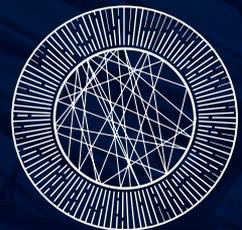
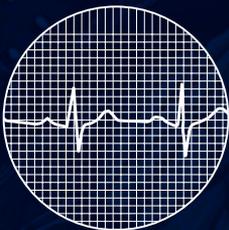


Imperial College London

IMPERIAL BUSINESS PARTNERS

Connecting businesses to Imperial's people, technologies and facilities



FOREWORD



**PROFESSOR
NICK JENNINGS**

**VICE PROVOST
(RESEARCH AND
ENTERPRISE)**

The Imperial Business Partners (IBP) programme offers accelerated access to the best of the College's people, technologies, expertise and facilities.

Becoming a member connects you to world-class thought leadership in science and technology. It gives you the opportunity to work with our exceptional staff and students to solve research-based problems and prepare for emerging technologies as part of your innovation strategy.

Industry and academia have much to offer each other. We are committed to providing a thriving environment for sharing knowledge, exchanging insights, building partnerships to accelerate innovation, and scanning the horizon for new developments.

Imperial's offer to Business Partners continues to expand as we develop new research networks of excellence, build new facilities, develop fresh spaces for creative exchanges, and generate innovative opportunities to invest in startups founded by our enterprising staff, students and alumni.

Membership also brings access to the exclusive Imperial Business Partner network, where you can expand your horizons not only with the College, but also with the other partners.

Current Business Partners have each had their own reasons for joining IBP. We look forward to working with you to align the IBP programme to your company's specific needs.

Imperial College London is one of the world's leading universities. The College's 17,000 students and 8,000 staff are expanding the frontiers of knowledge in science, medicine, engineering and business, and translating their discoveries into benefits for our society.

Imperial is the UK's most international university, according to Times Higher Education, with academic ties to more than 150 countries. In May 2017, Reuters named the College as the UK's most innovative university because of its exceptional entrepreneurial culture and ties to industry.

The IBP programme is funded exclusively by membership fees. All income is reinvested in the programme for the benefit of IBP members.

Cover and inside back cover pictures: The I-HUB – Imperial's translation and innovation hub at the White City Campus – provides more than 185,000 square feet of new laboratories, alongside incubator, accelerator and flexible office space. These facilities enable entrepreneurs, startups, scaleups, SMEs and major corporations to co-locate with Imperial academics and students.

BENEFITS OF IBP MEMBERSHIP

The IBP programme enables a unique approach to problem solving for research-driven industries by providing accelerated access to Imperial expertise, talent and facilities. Members benefit from a range of specialist services, and enjoy a programme that combines academic excellence with entrepreneurial innovation to generate powerful debates and inspirational discussions.

- A bespoke platform for accessing the Imperial entrepreneurial ecosystem, including academic expertise, enterprising students, and state-of-the-art research facilities and working spaces
- Pathfinder activities (see right)
- Access to Imperial's talented students for problem-solving, internships and recruitment
- Long-range technology foresighting with Imperial Tech Foresight
- Use of Imperial research facilities
- Invitations to an annual showcase of Imperial startups
- Members-only executive networking events and dinners
- Delegate spaces at conferences given by Imperial and partners
- Discounts on Imperial Business School Executive Education open enrolment training programmes



Pathfinder activities

These are co-designed with you to generate a unique experience for your business. Examples of activities include:

- Up to 4 days academic consultancy
- A Tech Foresight workshop (page 6)
- Webinars by academics
- Insight session: an academic workshop, usually for your leadership team, to address specific questions your company may have
- An exec innovation sprint day: a one-day course on innovation methodologies and culture
- A session in the College's Data Observatory (page 9)

THEMES

Imperial is the only UK university to focus exclusively on science, technology, engineering, medicine and business research. This gives IBP members access to a unique and critical mass of expertise, including:

FinTech

The IBP FinTech chapter has been established to help companies address the challenges posed by disruptive technologies to the financial sector. It provides accelerated access to Imperial's FinTech Network of Excellence, which brings together academics from across Imperial on topics including cybersecurity, cryptocurrencies, computational finance and machine learning.

