



UNIVERSITY OF
CAMBRIDGE
enterprise



Commercialising University research

A guide for researchers

Who we are and what we do

Cambridge Enterprise was formed by the University of Cambridge to help students and staff commercialise their expertise and ideas.

We are here to help you find commercial applications for your research, whether you want to share your knowledge through consultancy projects, license intellectual property (IP) or start a new company. Our teams can help you develop business opportunities, obtain resources, find a commercial partner, manage contracts and provide business support from proof of concept to exit.

We work with all of our academic partners, from the fields of science, technology, engineering, maths and medicine, to the arts, humanities and social sciences.

We offer:

- a consultancy service to help you share your knowledge
- advice on choosing and developing a commercial path
- expertise in technology licensing and company creation
- guidance and support in building a commercial proposition
- access to experienced mentors and other key advisors
- proof of concept and early stage investment funding
- IP protection and management

Do you have an idea?

Many academics successfully commercialise their research via licensing or by forming a new company.



**We
supported
1,706
researchers in
2016/17**

We can:

- help you develop your ideas and inventions into opportunities that are attractive to business and investors
- match you with industry mentors, wider community resources and other sources of University support
- advise on next steps and track future development

If you have an idea that you think may have commercial application, you can complete a disclosure form on our website and we'll get back to you. Or get in touch with us directly and we'll talk you through the process.

Do you want to be a consultant?

If you've been approached by an organisation and asked to be a paid consultant, we can help.

Consultancy Services handle the business negotiations, contracts, arrangements for use of University facilities, invoicing, debt collection, income distribution and all the other administrative tasks that can otherwise distract you from your work.

Using Consultancy Services offers you:

- a University-approved contract
- advice on how to avoid undervaluing your work
- cover from University insurance policies

Members of the University can take our free online course (<https://www.vle.cam.ac.uk/course/view.php?id=120021>) to learn more about academic consultancy and about how Cambridge Enterprise can help to facilitate your consultancy project.

Meet with us and network

Our frequent events introduce and explain our services and can provide you with networking opportunities. More information on our current offering can be found on the events page of our website.

Get connected in your department

If you would like to discuss commercialising your research with someone in your department, talk to our **Enterprise Champions**.

A network of academics, researchers, facilitators and co-ordinators, they can act as a first point of contact in your department. They understand our offering and can help put you in touch with the right person.

Details of our Enterprise Champions can be found on our website.

Contact us

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