



Research & Enterprise @ Otago

URONZ meeting – September 2019



What we do

- ❖ Pre-award – contestable funding application support
- ❖ Post-award – contracts with funders
- ❖ Non-contestable research projects
- ❖ Point of contact with funders
 - Contract management
 - Reporting
 - Dispute resolution
- ❖ Commercial research – stakeholder engagement
- ❖ Commercialisation – with Otago Innovation





Who does it

- ❖ Research Advisory:
 - 11 Business Development Managers
 - 14 Research Advisors
- ❖ Research Administration:
 - 9 Research Administrators
- ❖ Legal Advisor
- ❖ Research Information Coordinator
- ❖ Business Support Coordinator
- ❖ Māori Research Partnership Manager
- ❖ Director





Outputs

In 2018:

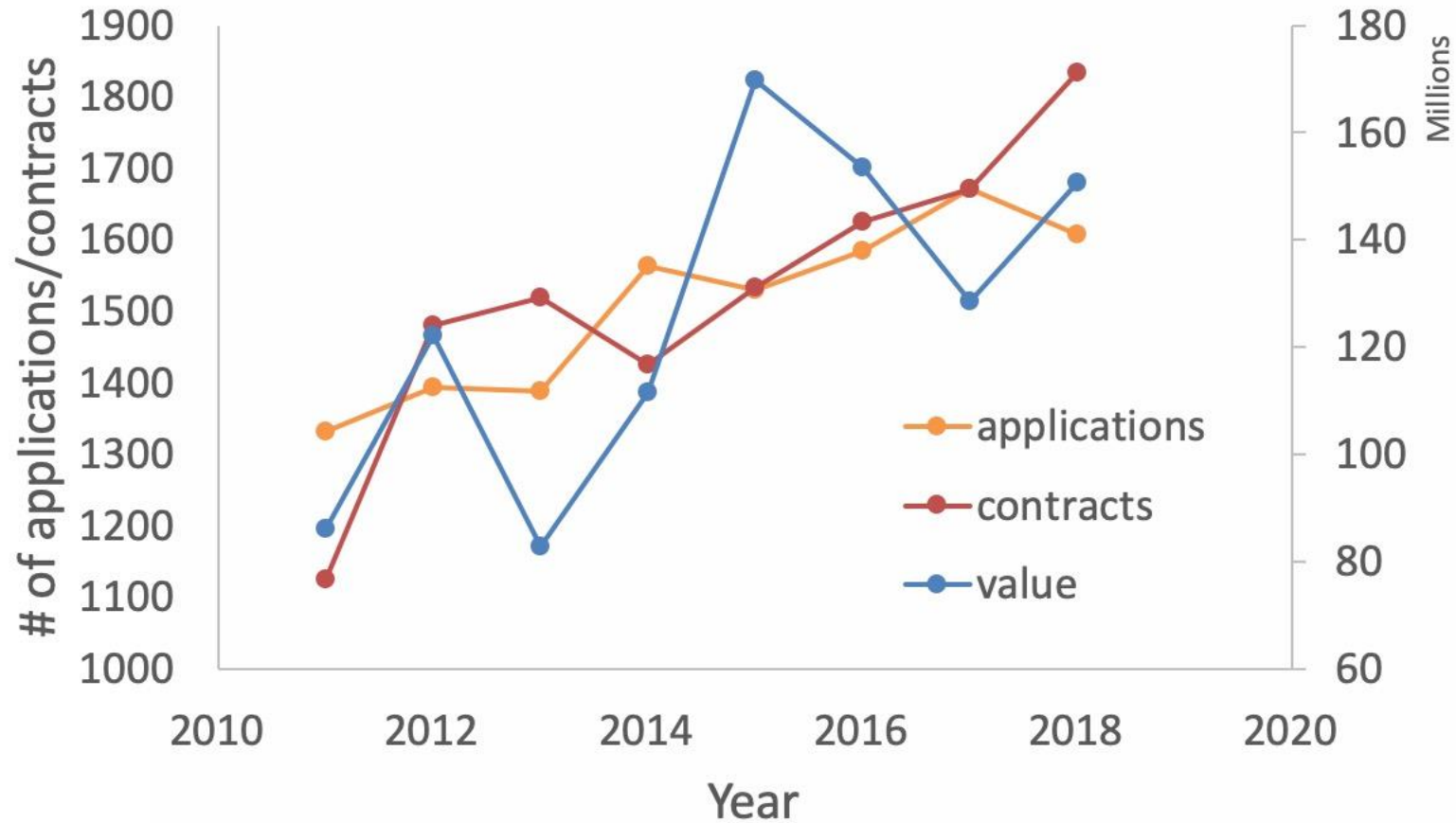
- ❖ 1607 grant applications
- ❖ 1459 research contracts
- ❖ \$150M in funding



