

## Background

The University of Manchester collaborates with many organisations in a variety of ways. This includes partnerships and joint working for mutual benefit.

Partnership activity is a regular feature of what we do and these collaborations range from short periods of consultancy to major international partnership projects. Our diverse coverage across a diverse range of disciplines and activities means that there may be opportunities you are not aware of. It is also likely that for smaller businesses a university might not be an obvious collaborator and perhaps seems large and intimidating. However, we do have many colleagues who are interested in exploring and developing working relationships with new and existing suppliers.

This guidance document is designed to support our suppliers to think about partnering with The University of Manchester for mutual benefit

## A partnership can make business sense

Working in partnership with a university can have a host of business benefits for both organisations, including:

- Bringing grant funding into your business
- Forging stronger relationships with key clients (the Higher Education Sector)
- Support in developing research skills, capability and profile
- Supporting innovation
- Access to world class skills and expertise

## Getting Started:

There are several simple things that you can do to start the process of partnering with the University of Manchester:

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### Visit our webpages

We collaborate widely and have well developed processes and systems to assist in setting up and managing partnerships across a variety of areas:

 [www.manchester.ac.uk/collaborate](http://www.manchester.ac.uk/collaborate)


We have a dedicated Business Engagement team who can connect you with experts and support:

 [www.manchester.ac.uk/collaborate/business-engagement](http://www.manchester.ac.uk/collaborate/business-engagement)

This includes access to knowledge exchange schemes which support business growth:

 [www.manchester.ac.uk/collaborate/business-engagement/knowledge-exchange](http://www.manchester.ac.uk/collaborate/business-engagement/knowledge-exchange)

We have a good record of supporting business innovation through Knowledge Transfer Partnerships (KTP) which provide structure and funding support to help businesses undertake open innovation and scale-up through collaboration with world-leading academic experts from the University:

 [www.manchester.ac.uk/collaborate/business-engagement/knowledge-exchange/transfer-partnerships](http://www.manchester.ac.uk/collaborate/business-engagement/knowledge-exchange/transfer-partnerships)


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## Have a look at what is important to us

A partnership needs to be mutually beneficial; before making contact it is worth understanding a bit more about us. Detailed background information is available here:

 [www.manchester.ac.uk/discover](http://www.manchester.ac.uk/discover)

To see our future priorities, look at our strategic plan:

 [www.manchester.ac.uk/discover/vision](http://www.manchester.ac.uk/discover/vision)

This will help you think about how your own business objectives might fit with ours.

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## Get in Touch


Use the links above to review and decide if collaboration with us may be for you. If you want to explore options further you should contact our Knowledge Exchange team. [Click Here](#) to send them an email.

### Resources to Help:


For an overview of all the types of partnering activity we undertake:

 [www.manchester.ac.uk/collaborate/business-engagement](http://www.manchester.ac.uk/collaborate/business-engagement)


For further background on working with The University:

 <https://www.manchester.ac.uk/research/impact/partners/collaborations-with-industry>

In addition to the help and guidance available on our webpages the Confederation of British Industry has provided an overview of industry and university partnerships:

 [www.cbi.org.uk/index.cfm/\\_api/render/file/?method=inline&fileID=2BCF67FC-3F8B-4262-88431CFD7E541BA0](http://www.cbi.org.uk/index.cfm/_api/render/file/?method=inline&fileID=2BCF67FC-3F8B-4262-88431CFD7E541BA0)

We support our suppliers and welcome feedback from them; you can find more details on our webpages:

 [www.procurement.manchester.ac.uk](http://www.procurement.manchester.ac.uk)

Here are some good practice ideas from SME suppliers discussing how they are taking forward partnerships with universities:

- “Along with this approach to R&D/innovation, our Training & Development programme also outlines our approach to collaborating with universities and colleges where we see mutual benefit, and we currently maintain informal relationships with universities.”
- “We are partnering with universities and research institutions to continuously drive innovation and application of digital solutions for business and society.”
- “We recently commissioned a University to look at the future opportunity in one of our key markets.”