

Working in Partnership with CSIC

INFORMATION FOR PROSPECTIVE PARTNERS

Welcome to the Cambridge Centre for Smart Infrastructure and Construction (CSIC)

CSIC is an Innovation Knowledge Centre (IKC) based at the University of Cambridge. As an IKC, the key aim of CSIC is to undertake world-leading research to transform the future of smart infrastructure and construction, and initiate industry-collaboration projects that will establish the UK as a global leader in this field. Sharing information, skills and knowledge is key to advancing industry adoption of innovative solutions to engineering challenges. CSIC provides companies operating in the infrastructure and construction sectors with the tools and information necessary to take advantage of the latest technical developments in asset management and sensor technology.

Partnership agreements enable collaboration, knowledge transfer and open engagement to help organisations like yours stay ahead of the game. CSIC's partners share our vision to transform the future of infrastructure through smarter information, and demonstrate a real commitment to implementing innovation within their own organisations.

As CSIC is a not-for-profit organisation, membership fees help to offset the cost of knowledge transfer and engagement activities, and offer partner organisations ways to access knowledge about innovative smart infrastructure technologies in a way that leaves our core funding in place to support key research.

CSIC's formal partnerships with key organisations:

- drive the industry uptake of innovative 'smart infrastructure' technologies and solutions
- rapidly develop and deploy innovative solutions for information gathering, visualisation, management and analysis
- demonstrate the value of smart technologies in live site environments
- link industry with academia to ensure the very latest thinking can be turned into practice
- promote standardisation by sharing best practice guidance, codes and specifications
- help to develop skills in the sector by means of a range of workshops and industry training.

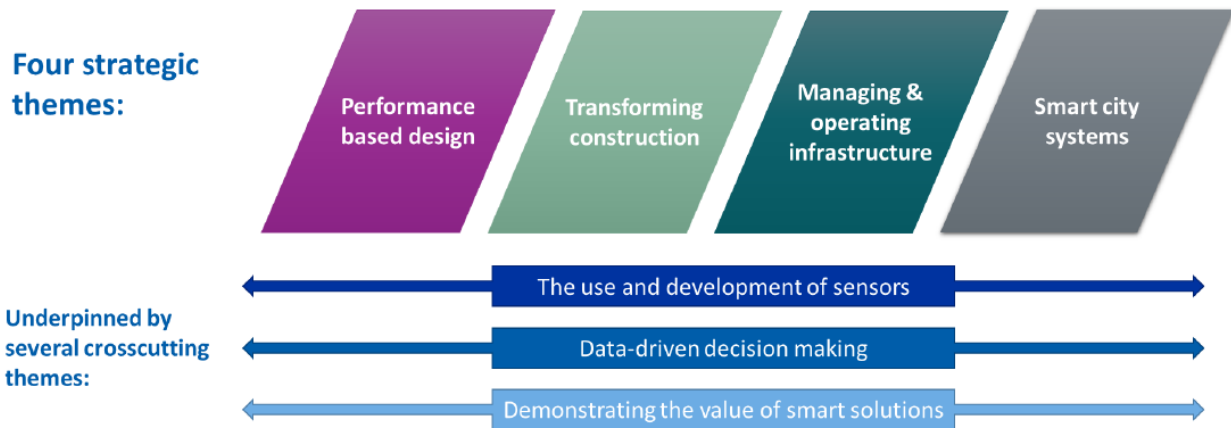
Here, we provide a summary of the CSIC partnership model and what your organisation will gain by becoming a CSIC Partner. If you have further questions, or would like to discuss the process in more detail, then please get in touch.

Reasons to become a CSIC Partner

CSIC's core agenda is driven by a collaborative vision; one in which the best minds in engineering create solutions to the industry's challenges by working with companies that share our vision of change.

CSIC brings together world-class engineering research, academic excellence and commercial industry expertise with the key aim of transforming infrastructure – cities and the assets that connect them - and construction through smart information that enables better decision making.

