

Business Liaison Office





» Understanding how society and business conditions change becomes increasingly important in order for the university to contribute with the right skills to a innovative, competitive and sustainable society«

PETER GUDMUNDSON, PRESIDENT KTH



Strategic plan 2013-16

- Strengthened KTH's position as a leading technical university.
- Increase the number of engineering exams.
- Increase the number of world leading research groups.
- Increased collaboration with external partners.
- Develop e-learning into a natural part in the KTH-education.
- Increase the share of women in the faculty and among students as well as improve the gender equity.
- Develop KTH campus environment with focus on creativity and sustainable development.

KTH model for collaboration

Close cooperation between university and industry increase innovation output and innovation power in society

- Degree projects and project assignments
- Strategic partnership program
- Person mobility
- Meeting arenas
- Collaborative research
- Contract research
- Available research infrastructure

University Director

Human Resources

Finance Office

Records Management

Advisory Office

Procurement Department

Legal Department

Planning and Evaluation Office

Academic Registry

Student's Office

Communications and International Relations

Research Office

KTH Innovation

KTH Business Liaison

Environment and Building Department

ICT Services

Site Services

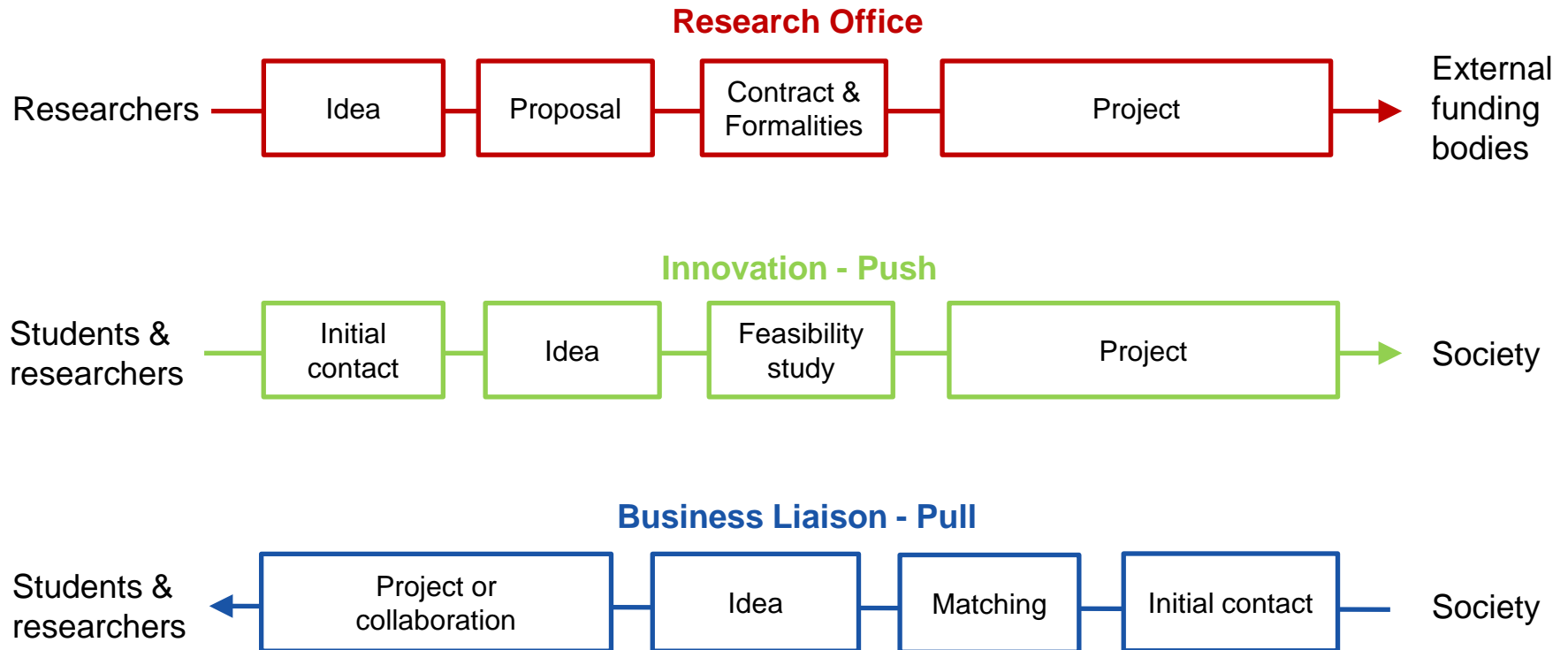
KTH Education

KTH Executive School

KTH Research Centras



Tech Transfer and Innovation support





Internal support

And Financing

**BEST
PRACTICE**

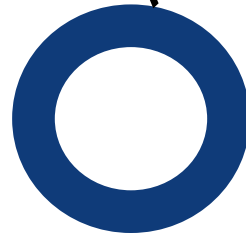
**TEMPLATES
GUIDELINES**

**FORUM FOR
ADJUNCT FACULTY**

**PLATTFORM
SUPPORT**

**MATCHING
NETWORKING**

**ALUMNI
RELATIONS**





Collaboration with society

Strategic partnerships

Long-term dialouge on executive level

Short-term goals on education and research

Mobility

Adjunct professors, affiliated faculty, industry PhD

Adjunct experts, affiliated experts



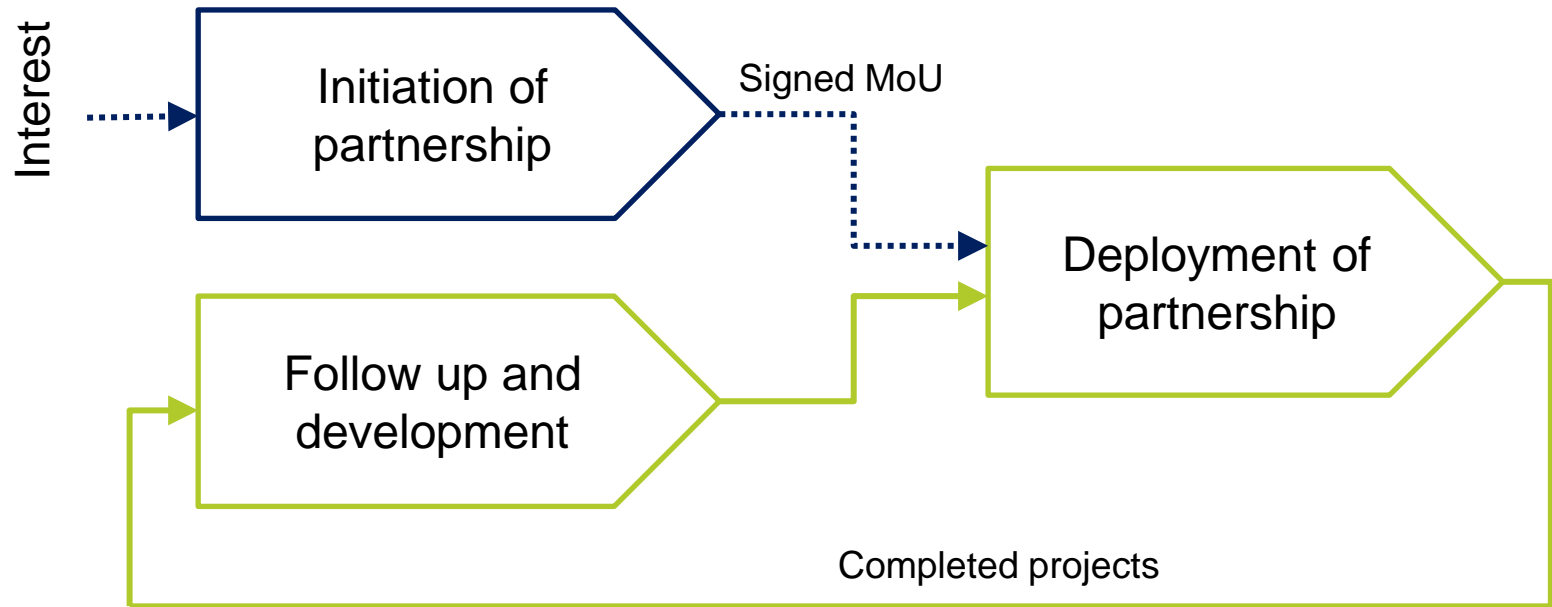
Strategic partners



SKANSKA



KTH Partnering process





Challenges and learnings

- Partnering demands champions and resources, partner coordination is a critical factor
- New ways of working, understanding of our different drivers and cultures needed – may require adjustments in the organisations, project management without taking over is an art...
- Agreements are important, templates and developed good practice helps
- Sustainable engagement on *operational* level needed, budget for facilitation, running and maintenance *is a must*

