# IP Partnership Model: How Universities Can Help Each Other

30<sup>th</sup> October 2025









### Background

- University of Salford and UoM Innovation Factory discussions leading to Collaboration Agreement
- DSIT commissioned independent review of university spinouts
- UoS and UoM collaboration cited as best practice
- CCF-RED call for shared technology transfer office functions pilot

### Maturity of each partner on commercialisation



UoMIF – Who we are and how do we work?



University of Salford – Where we are and why resource is needed?

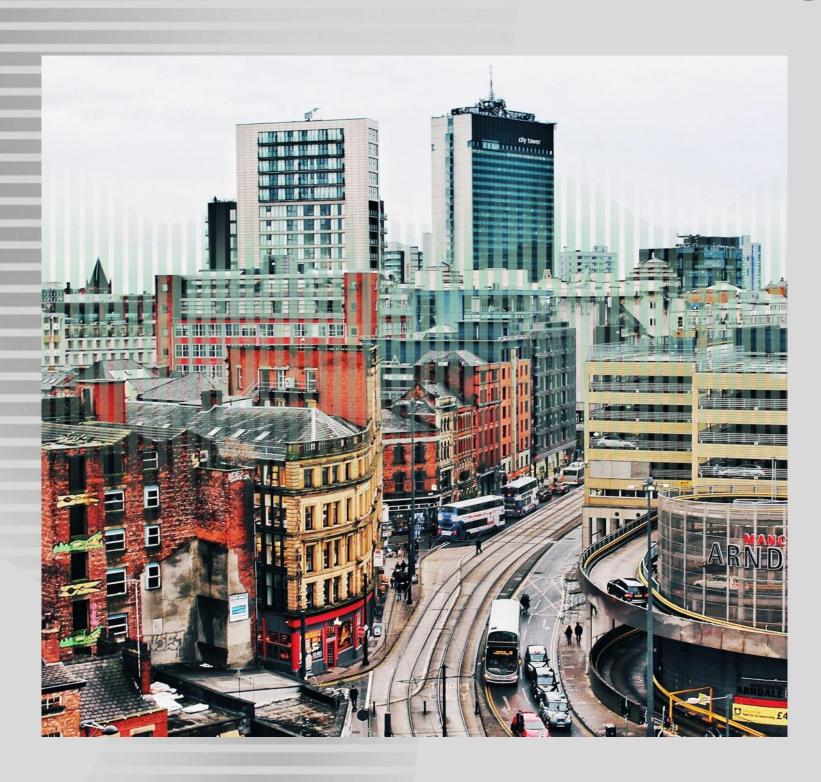


ManMet – Where we are and why resource is needed?



RNCM – Where we are and why resource is needed?

### CCF-RED Project Objectives



There were four main over-arching objectives:

- Advice, training, expertise and support for TTO staff
- Opportunities to access, engage and partner with external networks of investors and service providers
- Develop strategies to engage academics and students towards commercialisation and grow our collective KE community
- Develop a peer-to peer network of TTO staff, founders and innovators who collaborate, network and benefit from being active members of the ecosystem

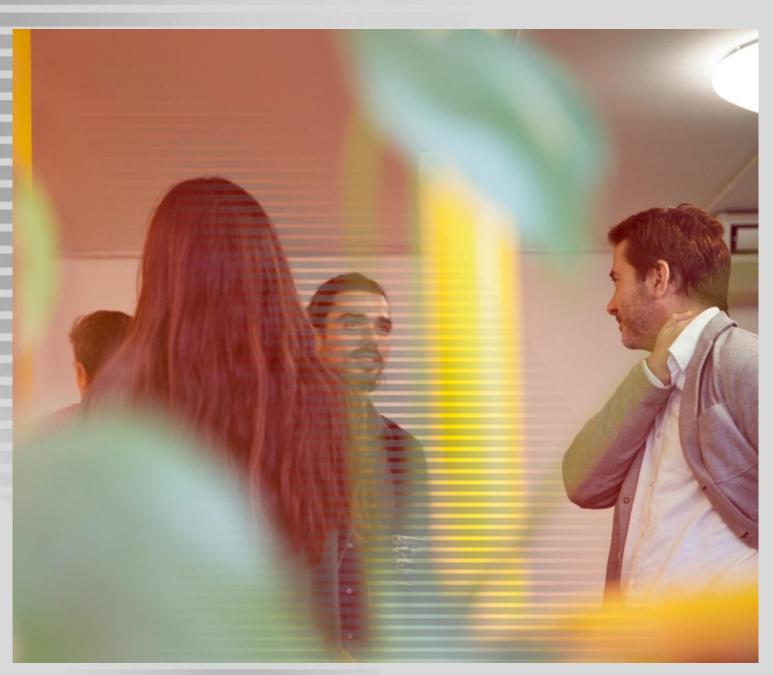
### What was delivered - Tangible

- World IP Day
- Challenges and best practice shared for internal engagement
- TTO and investor community connected
- Workshops delivered and clinics established
  - Workshop What is IP & Identifying IP
  - Workshop Valuing IP
  - Workshop Legal
  - Workshop Social Enterprise
  - Workshop Entrepreneurship & Culture Change

#### What was delivered

- TTOs established mechanisms and resources developed
- Improved mentoring and support mechanisms developed for spinouts
- Long-term access and support put in place that is deliverable and sustainable
- Long-term training plan and development models established
- Identified the core priorities and activities to enable a long-term service model to be established

## Lessons Learned: "It's all about the people!"



- SLT support in all institutions
- We didn't bring in expertise
- We had to get on and collaborate
- We had to focus on delivery
- IP or not it's all KE the two are moving closer
- Fits in with the GM ethos of innovation and collaboration – e.g KTP@50
- Non-competitive environment

#### Future plans

- External environment is changing so we want to be at the forefront of cultural change
- IP will move closer to KE
- Impact becoming more important
- What is the blueprint for the regional TTO ecosystem
- MMU 10 Point Plan
- GM Innovation in core strategy

### Table Discussion: Workshop 1

- How does your KTP office interact and collaborate regionally?
- What is working?
- What could you be doing better?
- What do you need from your institution to make that happen?



### Table Discussion: Workshop 2

- What could your KTP office gain from collaborating with your TTO?
- With your regions TTOs?
- Vice Versa?
- What is working and why?
- What could you do better?



## Any Questions?

### Thank You