Nutrition

Imperial's Nutrition and Food Network brings together the College's relevant expertise across all disciplines. Nutritional problems often start as biology, but usually require chemistry, engineering, psychology and economics for a solution. The food industry and retailers have important roles to play in helping research to address problems of both obesity and malnutrition.

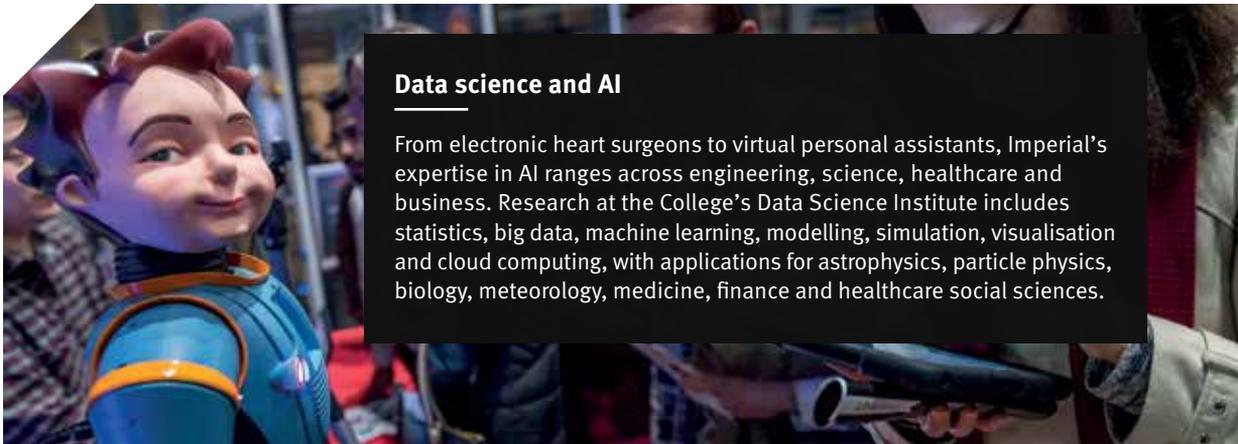
Entrepreneurship and innovation

Imperial's entrepreneurial ecosystem of staff, students, businesses, investors and policy makers is constantly growing. IBP members can enjoy access to this network, for example via the highlights of the College's annual Enterprise Week.



Sustainability and green growth

Sustainability issues have transitioned from peripheral business interests to central strategic concerns. Relevant Imperial expertise includes climate policy, cleantech, mitigation, adaptation, climate modelling, energy infrastructure and low carbon solutions.



Data science and AI

From electronic heart surgeons to virtual personal assistants, Imperial's expertise in AI ranges across engineering, science, healthcare and business. Research at the College's Data Science Institute includes statistics, big data, machine learning, modelling, simulation, visualisation and cloud computing, with applications for astrophysics, particle physics, biology, meteorology, medicine, finance and healthcare social sciences.



