Interacting with Industry

Orientation for Faculty Members
7 Dec 2018
Points to be discussed

• Introduction to Industry Interaction
  – Why is it important?
  – How is IIT Bombay doing?
  – Modes of Collaboration
  – How to get started

• Sharing of Experiences and Discussions
Why is it important to interact with industry?

- **Research**
  - Real-life data/ experiences
  - Tight timelines bring in academic discipline
  - Tremendously useful in better defining / formulating the research problem
  - Flexi funding
  - Less paperwork in project management

- **Teaching**
  - Case studies / examples / real-life data / industry practices

- **Facilitation for students**
  - Training and employment opportunities for PhD students
  - Contacts for student industry visits

- **Ecosystem**
  - Role in shaping standards/practices

- **Personal Satisfaction**
  - Seeing practical applications of one’s work
  - Recognition in larger peer group of professionals
  - Compensation for faculty time – can be routed to RDF – buffers in an emergency
Fund inflow for R&D from industry

~20% of total inflow is from industry

Compared very well with US universities

Others: Royalties and Testing
Exploratory visits: 28
Routine testing: 7
Projects initiated: 59 (+29 from Nov 2017)
Dormant: 11
No response from faculty: 26
No response from industry: 27
Silence from industry after our response: 28
Dormant: 7
Collaboration mutually abandoned: 8

Total requests: 201

Status as on 14 Aug 2018

Tracking industry interactions (CY 2017)
Exploratory visits: 31
Routine testing: 3
No response from faculty: 26
No response from industry: 19
Faculty expressed interest: 13
Silence from industry after our response: 29
Discussion ongoing: 39
Projects initiated: 42
Collaboration mutually abandoned: 8
Total requests: 210
Status as on 16 Nov 2018
Data for 2012-2016 (5 Years)
Total number of projects: 2700
Total number of faculty: 258
Number of faculty with no consultancy project (640-258): 382

1) Only regular faculty are considered as PIs
2) Faculty as Co-PI are not counted
Modes of Interaction
Partnership with Industry

Industry

- Seek help to solve specific problems
- Sponsor laboratories, students
- Deploy IPs
- Support basic research for knowledge creation
- Exploit complementarity
- Form Consortia Visits of Scientists and Engineers

IIT Bombay

- Carry out industry relevant research
- Human resource development
- Train industry personnel
- Seed high-tech spin offs
Liaising offices

- Dean (Research and Development)
- Dean (Alumni and Corporate Relations)
- Professor-in-Charge Placement & Internship
- Professor-in-Charge IIT Bombay Research Park Foundation
- Professor-in-Charge Continuing Education Program
- Professor-in-Charge SINE (Technology Business Incubator)
One-off interactions

Consultancy Projects
- Short term projects to solve specific problems

Sponsored Research
- Long term research for knowledge generation & manpower development

Logos of companies associated with the projects.
Continuing Education Program

- Widen knowledge base, improve skills of working professionals
- Provide training in critical areas
- Can be short term or long term
- Slow paced to accommodate other commitments
- Can be in-house or @ IITB
- Towards making the Indian industry globally competitive
- Foster learning as a vehicle for innovation and growth
- Open new areas of cooperation & collaborations
- Strengthen industry – IITB interactions

Through the office of the Professor-in-Charge, CE & QIP
Exchange of IITB Faculty & Industry R&D Scientists

Industry experts as Visiting Faculty

Faculty as Visiting Scientists

Immediacy of industry’s requirement

Match Need & Expertise

Industry sabbaticals
Deploy PhD students
Student internship

http://careercoachjen.com/teams-and-understanding-each-other/
How to get started
How to get started

Visiting industries

Actively participate in various IITB consortia (NCAIR, CoEST...)

Continuing Education Program

Respond to industry requests

Start Small (consultation)

Avail PPP model project calls

Interfaces on Drona

1. Sponsored & Consultation Project Interface

2. MOU/NDA/Agreement interface

3. Intellectual Property Submission Interface
Thank You

Ms. Joyita Roy Sarkar (joyita@iitb.ac.in)
Ms. Rusheeda Rajamohanan (industry@ircc.iitb.ac.in)