

Industry Relations Protocol (RIGS-P12)

Prepared by GTEC

Purpose: Increasingly, businesses are supplementing their R&D strategy by collaborating with universities, where the breadth and depth of its research can provide a comprehensive response to their technological needs. The purpose of this document is to explain the processes and procedures to be followed when potential commercial/industry partner is identified.

Item No.	Subject	Action	Responsibility	Priority	Reporting to
1	Proactive Industry Relation Initiation	Faculty request for assistance in establishing industry/commercial opportunities for: <ol style="list-style-type: none"> 1. Collaborative research 2. Sponsored/contract research 3. Technology transfer 4. Intellectual property service 5. Spin-off venture creation 6. Student field research/learning 	Faculty/ Senior Leadership/ GTEC	Live updated	PVCAA/VC Dean for Research/
2	Reactive Industry Relation Initiation	GTEC receiving request from industry/commercial partners for: <ol style="list-style-type: none"> 1. Company visit/meeting 2. Collaborative research 3. Analytical & technical service 4. Consultancy & Advisory 5. Professional dev. & training 6. Incubation of new technology 	Faculty/ Senior Leadership/ GTEC	Live updated	PVCAA/VC Dean for Research/
3	First Approach Eligibility Assessment	Acquire relevant information/intelligence through direct and secondary channels about the target company/entity. Assess the suitability between GTIIT research and target company/entity for proposed collaboration/project. Conduct rapid market assessment of GTIIT research for matching potential industry/commercial entity.	GTEC	2 weeks	Faculty/ PVCAA/VC Dean for Research/

4	Second Approach Target Contact	<p>Provide advice to senior leadership and faculty to obtain approval to establish second approach with the target industry/commercial entity.</p> <p>Organize meeting/visit for faculty with the target industry/commercial entity</p> <p>Summarize meeting/visit, and seek further recommendations/approvals from senior leadership for either continuation/discontinuation to proceed.</p>	GTEC	2 weeks/as per availability of faculty	Faculty/ PVCAA/VC Dean for Research/
5	Operationalization (If Approved)	Provide support to operationalize the collaborative project through facilitation with various internal/external parties.	GTEC/RIGS- Research Grant Support Team	Live updated	Faculty/ PVCAA/VC
6	Termination (If Disapproved)	Provide closure advice to the industry/commercial entity.	GTEC	One week	Faculty/ PVCAA/VC