Challenges

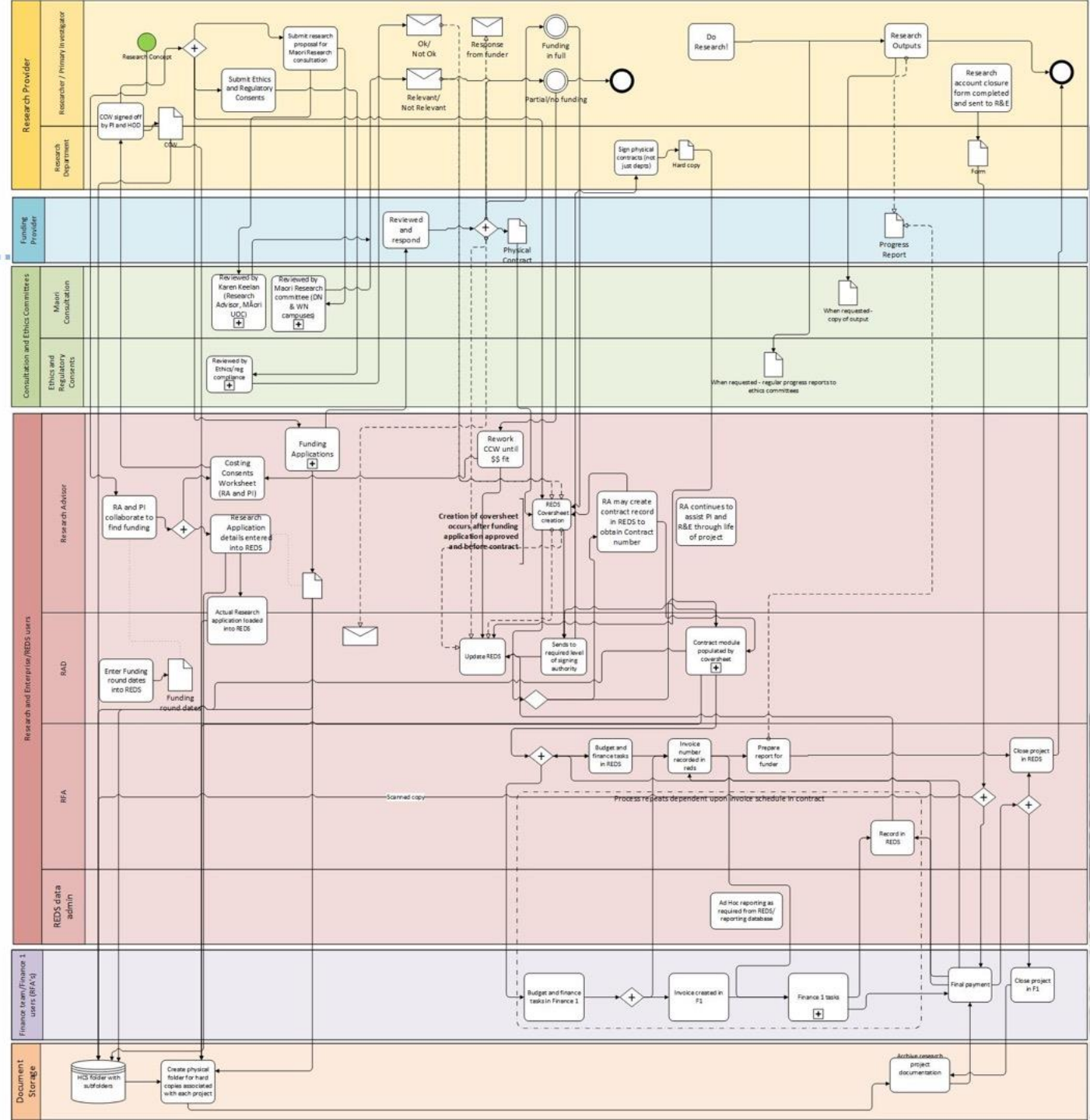


❖ Workload



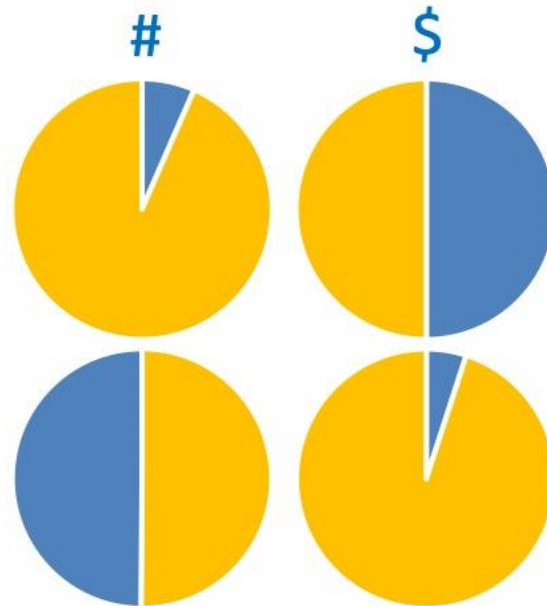
Challenges

- ❖ Workload
- ❖ Heavy processes

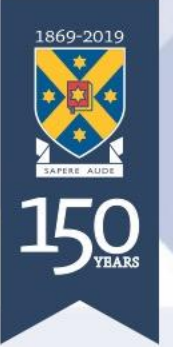


Challenges

- ❖ Workload
- ❖ Heavy processes
- ❖ Single funnel



- 50% of funding achieved with top 6.6% of contracts