In response to industry input CSIC has defined 7 new themes for Phase 2 in order to deliver holistic and cohesive solutions to industry challenges:



By collaborating with Partners, CSIC is able to accelerate the process of implementation of research outputs, delivering value to stakeholders by improving margins, reducing costs, enhancing returns and extending the productive life of assets.

To achieve this, we encourage:

- **Engagement of CSIC Partners in our strategic research themes** and the projects carried out under those themes. This can be as a direct collaborator or as a member of a project steering group
- **Collaboration in field deployments and case studies** to demonstrate the capability of smart infrastructure innovations, and enable Partners to get a better insight into the benefits of these solutions for their business
- **Opportunities to second your staff to CSIC** to work closely with our R&D teams in developing solutions, and supporting in-depth knowledge transfer to your organisation and the supply chain
- **Opportunities to sponsor studentships:** CSIC and the University of Cambridge's Engineering Department can offer company-sponsored student placements at Masters and PhD level.

In addition, CSIC aims to make Partners aware of the latest developments and, where appropriate, act as a convenor of partnerships for proposals. Depending on the level of your partnership agreement, your organisation will have access to:

- **CSIC Partner Events, including workshops and symposia.** These are outcome-driven events designed as a forum for discussion about the latest technologies and challenges that draw on experts in their field - both from the pool of leading academics from the University of Cambridge and from industry
- **Think Tank meetings,** designed thematically to tackle specific strategic challenges. We encourage Partners to contribute to discussion around approaches to particular problems and help to shape formal recommendations to policymakers.
- **The support of a named CSIC Relationship Manager** to act as your single point of contact, to field queries about the work of CSIC, and to support you in reaching out to other parts on the University of Cambridge in search of the right technical or developmental solution
- **CSIC's training courses for technicians and engineers** allow Partners to send their staff to Cambridge to take part in hands-on learning in our labs to familiarise themselves with the latest techniques in sensing and monitoring
- **'Meet the Innovator' events,** run once or twice per year, are designed to showcase the very latest technologies and systems, some developed by our academic teams and others offered commercially, in the form of a mini half-day exhibition and informal presentations.

CSIC also offers communications support to promote Partners' advances in smart infrastructure and construction. This may include:

- **Development of case study material** that describes the application of these technologies or approaches, to be distributed on our communication channels, and made available to your PR teams to use
- **Use of the CSIC logo** in print materials and online by Partners, to act as signifier and mark of excellence in the sector
- **News stories and features** to promote the successes and advances of our Partners, to be distributed on our communications channels.

Occasionally, where collaborative projects between CSIC and its Partners involve new product development or matters of commercial sensitivity, it may - at the behest of our Partners or CSIC itself, be appropriate to enter a separate Confidentiality Agreement to protect I.P. and know-how. But our aim is to foster an environment of true collaboration, where Partners feel able to speak openly and ask the questions they need answered, and to work with their peers to create better solutions.

What we expect from our Partners

We seek to work with organisations who share CSIC's vision and demonstrate a real commitment to embedding new technologies or ways of working in pursuit of smart infrastructure and construction; those with the joint mission to improve the resilience, performance, longevity, safety or design of assets. In addition, we recognise that, amid commercial constraints, it is vital that we develop skills and share knowledge.

We ask all new Partners to briefly set out in writing at the start of our working relationship what it is they hope to achieve from the partnership, and a little more about their overall plans and commitment to smart infrastructure. Our aim is to capture those stated aims and to share them more widely in propagating a climate of innovation in the sector.

CSIC's Partnership Models

CSIC offers four types of partnership to best suit different types of organisations, as follows:

CSIC Full Partners are usually commercial organisations working in relevant industries; typified by (but not restricted to) infrastructure owners and operators, construction and design firms, asset management companies, data and information management companies, and software providers. Many of our Partners are large and complex organisations with which CSIC interacts at strategic level, or on a project or a programme basis in relation to delivery. CSIC encourages engagement with all types of organisations, and has structured our collaboration model to reflect a range of needs and resources.