Levels of person mobility

Facilitate
and encourage
'combi careers'

Partners to KTH

- Adjunct Professors
- Affiliated Professors
- Affiliated faculty
- Industrial PhD students
- **PL Eng students**

KTH to partners

- Industrial Postdocs
- Affiliated Experts
- Students on projects and theses





Indicators for Collaboration

Quality measures for evaluation

- Adjunct professors
- Affiliated professors/affiliated faculty
- Industrial PhD students/Industrial Licentiate students
- Co-published papers with industrial partners
- Affiliated KTH experts
- Research funding from industry and public sector
- Commissioned Research
- Income from Contract education
- Income from Contract education
- Patents, License agreements and Start-ups

OpenLab - an environment for people who want to shape the future.

A meeting place for engineers, students, social scientists, professors, medics, designers, entrepreneurs for creation and inspiration.

A place where challenges and innovative ideas can be transformed into solutions through demand driven student projects.



Collaboration possibilities for SME





Collaboration development stair

MEETING AND NETWORKING

Meeting places,
Info flyers

ONE WAY KNOWLEDGE TRANSFER

Executive programs
Guest speakers
Access to cases

MUTUAL KNOWLEDGE EXCHANGE

Student thesis work,
workshops

CO-PRODUCTION

Industrial researchers
Co-research
Enterprise
customized
educational programs

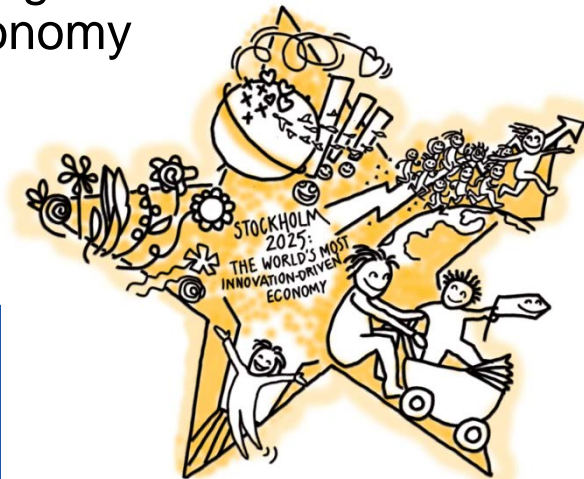
Regional collaboration for growth

Organisations

- County Administrative Board
- City of Stockholm
- Other Universities (KI, SU)
- Foundations and institutes

Present projects

- Innovation Strategy for the Stockholm Region
- The worlds most innovation-driven economy
- KLOSS
- Impact



Strategic Alumni Operations



We have contact with

- 60 000 alumni in over 100 countries
- Chapters in 15 locations

Our alumni

- Supports KTH with time and money
- Are our top ambassadors
- Provide important feedback
- Provide access to the labour market, are guest lecturers and mentors to our students
- Are target group for continuing education
- Are important in international rankings of higher education

www.kth.se/alumni





Fundraising in Sweden – overview

- Giving small amounts to charities very common
- 10 – 15 years' history of fundraising in HEI
- No tradition of alumni giving
- Swedish universities going from reactive to proactive
- A few successful major campaigns
- No tax deductability for contributions



Fundraising at KTH

- Office set-up in 2011
- Highly prioritized activity under direct governance by the President
- Set-up of infrastructure and necessary supporting functions completed
- KTH's first major gift campaign in launch
- Annual fund for alumni established – KTH Opportunities Fund



Thank you!

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KTH
FENSKAP
OCH KONST