- Bottom 50% contracts represents 5% of funding



Challenges

- ❖ Workload
- ❖ Heavy processes
- ❖ Single funnel
- ❖ Reacting rather than acting
- ❖ Lack of clarity
- ❖ Resources
- ❖ Budget



1869-2019
150
YEARS





Looking ahead

Process review

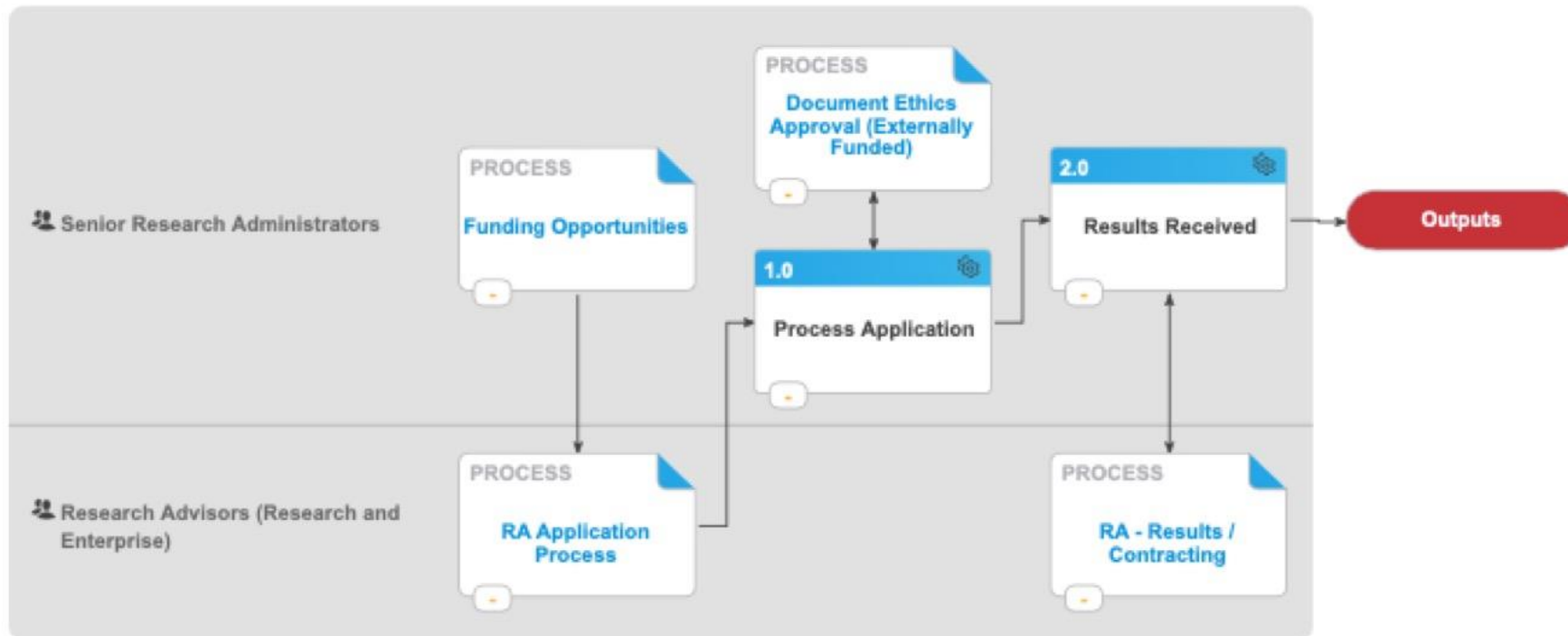
RASCI model to define what we do and don't do

