Work with us
Grow your organisation and create a better future
We build lasting, mutually beneficial relationships based on trust, collaboration and transparency

You can work with us in many ways, including:

• licensing existing technology or intellectual property

• applying for a research grant

• collaborating on your strategic research projects

• using our research infrastructure, platforms and precincts

• recruiting graduates and PhD candidates

• obtaining professional development for your employees.

Bring your ideas to us and we will match you with the right people.
Why partner with the University of Melbourne?
Work with us to find better ways of doing things

People work with us to solve problems and discover new opportunities. To improve their products and create new ones. To build their businesses and their communities. To protect human health and human rights. And to make their own contribution to the world.

We work with everyone from community groups and entrepreneurial start-ups through to government departments and multinational companies. Research expertise at the University of Melbourne covers every discipline. This means we can work across all sectors of the economy, society and the environment.

As a partner, you’ll access the latest University research, technologies and intellectual property. You can use our research infrastructure, including bespoke platforms. Along the way, you’ll meet researchers who may become your lifelong collaborators or even join your workforce.

When we work together, we are more than the sum of our parts. Our partners benefit by working with the University of Melbourne. And we benefit by working with you.
Benefit by working with us

Work in a collaborative environment with shared goals

• Our partnerships are based on trust, openness, and alignment of strategic objectives. This approach enables cycles of planning, research, implementation, measurement of success and honest feedback to drive successful outcomes.

Engage in deep thinking and discovery

• The University is a place where people convene to think deeply about complex issues. With our broad base of expertise, we can assemble interdisciplinary teams to tackle problems from different angles.

Leverage our strong reputation

• As a top-ranked University, we understand the importance of a powerful brand and a strong reputation. We conduct ourselves with the highest commitment to ethics, integrity and confidentiality. We won’t risk our own reputation, and we won’t risk yours.
Benefit by working with us – continued

Recruit highly skilled talent

• When you work with us, you’ll tap into a diverse and extraordinary pool of talent – your future workforce. You can recruit high-quality undergraduates, graduate researchers and post-doctoral students, for short-term placements, internships and permanent employment.

Access a large community

• The University community includes more than 8000 staff, 80 000 students and 400 000 alumni. As a partner, you’ll have opportunities to access a diverse range of our activities, events and services.
What is it like to partner with the University of Melbourne?
It’s easy to work with us

We know that your research objectives are pressing. You need to keep moving forward, and not be hampered by administrative processes.

So, we’ve taken steps to make it as easy as possible to work with us.

This includes having a relationship manager who will:

• be your main point of contact
• understand your requirements, goals and deadlines
• indicate the investment required
• help you determine the right resources for your project
• connect you with the best researchers to help achieve your goals
• communicate with you frequently, both formally and informally
Our agreements are pragmatic and flexible

Our contracts team has extensive business and legal experience. This means we are commercially sophisticated, we speak your language, and we understand your priorities. We will make the negotiation process as smooth and as fast as possible.

Your agreement will outline the nature of the partnership, with details about:

- your dedicated relationship manager
- your Executive Governance Group, which typically meets once or twice each year
- high-level principles and strategic objectives
- the communication process between the parties, as well as communication with external audiences
- intellectual property (IP).

And if/when new discrete projects arise within the engagement, it’s easy. Having already agreed the contractual terms of the partnership, each new project will simply require a brief agreement with tailored terms of reference.
We can help you to access funding for your research

You can access a range of grants and funding schemes, depending on your sector and your research goals.

Opportunities are available for renewable energy activities, industry R&D or healthcare policy. Or research that creates economic, cultural or social benefits.

Contact us to find out the most appropriate funding opportunity for your project.
Intellectual property
How can you license existing technologies?

The University has a range of technologies that are ready to license.

As a public institution, the University wants to generate the greatest impact for society and return from its IP. This means we must consider all translation and commercialisation options. We then choose the option that will deliver the greatest impact.

To make this assessment, the University usually asks a prospective licensee to submit a plan for further developing the technology.
How do we manage new IP?

Collaborating with the University can lead to the creation of new IP. These new creations may include inventions, documents, products, services, processes or software. Our principles of IP management make it easy to collaborate with us. These principles guide us when negotiating IP arrangements:

• We deliver impact and benefit
• We make it easy to do business with us
• We agree terms up-front
• We let whoever is best placed to create impact lead the process
• We share the value
• We preserve our ability to publish, teach and undertake research.

Find out more
Accelerate your research with our facilities and resources
Innovation Precincts

Research and industry precincts bring together researchers, industry partners and entrepreneurs in one location.