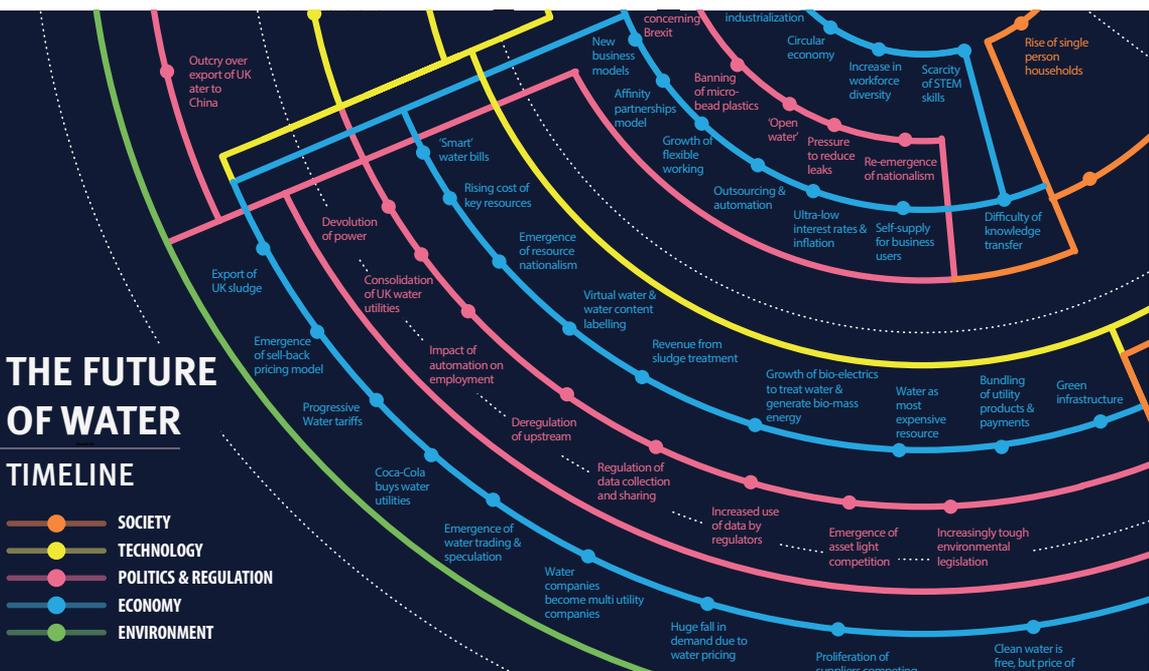
Smart infrastructure

The increasing need for cities to improve performance in services and infrastructure creates technical, social and business challenges, as well as opportunities for new technologies and a better understanding of the value of data. Imperial expertise includes applying data science to civil engineering, enabling and managing mega projects, and digital transformation.

TECHNOLOGY FORESIGHT

Working with Imperial’s Tech Foresight team is one of the Pathfinder activities available to IBP members. The Tech Foresight team and its activities help you navigate the rapidly shifting technology landscape, enabling you to make better decisions on the future of your organisation.

Options for activities include: a horizon-scanning report on a specific technology or challenge; a co-creation workshop with Imperial academics to build future business opportunities; or a foresight map to systematically visualise shifts in the next 5, 10 or 15 years.



