



## Department for Business Innovation & Skills

**Martin Donnelly CMG**

Permanent Secretary

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Professor Dame Ann Dowling DBE ScD FRS FREng  
President of the Royal Academy and  
Professor of Mechanical Engineering  
University of Cambridge  
Trumpington Street  
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19 December 2014

Dear Ann

You have kindly agreed to develop advice and recommendations for BIS on how Government can support relationships between UK businesses and the UK's world-leading university researchers.

The objective is to help researchers to understand better the interests of industry. Increased collaboration linking the long-term strategic needs of UK business with our outstanding research capabilities can deliver broad based benefits. Researchers will be engaged in world-class research on identifying technologies that are really needed by industry and in understanding what constrains implementation at scale. UK business gains a competitive edge in bringing innovative products and services quickly to market.

We recognise that for companies to share their long-term industrial strategies with academic researchers requires the foundation of a trusting relationship at the level of individuals and their immediate teams.

We would like you to consider how Government can help initiate and support such relationships for a broad range of businesses of different sizes and types, and the implications of the varying characteristics of different sectors.

You should also consider how to build on the achievements of the Industrial Strategy and how the relationships that are the focus of this work can interact and be supported by other elements of the science and innovation programme.

BIS officials will discuss with you what secretariat support you will need to help co-ordinate the study. I recognise you will want to seek additional support from the Royal Academy of

Engineering, and possibly from other organisations from the broader research and innovation system, and ask that you keep officials closely engaged in the study.

We would be grateful if you could report to Government following the General Election in May 2015.

A handwritten signature in black ink, appearing to read "Martin Donnelly". The signature is written in a cursive style with a large initial "M".

**MARTIN DONNELLY**