The University of Melbourne is part of four innovation precincts in or near the Melbourne CBD.

Each precinct is purpose-built with the latest technology and facilities.

This means that together we can fast-track your research to bring new innovations to market.

**Fishermans Bend** – focusing on engineering and design innovation.

**Melbourne Arts Precinct** – one of the highest concentrations of arts, cultural and creative organisations in the world.

**Melbourne Biomedical Precinct** – connecting more than 40 partners in biomedical research, industry and education.

**Melbourne Connect** – bringing together the digital expertise of University of Melbourne researchers and industry leaders.
Research facilities and resources

We have the facilities and resources you need to accelerate your research. This includes everything from libraries, rare collections and contemporary galleries, to digital expertise, technology platforms and infrastructure.

• Our network of research platforms helps you get results you can trust. Platform technologies range from advanced microscopy to cultural informatics, and metabolomics to health economics. Platform technologists offer expertise on everything from defining the best method to analysing the data.

• The University is home to some of the oldest and most extensive collections in Australia. These valuable collections include rare books, artefacts, maps, musical instruments and biological specimens.

• The University’s diverse museums and galleries house ancient Greek vases, contemporary Australian art, medical history, zoological specimens and more.
University campuses

Our main campus is in Parkville, Melbourne. The University also has six specialist campuses, located in Melbourne or regional Victoria. Each has a different research focus.

**Southbank, Melbourne** – Fine Arts and Music

**Burnley, Melbourne** – Horticulture

**Creswick** – Forest Sciences

**Dookie** – Agricultural Sciences

**Shepparton** – Rural Health

**Werribee** – Veterinary Sciences
Learn how research partnerships have solved challenges for other organisations
Bosch solved a problem with its diode production – saving $A795 000

- Diodes are an important part of modern cars. A nickel-plated housing protects diodes from corrosion. In 2018, Bosch Australia discovered that its new lead-free plating solution was unstable, reducing its effectiveness for mass manufacturing.

- Bosch identified and fixed the problem with the help of the Melbourne Trace Analysis for Chemical, Earth and Environmental Sciences (TrACEES) platform.

- Bosch estimates that solving the problem on the production pipeline saved the company $A795 000 for 2019.

Find out more
GSK is developing a drug to treat inflammation caused by arthritis

• GSK has launched Phase III clinical trials for a drug to treat hand osteoarthritis and rheumatoid arthritis. The drug is based on discoveries made by University of Melbourne researchers.

• Osteoarthritis and rheumatoid arthritis are the two most common forms of arthritis.

• The drug is designed to prevent the inflammation that causes joint damage and pain.

Find out more
Surf Life Saving Australia is making rock fishing safer

• Surf Life Saving Australia has introduced an evidence-based hazard index for rock fishing sites and is encouraging experienced rock fishers to share their wave-reading knowledge with inexperienced fishers.

• The partnership with University of Melbourne researchers showed there is no such thing as a ‘freak’ wave.

• The research team conducted aerial surveys of rocky coasts, studied wave dynamics and analysed how fishers perceive risk.

Find out more
The International Labour Organization safeguarded work conditions in India

- In 2015, advice from the International Labour Organization (ILO) prompted the Indian Government to reverse plans to weaken the enforcement powers of labour officials and exempt small factories from national health and safety laws. This decision protected more than 487 million workers.

- The ILO advice was based on research from the University of Melbourne’s Centre for Employment and Labour Relations Law on the Australian Fair Work Ombudsman.

- Based on the same research, the ILO also changed its approach to enforcing labour law compliance and developed training tools to support the changes.
University start-up Apromore helps businesses improve their processes

- Apromore, a University of Melbourne start-up company, has developed the first open-source process-mining software for commercial use.

- Process-mining software is needed to efficiently analyse and improve business processes.

- A strategic partnership between German software provider GBTEC and Apromore will include the process-mining software as a core part of GBTEC’s business process modelling and automation software, BIC Platform.

Find out more
Next steps
Find out more about working with us

Contact a Business Development professional
Our Business Development professionals understand the expectations of businesses and organisations, and the University’s partnering and commercialisation processes. If you have a question about working with us, or about which Business Development professional can best work with you, get in touch. Email industry-enquiries@unimelb.edu.au

Explore the Research Website
Learn more about how we can work together to help your organisation and read more case studies about past or current partnerships. Visit research.unimelb.edu.au/work-with-us

Connect with experts in your field
Find researchers by name or look for experts in your area of interest. Search findanexpert.unimelb.edu.au

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