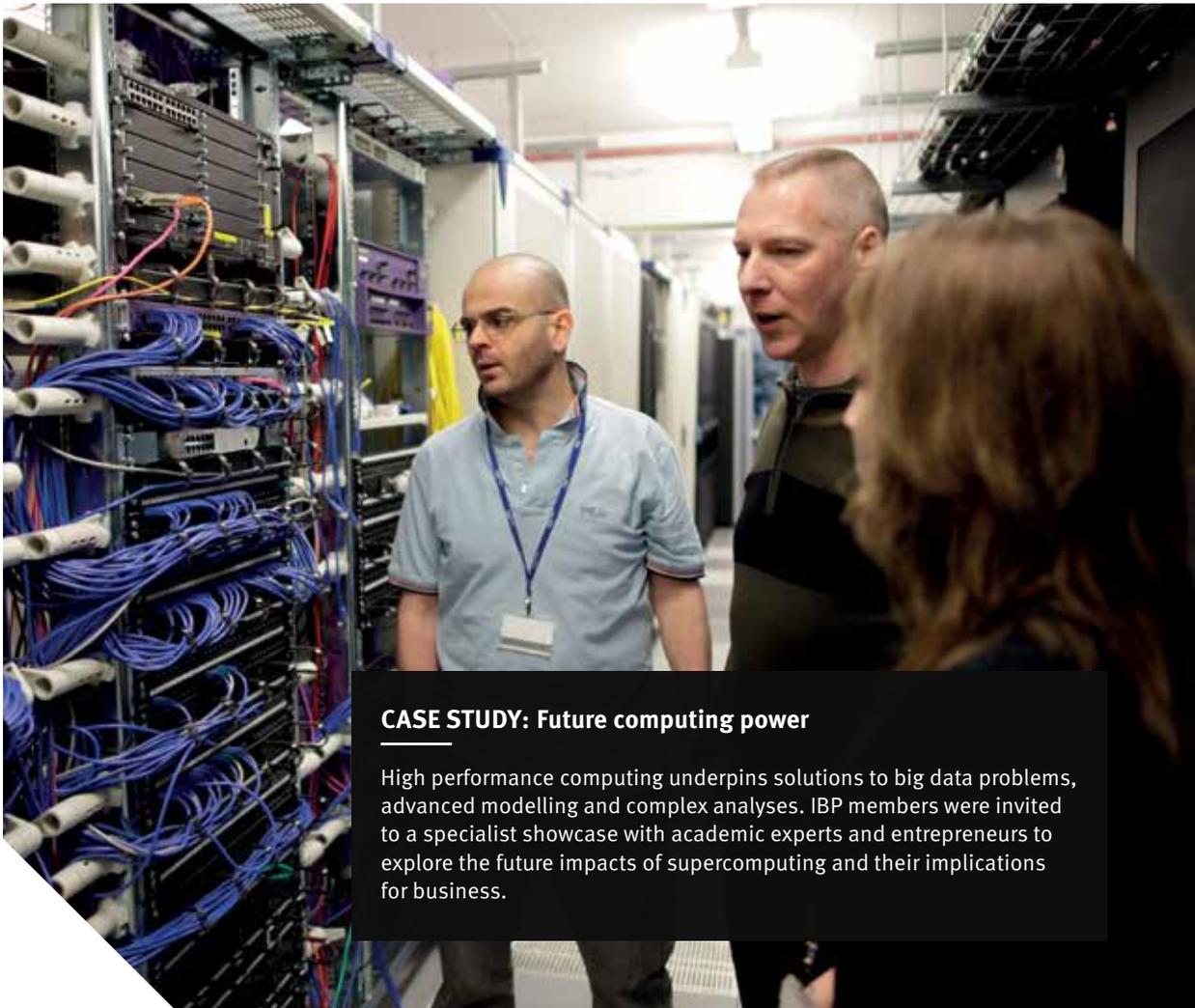
CASE STUDY: Mapping the future

A foresight workshop for key stakeholders in the water industry was convened to explore the social, environmental, economic and technological issues linked to water. The work was carried out with Imperial academics, Imperial Tech Foresight staff and IBP. The ideas generated lent themselves to this timeline of present, possible and probable futures for water in the UK. See <http://bit.ly/2oicDso> for full image.

EXECUTIVE INSIGHT EVENTS

IBP membership gives you access to an exclusive, cross-industry network via a series of member-only events, including:

- Webinars
- Quarterly executive insight dinners
- Bespoke innovation workshops
- Imperial Tech Foresight annual conference
- Delegate spaces at other selected conferences run by Imperial and partners
- Member invites and reserved seating at Imperial public lectures



CASE STUDY: Future computing power

High performance computing underpins solutions to big data problems, advanced modelling and complex analyses. IBP members were invited to a specialist showcase with academic experts and entrepreneurs to explore the future impacts of supercomputing and their implications for business.

