

Highlights of 22/23 for the Commercial Development & Contracts Teams

In the last 12 months we have revised many systems, policies and practices that underpin our success in commercial and business development



100%

POLICY IMPROVEMENTS

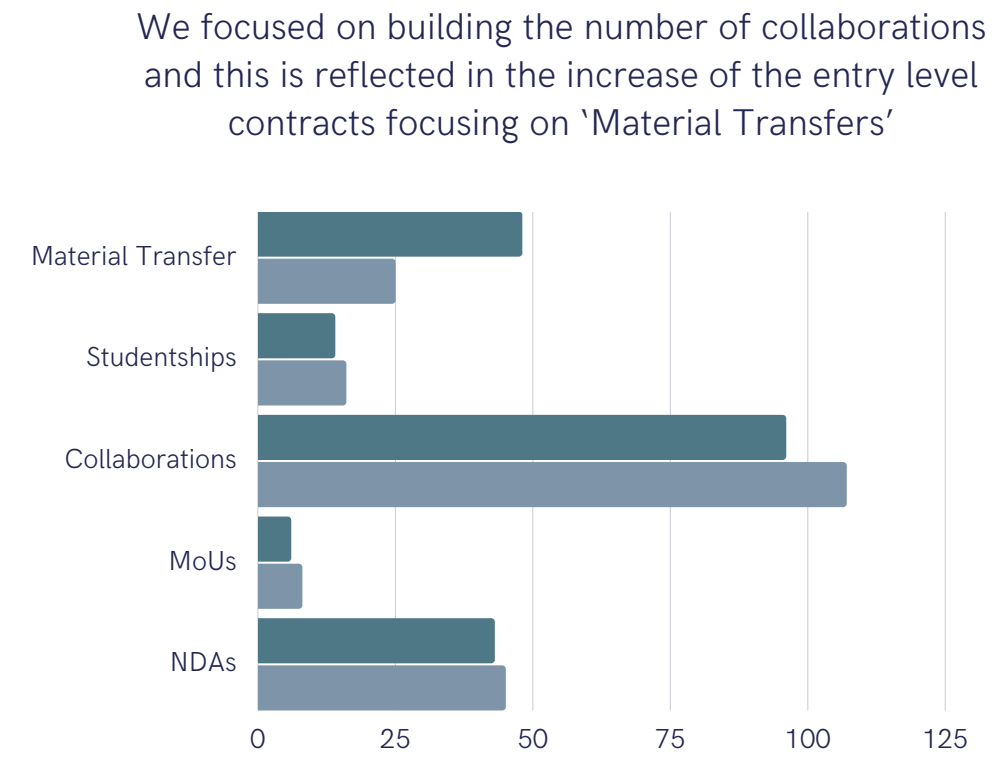

We revised all of our existing commercial development policies and started work on creating new policies to improve understanding and confidence in enterprise.

BUILDING PARTNERSHIPS & FUNDING OPPORTUNITIES

Over 88 research mobilisations are now possible as a result of our TAITH grant success

Future regional wealth, jobs and skills would benefit from our Mid Wales Growth Deal bids for over £50M of infrastructure funding

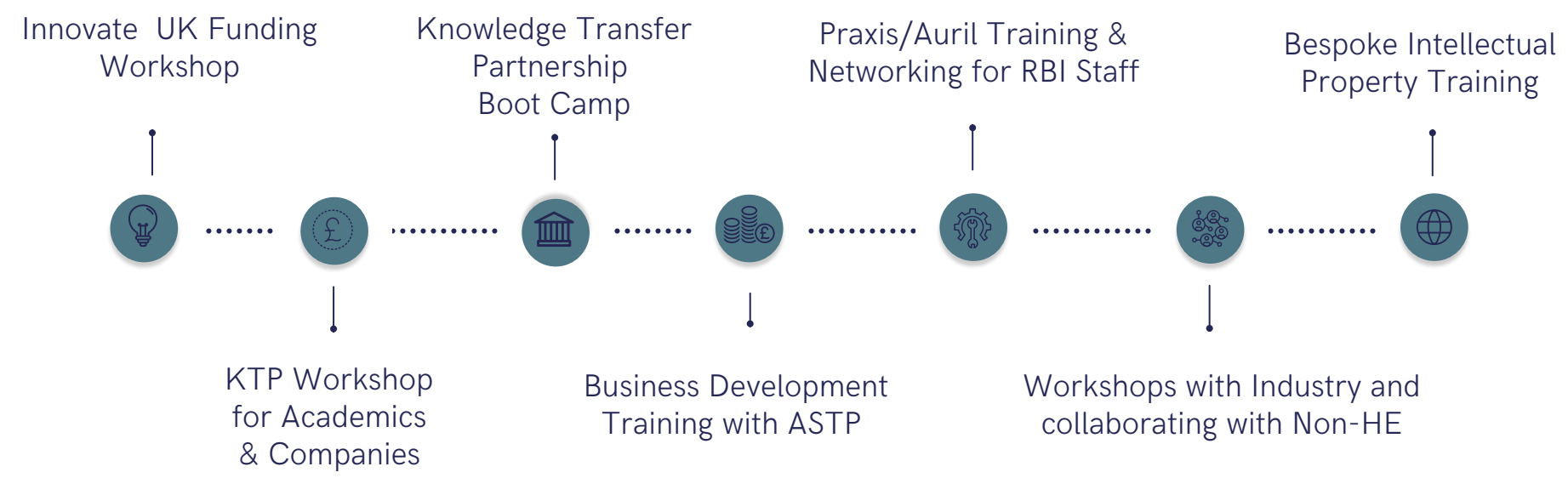
We engaged in contractual agreements with more than 150 partners, and over half of our university partnerships were international

DIGITAL CONNECTIONS

We integrated:

- Dynamics* - our Customer Relationship Management system with...
- Worktribe* - our research management system with...
- Minuet* - our contracts management system hosting all our customer and contracts information.



Training our RBI Staff, Industry Partners & Academics

We focused on training and creating networks on the multi-dimensional aspects of commercial development, including funding, translating and commercialising research.

