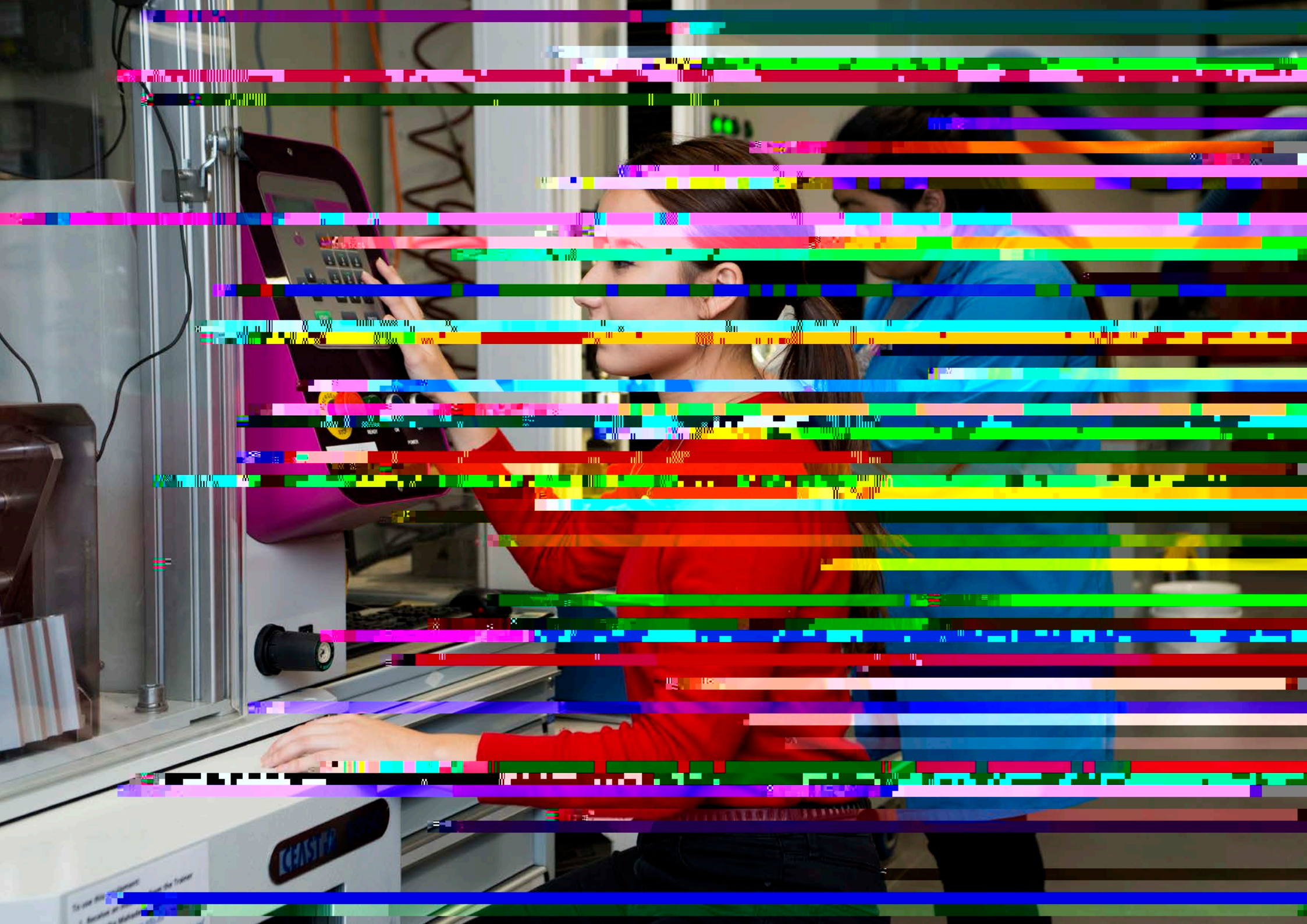


Why UNSW?

While UNSW Engineering now sits comfortably within the top 50 engineering schools in the world, our mission over the next decade is to reach the top 25. To do this, we intend to make a major step change in our approach to industry engagement.

Partnering with industry has always been central to ensuring our research is relevant and impactful. Each year,



Our place within the global innovation landscape





Our approach

As a large and leading engineering school, UNSW Engineering has an obligation and the necessary skills,

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impact is realised through our students and through the research and technology we create.

