



Scrutiny Review of Business Support & Engagement Teesside University and Stockton BC

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Department of **Academic Enterprise**

tees.ac.uk/business

University Mission

Institutional:

Generating and applying knowledge that contributes to the economic, social and cultural success of students, partners and the communities we serve

Business:

To provide client-focused knowledge services for industry, businesses and the professions that inform student learning and research to support innovation, regeneration and economic growth

Teaching/research/business/international strategies all aligned

TU mission aligns with place agenda

- Large stake & presence - high local/regional recruitment
- Role in raising aspirations & ambitions, transforming lives
- Skills, R&D, talent producer
- Major employer and economic agent
- Strategic partner for business and community
- Place-maker
- Attractor of businesses and highly skilled individuals
- Regional base – global reach

Our approach to business

- Inside the University:
 - Teaching/research/business strategies all aligned
 - Senior managers and academics with business remit and clear KPIs in each academic School
 - Well established CRM system
 - Customer First accreditation and standards
- Outside the University:
 - Working and partnering with other agencies

Role of my department - in a nutshell

Support system for TU's business relationships and student employability and enterprise services, and their contribution to:

- Learning and Teaching
- Graduate outcomes
- Research impact
- Economic and social engagement

And a front door for business into the University

Business-focused services in one department

3 key sections:

- **Business-facing** (access to University expertise, talent & networks):
Business Innovation Team, Apprenticeships Team, DigitalCity Team
- **Student-facing** (access to enterprise and employment): Student Futures
- **Back office** : funding, CRM, market intel, marketing, customer service, staff development, alumni – all supporting the above

Underpinned by stakeholder relationships: TVCA, LAs, funders, policy bodies, business organisations

Key tenets

- Corporate – supporting Schools
- Customer-facing – internally & externally
- Collaborative
- Connecting up
- Can-do

Physical Locations

- Middlesbrough – main campus
- Darlington – campus and National Horizons Centre
- Stockton - Fusion Hive



Business Innovation Team

- Knowledge Transfer
- Networks and business relationships
- Bid-writing with businesses
- Special initiatives – eg Grow Tees Valley
- Intellectual Property and commercialisation
- Enterprise Europe Network (EEN)



DigitalCity

- In partnership with TVCA
- Supporting LIS digital work
- Digital Accelerator, start-ups, scale-ups and digital cluster
- Supporting other sectors to adopt digital technologies
- “Front door” for TU digital capabilities



where
digital
happens

Higher and Degree Apprenticeships

Central support for:

- Management, reporting and liaison with ESFA
- Compliance
- Workplace assessment
- Employer engagement and recruitment
- Partnerships and contracting



Careers & Employability

- Careers, recruitment, work experience & placements
- Volunteering
- Graduate Outcomes



Enterprise

- Student entrepreneurship
- Start-up incubation and support

2PD - sensory discrimination training for phantom limb pain

- TU-funded academic project
- Patent application
- 3-year Knowledge Transfer Partnership with Medi-Direct
- Intro to Mercia Technologies -investment
- 2PD set up to commercialise technology
- Fusion Hive - business innovation centre
- Commissioning clinical research trials from TU
- Academic Dr Cormac Ryan delivering Research Design Services for medical device bids to develop core technology in other areas



TU economic impact in 2018/19

- £145m income
- 1,614 staff
- 18,667 students
- 2,960 fte jobs supported p/a; 1,986 in Tees Valley
- £141m GVA per annum
- Combined human capital impact (applying earnings premium to numbers of graduates in 2018/19): around £1.4 billion

Source: New Skills Consulting, Feb 2020

Partnership working with Stockton Council

- Longstanding relationship with Economic Regeneration Team
- Key projects over a number of years, including:
 - Fusion Hive – 29 tenants currently; DigitalCity; Grow Tees Valley
- Business events, joint working through networks and forums
- Currently working with 158 Stockton organisations: internships, apprenticeships, DigitalCity, knowledge transfer, leadership & management, scale-up, consultancy

SBC/TU Memorandum of Understanding

- Managed framework for collaboration on business engagement and growth:
 - Mutual understanding of strategies, joint priority areas
 - Shared business intelligence and knowledge
 - Planning, delivering and measuring impact of collaborative activities
- Led by Pro Vice-Chancellor for Enterprise and Business Engagement and Director of Economic Growth

Other Local Authorities

- Regular meetings with economic development teams
- Similar joint working through common forums and networks inc TVCA
- Joint engagement in LA/TU business events
- Examples:
 - TU Channel Partners event, 20.03.20 to share developments & intel
 - Business Growth Surgeries
 - Place development
 - Skills strategy joint working

Support with biggest business impact?

From a TU perspective – for businesses looking to grow

- **Putting the customer journey front and centre:**
 - Responsiveness, effective diagnosis, honesty, coordination, clarity, good relationship management – and delivery
- **Innovation services that change business processes & products**
- **Leadership & Management capability in the business**
- **Graduate talent recruitment and employee development**



Thank you

Department of **Academic Enterprise**