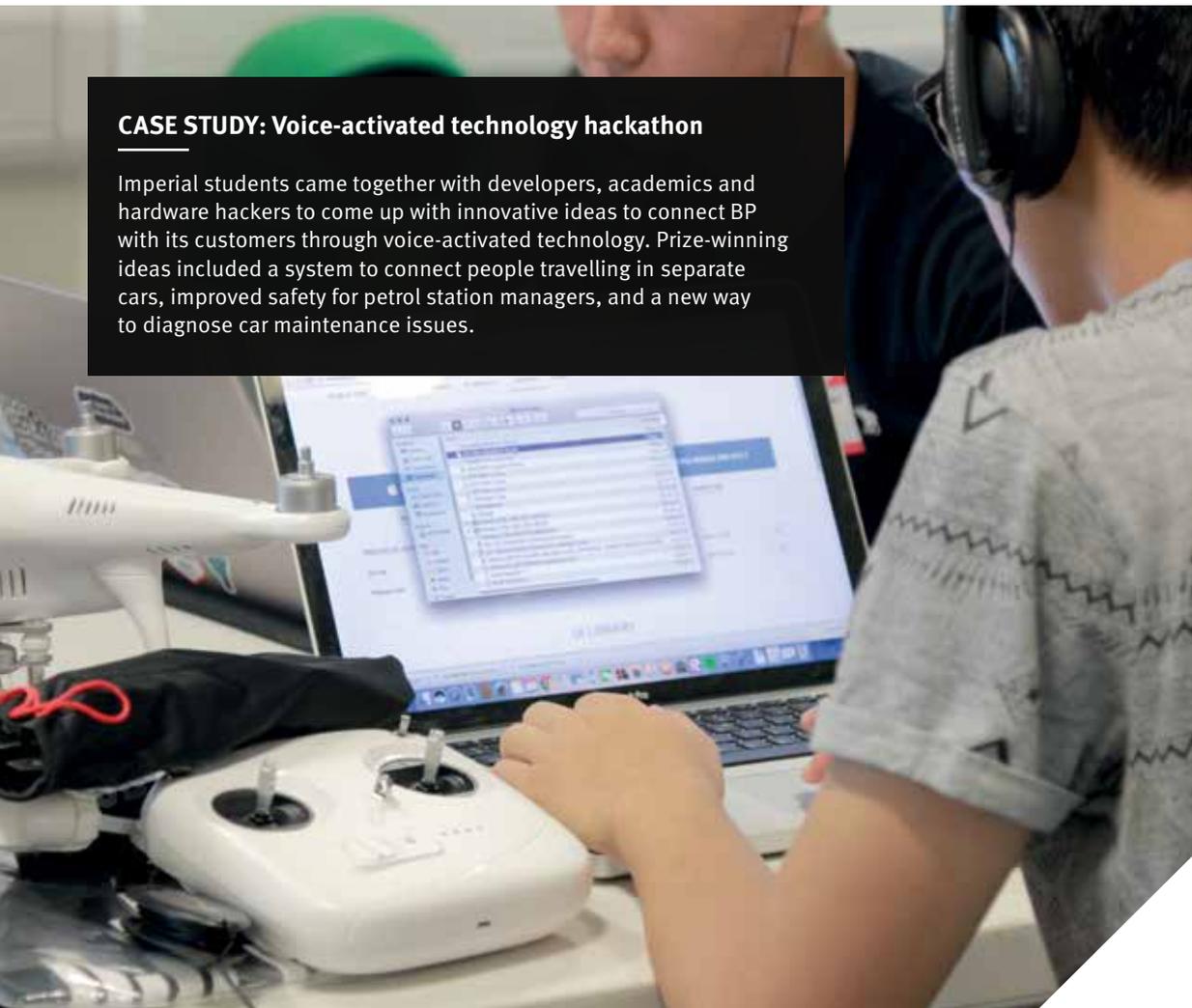
INNOVATIVE STUDENTS

In 2016-17, Imperial students formed 19 startups – more than three times the number six years ago. The College is fuelling an increased appetite for entrepreneurship opportunities with improved resources and support. Entrepreneurship is an increasingly popular career choice.