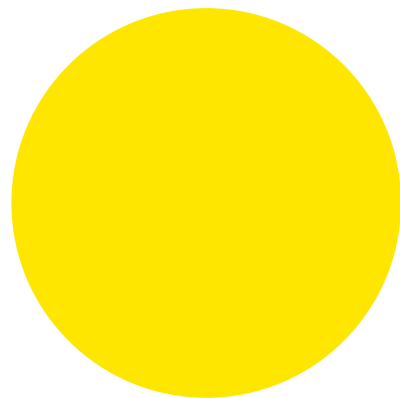
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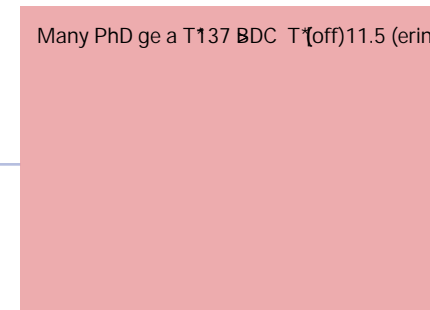
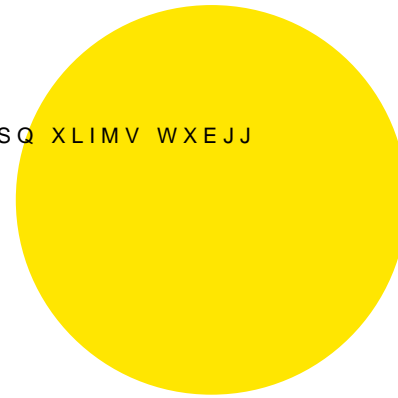
Pillar 1: Maximise student experience and lifelong outcomes

Objective: create an engaging student experience, founded in industry-based learning opportunities.



Ongoing professional development and education are an important element of how we continue to remain up to date with current knowledge and ideas.

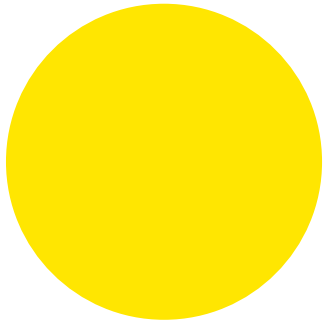
To do this, we will establish the Australian Graduate School of Engineering to provide a consistent framework for our postgraduate course offerings.



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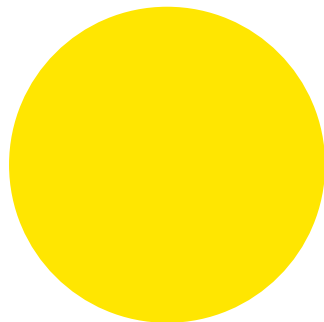
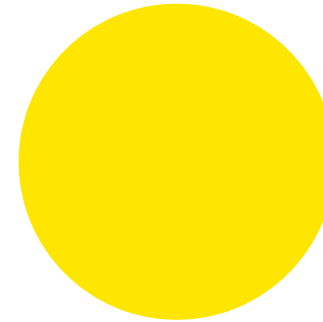
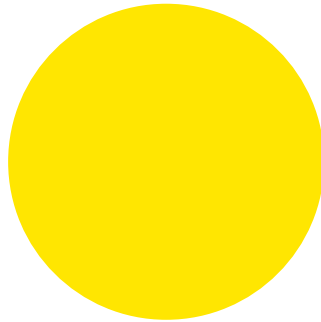
Pillar 2: Deliver research outcomes with value to society

Objective 9RHIVXEOI VIWIEVGL [MXL XERKMFPI TSWMXMZI SYXGSQIW JSV WSGMIX] ERH XLI IGSRSQ]



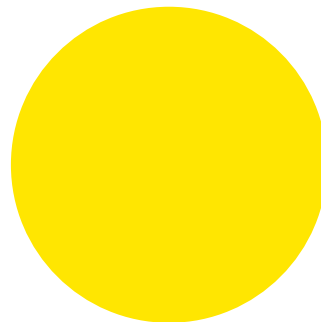
Engineering is an applied discipline and engineers solve problems. We will maximise our research value if we focus on problems that actually need solving.

