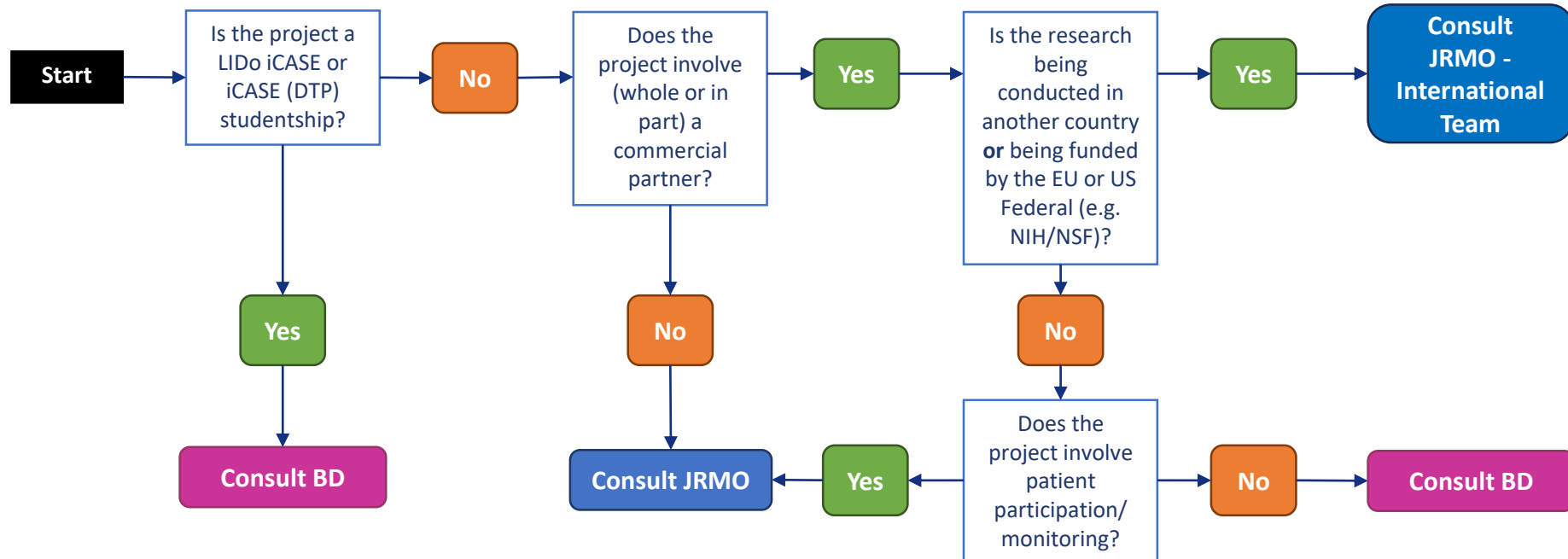
- I made a molecule!
- A company wants to know more about my **new target**.
- I have found a new use for an old drug.
- My idea would solve ____.

No matter where you start, we'll get you where you need to go.



Who do I contact about my industry collaboration?

(General starting point; not comprehensive)



QMUL Business Development Team

We act as a liaison with Industry and an advocate for academics

- 3 Teams: FMD, S&E, HSS
- Broad range of knowledge exchange activities, including Consultancy, and others



**Identifying
funding
opportunities**



**Matching
companies &
academics**



**Managing joint
grant
applications**




**Negotiating
agreements**



**Providing
connection
opportunities**

Tips For Industry Interactions



Reach out to industry scientists – Talking scientist-to-scientist is the best way to start a collaboration.

Focus on the science – Companies that are enthusiastic about the science will be more committed to funding a project.

Protect yourself – Ask BD to put a CDA/NDA in place before you talk about confidential information. Hold off on discussing budgets until you have costed the project in Worktribe.

Improve your chance for success – Some schemes are extremely competitive. Contact the BD Team for help finding the best path forward.