IBP members can work with Imperial’s innovative students via a number of routes, including exclusive invitations to meet finalists and runners up of the College’s entrepreneurial competitions. Members are given facilitated access to work with students in Imperial’s Enterprise Lab – a new centre for students to broaden their entrepreneurial skills.

CASE STUDY: Voice-activated technology hackathon

Imperial students came together with developers, academics and hardware hackers to come up with innovative ideas to connect BP with its customers through voice-activated technology. Prize-winning ideas included a system to connect people travelling in separate cars, improved safety for petrol station managers, and a new way to diagnose car maintenance issues.



RESEARCH FACILITIES

Imperial's entrepreneurial ecosystem offers Business Partners a number of opportunities to work with our research facilities and co-locate on the College's White City Campus.

Imperial's **Data Observatory** (see photo below) provides an innovative environment for businesses to work with academics to interrogate data in new ways. It is the largest of its kind in Europe and enables Business Partners to uncover new insights, promote the communication of complex data sets, and analyse information in an immersive and multi-dimensional environment.

The **Imperial College Advanced Hackspace** is a community of 2,000+ makers, hackers, inventors and

entrepreneurs supported by an extensive suite of prototyping equipment and working spaces to turn ideas into reality. Business Partners can commission a Hackathon, or explore the potential of working spaces such as the Invention Rooms, the Outreach Maker Space and the Enterprise Lab.

The **I-HUB** building on the White City Campus offers office space ranging from a few desks in the co-working environment of Central Working, though to complete floors, some of which have wet lab infrastructure. Operated by Imperial College Thinkspace, the I-Hub also houses the White City Incubator, which offers office, laboratory space and support for early-stage companies.



STAFF DEVELOPMENT

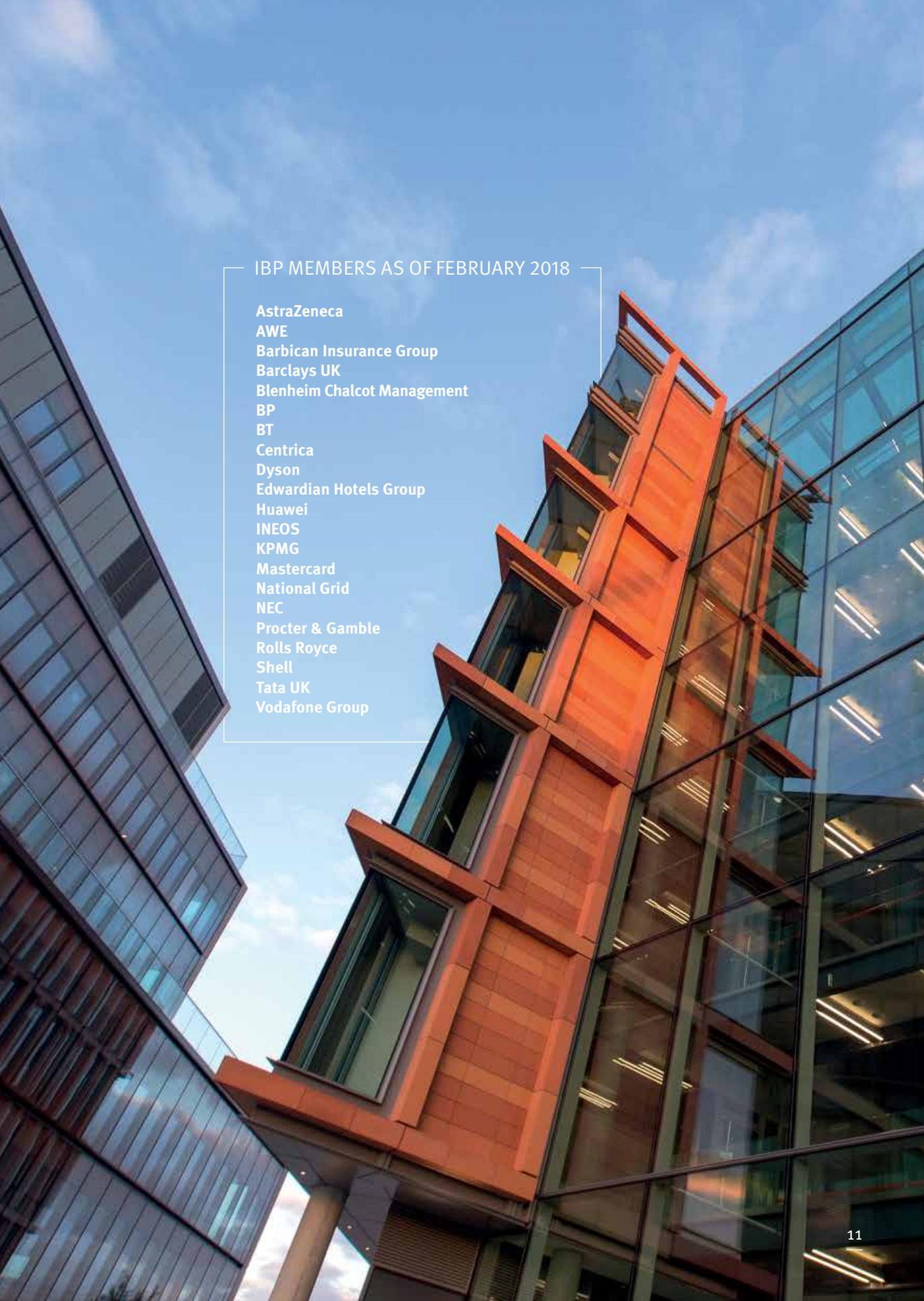
IBP members can take advantage of courses run by Executive Education at Imperial College Business School.

