

IP Partnership Model: How Universities Can Help Each Other

30th October 2025



University of
Manchester
**Innovation
Factory**



University of
Salford
MANCHESTER



Manchester
Metropolitan
University

RNCM
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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



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