

ADVANCED MANUFACTURING

TEN WAYS TO SUCCEED IN AUSTRALIAN MANUFACTURING

INSIGHTS FROM PEERS, THE PUBLIC AND AMGC

Way 5. Work with research institutions

- ✓ Develop networks and relationships
- ✓ Come with a plan
- ✓ Share the risks involved in advancement



Collaboration with researchers is a hallmark of Australia's most advanced manufacturing companies. New tools, new awareness of the benefits, and new recognition of the need to remove institutional barriers are making it easier for future collaborations.

18.6% of firms with **5-19** employees collaborate with other firms and research institutions for the purpose of innovation*


rising slightly to **24.6%** for firms with **20-199** employees*


34.2% of firms with **200+** employees*

“Manufacturing companies don't want to give their service ... to cater towards your research paper.”

~ Queensland Manufacturer

HOW TO COLLABORATE WITH RESEARCH INSTITUTIONS

-  **Use a variety of search strategies when looking for opportunities**
 - › Look for opportunities online
 - › Explore AusIndustry's Innovation Connections grant program and CSIRO's Data61 platform, Expert Connect
-  **Develop networks and relationships**
 - › Network with individuals from research groups
 - › Develop a short pitch
-  **Come with a plan**
 - › Have a clear idea of what you want to achieve
-  **Understand each other's priorities**
 - › Discuss objectives and needs upfront
-  **Share the risks involved in advancement**
 - › Minimise the risks involved in investing in innovation