UniServices and the University of Auckland have been identified by the Massachusetts Institute of Technology - Skoltech Initiative report as one of the top five ‘emerging leaders in entrepreneurship’ from around the world expected to become major international entrepreneurial and innovation powerhouses in the decades ahead. The report says “the University of Auckland offers an exciting blueprint for other universities operating in similar circumstances across the world”.

The combination of commercially-focused activities undertaken by the University of Auckland’s research, knowledge transfer and custom education company, Auckland UniServices Ltd, and the community-focused and institutional activities led by the Business School, were clearly identified as the main factors driving its international recognition.

UniServices offers universities, research organisations, governments and companies around the world access to the University of Auckland Entrepreneurial Ecosystem, its technology and its expertise; or assistance to develop their own entrepreneurial ecosystem. Services provided include:

Return on Science
Return on Science is based on UniServices’ 25 years of tried and tested commercialisation successes, delivering substantive outcomes on government’s commercialisation strategies.

Return on Science partners with organisations to turn raw research into commercial outcomes, and increases opportunities from commercialisation by bringing the necessary strategic impetus early in the research cycle. Four specialist investment committees populated by world leading experts (based in New Zealand and around the world) provide strategic expertise, advice, input into research commercialisation projects.

These committees include industry experts, venture capitalists, commercial R&D specialists, experts from Fortune 500 companies and company start up specialists.

Through Return on Science, our award-winning research commercialisation programme, we realised a 428% ROI on technologies invested in, in 2013.

www.returnonscience.co.nz

Spark
Spark is a successful entrepreneurial-development programme and business planning competition that students within the University of Auckland are empowered to run. Launched in 2003, Spark challenges and equips students and staff to explore ways of creating businesses based on ideas or innovations arising from their research, from studies or simply as a result of creative thinking.

The Spark programme has fostered entrepreneurs, who between them have created more than 110 startup ventures, which have collectively raised $143 million in investment, employ more than 350 people and sell their products into more than 30 countries. Some notable alumni companies include PowerbyProxi and Telemetry Research, as well as Fishpond, ecoPortal, IMeasureU, Transfercar, and SavY. Launched in 2003 as a partnership between students, the Business School and other university faculties, Spark is a highly successful entrepreneurial development programme.

www.spark.auckland.ac.nz

Education and Training
UniServices and the University of Auckland can assist with training and education of students both in New Zealand and overseas, including:

- Customised short courses.
- Admission to University of Auckland post graduate programmes in New Zealand.
- Customised joint programmes developed and delivered outside New Zealand.
- Curriculum development for new post graduate programmes.
- Contracted delivery of programmes internationally.

The University of Auckland provides postgraduate education and training programmes associated with entrepreneurship and commercialisation of new discoveries. These include:

Post Graduate Commercialisation and Entrepreneurship (Post Graduate Certificate and Masters) providing core knowledge and skills to commercialise and take to market new products, services and processes based on research discoveries, inventions, innovations and new ideas.

Post Graduate Bioscience Enterprises (Post Graduate Diploma and Masters) Innovative interdisciplinary Science-Engineering-Business post graduate programmes with a vocational focus providing skills in the financial, marketing, law and intellectual property, research commercialisation, and frontiers in biotechnology.
University Based Entrepreneurial Ecosystems

Contracted Research and Consulting Services
UniServices can also provide expertise consulting, processes and systems including:

- Contracted research expertise across a host of disciplines from the extensive research expertise based at the University of Auckland for client based or co-developed technologies.
- Audits and reviews of current commercialisation structures, organisation, culture, processes, systems and capabilities, and development of detailed plans for change.
- Provision of model operating processes and procedures for identification, protection, management and commercialisation of intellectual property and contract research.
- Set up of systems for coaching and mentoring research and commercialisation staff.
- Audits of research programmes and commercialisation progress.
- Workshops for researchers to develop ideas and inventions into business plans.

Technology Investment Opportunities
UniServices provides the opportunity to invest into the development of early stage technologies from the University of Auckland and acquire rights for commercialisation. UniServices has a vast portfolio of intellectual property across life sciences (including pharma), ICT, agritech, engineering and science. We seek to engage industry early to develop the technologies into products through licensing and contract research as well as the creation of spin out companies with external investment.

Auckland UniServices Limited
UniServices is dedicated to connecting the University’s capabilities to business and investors, government and the community.

In 25 years UniServices has grown to produce an income of over NZ$130 million per annum, far surpassing any similar organisation in New Zealand and Australia. Income derives from contract research and consulting, customised education programmes for 25,000 students around the world, and from transferring intellectual property developed by staff and students at the University to the public and private sectors. Across all of its business, more than 35% of UniServices’ clients are international.

UniServices is a substantial New Zealand organisation with over 700 employees, working with clients in 45 countries including China, and with access to many more academic staff from the University of Auckland. The work of UniServices supports the leadership position of the University of Auckland, and allows the University to expand and enhance its capabilities in commercial and basic research.

Auckland UniServices Limited is very successful at contracting research and transferring intellectual property from the University of Auckland to the public and private sectors, and is an exemplar of how research organisations and businesses partner together to achieve mutual benefit.

UniServices works alongside world-class academics to identify, protect and develop discoveries with commercial potential, find business partners and commercialise IP.

It adds value to business through:

- research to develop new technology and technical solutions
- technology commercialisation through licensing
- consulting to enable implementation world class operations
- customised education programmes

UniServices has an extensive portfolio of new technologies available for commercial licensing, and spin out companies for investment, based on over 400 new inventions and hundreds of new patents lodged in the last five years alone.