



# Innovation Steering Committee

Recommendations for Enhancing McGill's Capacity  
for Successful Industrial Partnerships

October 2014

Research excellence is at the core of our university's teaching and social mission, and supports McGill's status as a world-class institution of higher learning. In the current context of shrinking public research funding envelopes and increasing competition for these funds, McGill must take deliberate steps to find support and partners in the pursuit of our ambitious institutional research agenda. In the section that follows, the Innovation Steering Committee recommends several organizational measures to position our researchers to engage successfully with industrial partners (private corporations, public entities, or non-governmental organizations), and to support these relationships as they evolve. This is a shared responsibility between the central administration, the Faculties and the departments.

## Recommendations

### Industrial partnerships

1. **Develop data for informed decision-making:** Initiate a process to systematically collect and analyze, on an annual basis, metrics related to industrial research partnership activity at McGill in order to uncover key success factors, benchmark against top peer institutions, and evaluate the success of our institutional efforts to support these partnerships.
2. **Promote awareness:** Assign a resource, at the level of the central research administration office, to maintain a webpage listing (i) active industrial research partnership opportunities, and (ii) public research opportunities that require an industrial partner, organized by Faculty and discipline. This resource will ensure that appropriate opportunities are shared with the commercialization officers and researchers in the corresponding Faculties.
3. **Align academic leadership:** Submit to the Provost for his consideration a request to formalize a role for department chairs and the associate deans of research in promoting McGill's innovation agenda. Specifically, add terms of reference that indicate that the chair and associate dean will facilitate innovative activities that will include supporting the generation of new intellectual property, the creation of new ventures, and the facilitation of industrial research partnerships, and report on these activities through the Deans' annual reports.
4. **Share successful practices:** Develop opportunities for Chairs to share best practices and successful strategies for soliciting interest from potential industrial partners, articulating the value of academic collaborations, and building successful long-term relationships.
5. **Enhance support:** Clarify that the mandate for supporting successful industrial research partnerships (applications and post-award relationships) lies within the purview of the proximity support personnel presently being deployed on a pilot basis in the Faculty of Agricultural and Environmental Sciences and the Faculty of Science.

### Research Platforms

1. **Establish an inventory:** With support from Procurement Services, launch a pilot project to develop a barcode-based inventory of McGill's research equipment, tools and platforms, awarded through CFI competitions 6 and 7. If successful, this pilot project will be expanded to include all research infrastructure across the entire McGill institution, to be maintained by the central research administration office, in order to cultivate industry collaborations, avoid repeat

funding requests, rationalize service contract costs, and optimize utilization rates across the University.

2. **Develop a business case:** Evaluate whether the implementation of a cross-campus core facilities management software solution, or similar tool, would provide metrics useful to the University, prove useful to industrial and SME users and/or be justified in a cost/benefit analysis.

## Endorsement

These recommendations are endorsed by the members of the Innovation Steering Committee:

First	Last	Department/Unit	Role
Phil	Barker	Neurology and Neurosurgery	Chair
Lea	Cameron	VPRIR	Project Lead
Mark	Andrews	Chemistry	Member
Michèle	Beaulieu	VPRIR	Member
Timothy	Geary	Parasitology	Member
Philippe	Gros	Biochemistry	Member
Peter	Grutter	Physics	Member
David	Lametti	Law	Member
Bruce	Lennox	Chemistry	Member
Steve	Maguire	Management	Member
Antonia	Maioni	Political Science	Member
Zeitan	Mi	Electrical and Computer Eng.	Member
Jean-Francois	Nadeau	VPRIR	Member
Isabelle	Péan	VPRIR	Member
Nikolas	Provas	Physics	Member
Greg	Vit	Management	Member