CSIC SME Partners: A number of Partners are smaller organisations (those with fewer than 250 employees), including start-ups and spin-outs. Accordingly, we have set out different levels of engagement and fees for small SMEs and larger firms to ensure that membership is affordable to all, and have defined this 'level' to provide all the benefits of our Full Partner category, but for smaller firms with fewer employees.

CSIC Micro Partners: These are typically start-ups with fewer than 10 employees, often spin-outs and those who are in the process of commercializing innovative technology in the fields of monitoring or sensing. CSIC strongly supports those working hard to take innovations to market, and understands that gaining access to collective development or knowledge-sharing opportunities can be hard for those just starting out, and who thus have little in the way of funding. We therefore grant qualifying organisations a free membership for a period of three years from the point they start trading (or to the end of the CSIC project) to ensure they have a place at the table, and to help them on their way. Organisations that have been trading for more than three years are charged a nominal fee.

CSIC Associate Partners are most often knowledge-based organisations, such as professional bodies, knowledge transfer groups, standards institutes and research organisations, including other universities and international research Partners. These are typically non-commercial, non-profit-making organisations, and usually have to work within funding constraints. Their know-how and guidance is invaluable to the work of the Centre.

How to become a CSIC Partner

Organisations can apply to become Partners by filling in an Expression of Interest form (attached) and by adding a supporting statement.

Your application will be reviewed by CSIC's Steering Group. If approved, your application will be countersigned and returned to your organisation along with a brief contract document after which an invoice will be raised to cover membership fees, where applicable, which will be payable within 30 days.

Any other incidental charges, such as additional places on a workshop or course, will be levied during the course of the year.

Renewal will take place on an annual basis unless notified by one of the parties. CSIC reserves the right to refuse renewal or to terminate the partnership arrangements at any time in cases of breach of conduct, or similar.

Note that new CSIC Partners will not normally be invited to join an ongoing collaborative project, unless they will bring significant benefit to the project and all the existing parties agree to their involvement. In all matters, the Steering Group's decision will be final.

In addition, existing CSIC Partners, the University of Cambridge and CSIC itself have the right to raise an objection on moral, ethical or commercial grounds to applications from those who wish to become CSIC Partners of any type. Such objections will be taken into consideration by the Steering Group which will make the final decision to admit an applicant, or not, to its list of members.

For further information and an informal discussion, please contact:



csic-admin@eng.cam.ac.uk



+44 (0) 1223 746976

Expression of Interest in CSIC Partnership

On behalf of [Company.....] located at

[Address.....]

I, [Name.....]

hereby wish to state the intention of becoming recognised as a CSIC Industry Partner.

The size of my organisation is:

- larger than 250 employees
- smaller than 250 employees
- smaller than 10 employees (start-up)

I do not represent a research institute, higher education institution, charitable or not-for-profit organisation.

Any agreement will be supported by a separate, formal contract document which will define the start of the Partnership Agreement. A sample copy of this can be requested at the point an Expression of Interest is completed, but will not be signed until the Steering Group has approved membership.

All services / events/ provision falling outside of the stated scope of the partnership will be charged separately on an *ad hoc*, not-for-profit basis.

I acknowledge that a Partnership Agreement requires the payment of an Annual Fee the amount of which is dependent on the size of my organisation.

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Please briefly describe overleaf or in a separate, attached letter or statement, what you hope to achieve from the partnership, your organisation's overall plans and commitment to smart infrastructure, how you anticipate your organisation will benefit from CSIC Partnership, how you believe it shares CSIC's vision, and what it is you believe you can offer the partnership by way of expertise, know-how, site support, resources, tools or other in-kind contributions.

This information is an important element of your application to become a CSIC Partner. As well as providing information to help us tailor support to your organisation, the Steering Group will use this information to inform their approval of your application.

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The key day-to-day named contact at my organisation with whom CSIC should remain in primary contact to take this application forward is:

..... [title].....

[Tel numbers].....

[Email].....

Signed for and on behalf of prospective Partner

Dated