Maintaining a close and contemporary understanding of the problems facing our industry partners will play a vital part in this.



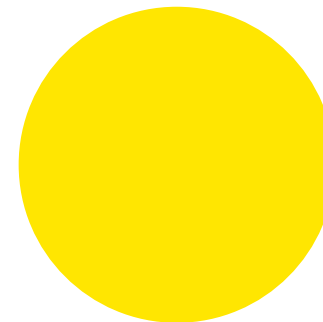
We will establish a culture that actively encourages and supports our staff to establish start-up enterprises to commercialise technology developed at UNSW.

We will establish additional incubators, accelerator programs and other resources to ensure UNSW Engineering plays a leading role in entrepreneurship in Australia.



UNSW Engineering has a number of successful industry-focused research centres. These make it easier for industry to engage with us and provide a sound environment for translational research.

We will continue to use matched funding grant programs to catalyse the creation of more centres.



The translational value of our technology is maximised when we capture the value of the IP in a form that enables a business to be built. Each of our research



Pillar 3: Be easy to work with

Objective: 'VIEXI [SVOMRK VIPEXMSRWLMTW XLEX EVI I¼GMIRX IJJIGXMZI ERH VIWTIGXJYP ERH IRGSYVEKI SF going collaboration and innovation.

Feedback from stakeholder consultations was clear and consistent. Industry partner engagement is built on personal and long-term relationships. People like to work with people that they know and trust.

1. Develop industry by industry sector engagement strategies and plans

As Australia's leading Engineering faculty, we aim to be the research partner of choice in our areas of expertise.
We will develop and deploy focused engagement plans aligned to the Faculty's research priorities and industry needs.

2. Develop a network of innovation precincts, zones and spaces

Translational research is, in part, enabled through the innovation ecosystem in which it resides.
We must ensure an environment that encourages and facilitates innovation at all scales, from small, local facilities through to pilot scale plants.
8S EGLMIZI XLMW [I [MPP
• develop a network of innovation spaces, rapid prototyping facilities, joint labs, and facilitated co-creation and ideation spaces, etc
• develop UNSW Kensington as an innovation precinct
• engage in the Health and Innovation Precinct
• develop pilot scale facilities at locations relevant for the industry e.g. Western Sydney Aerotropolis
• Integrate with the UNSW Canberra Innovation campus.

3. Increase engagement with our alumni

Alumni are important and an active and cohesive alumni network will build community, professional skills and key values for alumni. With staff who are active alumni, their IQTPS]MRK GSQTERMIW [MPP FIR
We will develop a program that provides ongoing professional value to alumni and their businesses. We will actively seek them out to participate in our engagement activities.

4. Effectively manage industry relationships at the appropriate level

In a Faculty of over 600 academics, and a University of over 2,800 academics, there are hundreds of long-term relationships held and nurtured at a local level by academics, as well as strategic partner relationships held by UNSW.
In order for this to be effective, we [MPP
• identify a resource at a school level to support and co-ordinate industry engagement
• expand our internal professional development program EMPOWER
• encourage all academics, in particular early career staff, to develop an individual industry engagement plan
• deploy tools to support the best SR PMRI I¼GMIRX ERH IJJIGXMZI
• ensure all necessary processes, controls and accreditations are in place to meet national and international legal and security obligations.

5. Minimise transactional costs on research contracts

Many of our industry research engagements are relatively small. These small jobs, collectively and individually, are an important element of our engagement.
We will ensure that the overhead costs of these transactions are minimised – both from our perspective and that of our partners.

6. Ensure high quality delivery

A research mindset (i.e. the discovery of new knowledge) and an industry-project mindset (i.e. an activity with a pre-determined time and pre-determined resources to achieve a pre-determined outcome) are very different.
We will ensure every industry engagement activity results in a QXYEPP] FIRI¼GMEP SYXGSQI J
our industry partners and us. Project management, quality control, service improvement and stakeholder engagement etc. will receive appropriate levels of resourcing and expertise.



Work with us

This Approach recognises the importance of collaborating across a complex landscape, sustaining existing and growing new partnerships. For success, we need close and sustainable relationships with our industry partners. We want to make sure that our partners receive great value from working with us and for dealing with us to be easy.

Contact our team - email industry@unsw.edu.au or call (+61) 2 9385 5000.



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