



BUSINESS SERVICES

Supporting researchers in partnering with industry

Business Services is a central support team in the Research Services Division at Western Sydney University. Our services includes:

- Industry partnership advice;
- Project support; and
- Strategic Initiatives.

INDUSTRY PARTNERSHIP ADVICE

We will support you in growing your Industry research income, helping you source partners and funding opportunities aligned with your discipline and interests.

Industry Partners can be:

- State or local government;
- Private or Publicly listed companies; start-ups, small-medium enterprises or multinationals;
- Not-for-profit organisations or registered charities when we would work closely with the Advancement Office; or
- Non government organisations.

If you have never engaged with industry before, our role is to make this opportunity simple, straightforward and sustainable. To do this, we work with you to build your confidence in successfully creating a pipeline of opportunities that will enable you to secure research contracts independently.

We offer skills building in:

- Understanding market insights;
- Identifying industry partners;
- Tailoring your approach;
- Attendance at partner meetings; and
- Proposal writing and negotiation.

WHAT ACADEMICS ARE SAYING ABOUT US

"Amazing work done efficiently by a small team"

"Staff are knowledgeable, friendly and very helpful - great team"

"They are really responsive and very helpful"

"Very professional and always willing to assist"

All staff survey, 2019



Research Services industry roundtable on healthy ageing, 2019



PROJECT SUPPORT

There are a number of activities that support the industry partnership process and related research projects.

These include:

- Budget development;
- Clearance Form reviews;
- Contract drafting, reviews, negotiation and execution;
- Intellectual property advice; and
- handover to the Research Finance team to set up and manage.

STRATEGIC INITIATIVES

The university invest, from time to time, in Strategic Research Initiatives. Determined through a competitive business case process, the Business Services team welcomes your ideas for these. Once successful, we continue to offer support as you grow.

MAJOR BIDS

These are essentially defined as research projects valued as \$1 million or greater that are in development and often involve groups of academics and multiple external partners. Bids can include:

- State or National Government grants;
- Competitive Tenders; and/or
- Strategic Research Centre programs.

RESEARCH NETWORKS

The university supports several informal networks that have shared team sites and dedicated email addresses to enhance collaborations and provide relevant targeted funding alerts quickly.

Examples of these networks include; ageing, defence, fire, mental wellbeing, public policy, smart sensing and water.

TOOLS AND TEMPLATES

Our website provide answers to common questions around project documents, budgets, pricing principles, on costs, indirect costs, GST, clearance forms, the researcher portal, retained funds and other helpful tips. Staff login is required.

Hyperlinks below:

- [Frequently Asked Questions](#)
- [Staff Rates](#)

RELEVANT POLICIES

- [Delegations Policy](#)
- [External Work Policy](#)
- [Intellectual Property Policy](#)



Industry Partnership Masterclass, 2018

Contact Us

Email us at BusinessServices@westernsydney.edu.au

Or find the Adviser who supports your School or Institute at:
<https://www.westernsydney.edu.au/research/contacts#business>