RASCI matrix	Validation	Research Administration Team Leader R&E	Research Administrator	Research Contracts Administrator	Senior Research Advisory Manager	Research Advisory (RA BDM)	Legal Advisor	Business Support Coordinator	Research Information Coordinator	Director/DVC	Portfolio Lead	Fund Lead	Vision Mātauranga Lead	Principal Investigator	Associate Investigator	Student	Finance Associate	Divisional Finance	Finance Services Manager	Finance Services Division	ITS
Initial contact (negotiated contract)	ok					R/A								S							
Initial idea validation (PoC)																					
400-level projects, summer studentships (feeds into PoC)																					
400-level outcome - RA should be present																					
Resource Assignment	ok	C	I		R/A	S					C	C		I	I						
Expression of Interest	ok				I	S					I	C	I	R/A	S						
Budget	ok					S								R	S						
Submission to Portal	ok		R		I	A					I	I	I	S	S						
Hardcopy submission																					
Updating REDS	ok		S			R/A															
Memorandum of Understanding (HRC, CDA)	ok		S		I	R	S			A				S	S						
CDA	ok		S		I	R	S			A				S	S						
MTA	ok		S		I	R	S			A				S	S						



Process review

Updated workflows based on risk and value



REDS Replacement

Active rather than passive. Mirrors RASCI and new workflow. Digital signatures, multi-users, info from other systems.

Contract - View

File Edit View Insert Format Requests Scripts Window Help

Home

> Home > Contract > Find Marty Gagnon

Additional Criteria Duplicate Criteria Omit & Un-Omit Continue

Symbols: < less than ... range
> more than == literal/exact
* = empty field "" literal text
! duplicates

Find Criteria 1

Contract	IP No.	Project	Appln	C/Sheet	R/ Master Ref	Folder/Filename Component:	Document Type
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Principal Investigator

Title

Contracting Body

Funding Round

Original Funder

Version	Old ID	Reason	Account	Signed	Ext Org's Ref	Start Date	End Date	Price Total
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

Full Overhead Recovery

Number of Contract Versions

F1Closed

Total

Search Mode

Lead RA/EM Archived

Excl Frm End of Contract Reminder:
click button for Yes
or type '=' in the text box for No

Status

File With Box Filed

Dates:
Entered

Approved

Mnth

CRM System

Client relationship management, shared across University. Allows us to track how we've interacted with people, funders, companies.





What's Next

- ❖ A stronger R&E team
- ❖ Better interactions with other service divisions
- ❖ Better support for academic staff
- ❖ Bandwidth to assist with strategic research career development
- ❖ More opportunities for bigger things



Thank you

