



Ontario Centres of
Excellence

Insights into Research Collaboration by Bob Civak

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Industry Academic Partnerships

- **Over the past 20 years shift from chairs / endowments to outsourced R&D through collaborative arrangements.**
 - Broaden industry capability
 - Limit need to sustain R&D capacity
 - Multi-disciplinary – technology convergence = difficulty to be all things
 - Evolution of a more industry “friendly” environment

Opportunity and Threats

- **Best of both worlds when it all works**
- **Limit pursuit of new knowledge**
- **Funding opportunities**
- **Loss of independence**
- **Divergence of faculty attention**
- **Conflicts of interest – I.P. issues**
- **Best way to move new technology forward, social & economic benefits**

Industry / Academic Partnerships

Factors for Success

- **Industry – needs driven**
- **Industry commitment**
- **Impact potential – product, process – new platform**
- **Commercialization potential or ideal path – ultimate revenue generation**
- **Project plan / budget**
- **Capable team**
- **IP understanding is clear, background / go forward**

Insights

Failures occur when:

- **Lack or poor commitment from collaborative parties**
- **Unrealistic expectations – timeframes, cost**
- **Too complex**
- **Competing agendas – company vs. student ...**
- **Inventor vs. author**

Success happens when:

- **Real world need meets genuine technical capacity / capability**
- **Information transfer – supplemental I.P.**
- **Freedom / encourage to publish results**
- **Roles / responsibility of team are clear**
- **Priorities are understood and respected**
- **Expectations managed**
- **Open lines of communication**
- **Committment to success**



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Thank You