These include short immersive courses from Imperial Executive Education, guided by global thought leaders, science pioneers and business experts. IBP members receive a 10% discount for courses, which cover topics including

health innovation, management, strategy, leadership, innovation, marketing, finance, FinTech and risk management.

IBP members can also explore options for using Apprenticeship Levy funding to facilitate attendance on Imperial's part-time MBA programmes. Imperial is an approved apprenticeship provider offering programmes that are recognised as part of the Level 7 Senior Leader Master's Degree apprenticeships.





IBP MEMBERS AS OF FEBRUARY 2018

AstraZeneca
AWE
Barbican Insurance Group
Barclays UK
Blenheim Chalcot Management
BP
BT
Centrica
Dyson
Edwardian Hotels Group
Huawei
INEOS
KPMG
Mastercard
National Grid
NEC
Procter & Gamble
Rolls Royce
Shell
Tata UK
Vodafone Group

KNOWLEDGE EXCHANGE AND TECHNOLOGY TRANSFER AT IMPERIAL

We offer different routes to help turn research into benefits for society.

TECHNICAL ADVICE:

Work with Imperial Consultants to find solutions to your business needs, including advisory services, expert witness, technical insights, specialist training and testing.

RESEARCH PARTNERSHIPS:

Contact the Corporate Partnerships team to connect your interests with the College's expertise and develop bespoke research collaborations.

INVESTMENT PROSPECTS:

Meet our entrepreneurial students and discover early-stage investment opportunities within the Enterprise Lab portfolio of emerging science startups.

TECHNOLOGY LICENSING:

Browse Imperial Innovations' portfolio of available technologies to take a licence based on work by Imperial's world-leading researchers.

A NEW HOME FOR BUSINESS:

Explore our state-of-the-art office and laboratory spaces created for corporations, SMEs, scaleups, startups and entrepreneurs on our White City Campus.

EDUCATION:

Help your colleagues stay resilient and competitive with Imperial College Business School immersive courses from some of Europe's top thinkers.

**JOIN THE IMPERIAL
BUSINESS PARTNERS
PROGRAMME
TO PUT YOU AT
THE FOREFRONT
OF SCIENCE AND
TECHNOLOGY.**