

# INDUSTRY ENGAGEMENT PLAN

FLEET aims to deliver tangible outcomes in the development of low energy electronic components, for commercial applications. As such, engagement with industry partners, end-users and entrepreneurs are essential for FLEET members to achieve research translation outcomes.

FLEET's ambitions in industry engagement and achieving IP/commercial outcomes are expressed in the following strategic statements:

- Help FLEET members understand the commercial value of their products and identify the commercial opportunities of their developments
- Work with the Education & Training Committee to offer industry-focused training to FLEET members such as workshops on research impact, entrepreneurship, commercialisation, business acumen, intellectual property (IP) management etc... (see Education and Training Plan)
- Train and nurture PhD students and early career researchers so that they are industry-ready by:
  - building ECR's network to help them engage with end-users, offering opportunities for them to attend related industry workshops and meetings
  - promoting entrepreneurship: encouraging participation in business plan workshops and competitions, working with ECRs through IP commercialisation process

- Promote engagement with end-users and commercial entities
- Develop strategic industry relationships with a focus on commercial outcomes (see Translation Plan)
- Promote patent publications and close engagement with research and industry divisions at node universities and follow a pro-active approach
- On an annual basis, survey FLEET members' current engagement with industry and their input to who else FLEET should engage with
- Align some specific development activities across FLEET with industrial partners
- Facilitate engagement with industry for supporting future ARC Linkage, NHMRC Development, Acceleration Commercialisation type grants - for many of such grants, universities have to include 25 - 50% of the money and this should be lobbied for. FLEET will also strategically fund seed activities when needed
- Maintain and expand relationships with current industry liaisons
- Access industry liaisons' expertise through FLEET organised workshops, mentoring program and governance committee meetings.

Performance Target	2023
Patents applied	2
Technical briefings presented to targeted industry groups	2
Number of industry engagement workshops held	1
Total number of end-user relationships established	10

# SUSTAINABILITY PLAN

## Objectives:

- Ensure FLEET research mission continues beyond the CE17 funding cycle
- Maximize the benefit to Australia from the established FLEET networks and linkages

## Sustainability Strategy:

In 2023-2024 FLEET will consult widely with:

- FLEET's advisory committees,
- semiconductor manufacturer research & development arms,
- industry groups such as SRC and IRDS committee,
- federal and state governments for example Offices as Chief Scientist, and
- overseas funding agencies such as ONR, AFOSR.

In order to:

- understand the role of academic research in the semiconductor industry in the next 10 years,
- identify new research areas where FLEET networks can lead,
- identify new funding streams, and
- shape the industry and government roadmaps for research & development.

These inputs will form a strategy (due mid-2023) for FLEET sustainability, including strategies for:

- engaging new partners to achieve sustainability goals,
- engaging FLEET network with a diversity of funding sources,
- shaping government and industry policy.

## Performance will be measured via the following

### outcomes:

- External support for FLEET research beyond CE23 period
- Ongoing collaboration among FLEET investigators/partners beyond CE23 period
- Continued leadership by Australia in science/technology of electronic materials
- Support from Federal/State governments for research infrastructure, R&D in electronic materials

# TRANSLATION PLAN

## Objectives:

- Identify FLEET members with the desire and capability to translate their research
- Identify projects within FLEET that are ready for translation
- Train FLEET membership in translation skills

## Strategy:

- Provide \$500k in strategic funds in 2022/2023 to boost translation projects and provide targeted training
- Engage a consultant to identify promising FLEET projects for translation and provide expertise to shepherd them through the process of establishing linkages. The Executive Committee has identified a candidate, Michael Harvey, with extensive experience in the EQuS CoE.

The consultant will:

- survey the FLEET membership to identify members and projects ready for translation, as well as understanding training needs,
- engage new industrial partners,
- establish a rolling call for proposals for translation projects, and
- work with FLEET Industry Relations and Education and Training Committees and the Centre's Student/ECR Working Group to establish new training programs in areas of need, particularly in IP management.

## Performance will be measured via the following outcomes:

- New links with industry - total number of end-user relationships established and technical briefings presented to targeted industry groups
- FLEET knowledge and research translated into applications with industry partners - at least five (5) translation projects developed and supported in 2023
- Students/ECRs trained in translation - number of research and professional development courses and number of Centre attendees at all research/development workshops