Types of Industry Partnerships

Funded Studentships

- Company contributes to costs of stipend and consumables
- Project agreed upon by all parties, with student at Company part-time

Co-application on 3rd party funding

- Industry-academic collaborations funded by UKRI, NIHR, etc.
- Research addresses Company need with researcher input
- Activities split between Queen Mary and Company

Company Funded Research

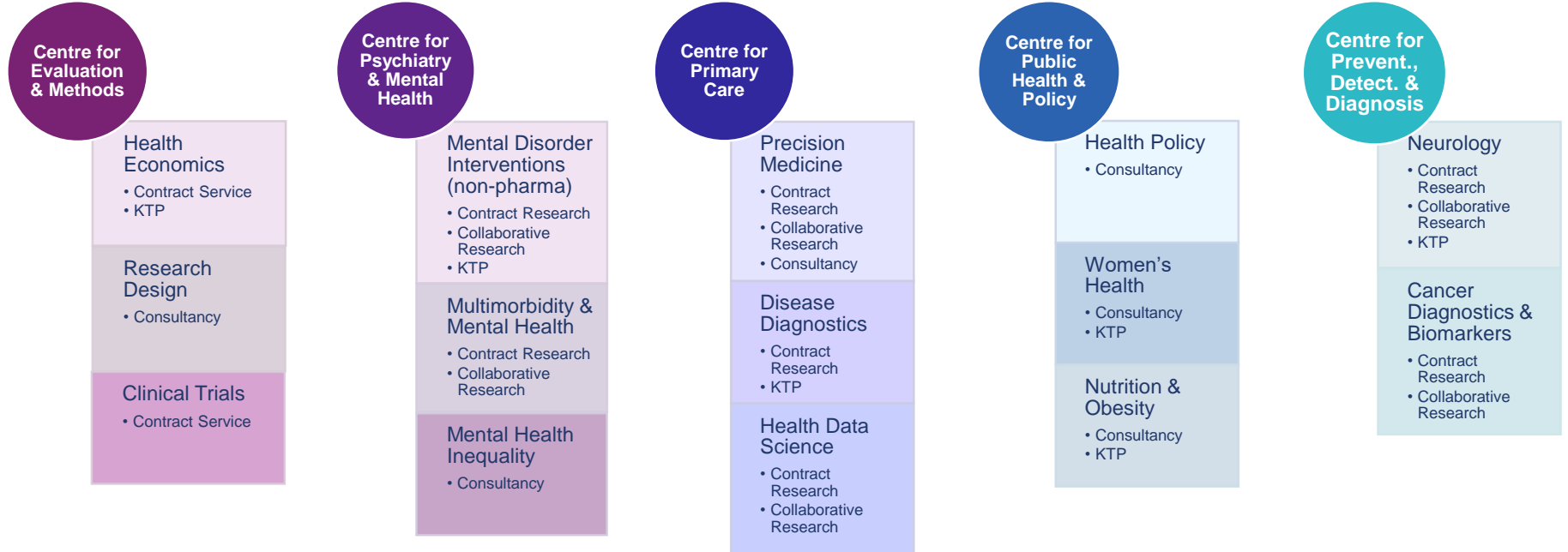
- Company funds research in an area of their interest
- Researcher designs project with Company input

Contract Research & Consultancy

- Company pays to access QMUL excellence
- Research defined by Company; conducted at Queen Mary

WIPH: Commercial Offerings by Centre

Potential Routes with Industry



HOW I GOT MY INDUSTRY FUNDING SERIES:

Upcoming Topics

- Consultancy – February 23rd
- Contract Research (Non-clinical trial) – March 31st
- Contract Research (Clinical trial) – April 28th
- Tender for Service – May 26th
- Knowledge Transfer Partnerships – June 30th
- Funded Studentships - TBD
- Collaborative Grants - TBD

FMD Business Development Team



Heather Ramsay, PhD
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Thank you



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