KNOWLEDGE EXCHANGE AND COMMERCIALISATION IN UK HIGHER EDUCATION

INSTITUTIONAL MANAGEMENT OF KEC

37
UK institutions represented in the

consultation

A snapshot
of the results of our
survey of senior
KEC staff at UK
universities

54%
Coverage of HE sector by research income

TOP THREE ORGANISATIONAL STRUCTURES FOR KEC DELIVERY:

- 1. Dedicated enterprise function
- 2. Combined research & enterprise function
- **3.** Commercialisation company

TOP THREE MEASURES OF KEC PERFORMANCE:

- 1. Income generation
- **2.** Number of strategic partners
- **3.** Contribution to impact

AVERAGE KEC STAFF PER INSTITUTION (FTEs)

Devolved Central

6 13

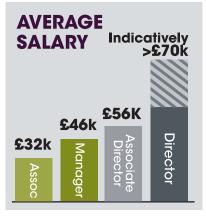
Post-1992

7 11

Pre-1992

21 29 Other Russell Group





RECRUITMENT CHALLENGES

Insufficient experience

66%

Lack of necessary 60% specialist skills

Unrealistic 36% salary expectations

CHANGES TO KEC FUNCTIONS OVER THE PAST THREE YEARS

Increased emphasis on non-financial returns

Increased expectations from senior management

Increased

expectations from

academic staff

Demand for new services

4

5

New systems/ processes



¹ 6U refers to the six largest UK universities by research income. All data taken from the PraxisUnico report `Knowledge Exchange and Commercialisation: the state of the profession in UK Higher Education' – written and produced by Research Consulting Ltd. © PU, 2016.