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TECHNOLOGICAL UNIVERSITY DUBLIN

ACADAMH FIONTRAÍOCHTA
ENTERPRISE ACADEMY

COLLABORATIVE TALENT DEVELOPMENT
COMMUNITY OF PRACTICE

JAN 29

The Partnerships Directorate
TU Dublin University / Enterprise Collaboration Function

WELCOME & AGENDA

| 14:00 | Welcome & Introductions | Dr. Brian Murphy, Enterprise Partnership Lead |
14:10	Presentations	Thomas Stone, Dr. Claire Mc Bride, Dr. Miriam O'Donoghue and Claire Mac Namee
14:40	Q & A	
14:55	Close	

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WHAT IS OUR COLLABORATIVE TALENT DEVELOPMENT COP
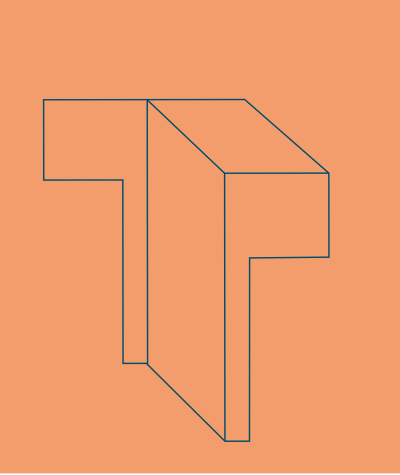
A member-led initiative by TU Dublin's Enterprise Academy which brings together:

- Academic staff
- Professional services
- Business leaders
- Policymakers

"Group of people who share a concern or a passion for something they do and learn how to do it better as they interact regularly" (Wenger, 2011, p.1).

Purpose:

Amplify the enterprise voice	Share best practice	Foster university / enterprise collaboration
Explore talent development strategies	Create a platform for continuous learning and professional growth	Drive innovation through multi-disciplinary partnerships

WHAT IS THE PARTNERSHIPS DIRECTORATE?

Background

- In 2019, TU Dublin was established and in Spring 2020 TU Dublin commenced an organisational design project.

- Out of this work came our 5 faculties and 25 schools and also a number of Professional Service units and Vice President structures.

- The Partnerships Directorate came into existence in 2021 with Thomas Stone appointed as the first Vice-President for Partnerships.

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KEY RESPONSIBILITIES

Strategic Leadership
- Drive external engagement aligned with TU Dublin's **Strategic Intent 2030.**

Partnerships & Collaborations
- Cultivate and advance key external collaborations.
- Shape and lead impactful university relationships.

Regional Impact
- Ensure TU Dublin serves as a hub of educational, social, and economic capital.

Global Outreach
- Expand the university's international footprint and global engagement.

Alumni Engagement
- Build and leverage the **TU Dublin Alumni community**.

Opportunity Creation
- Facilitate prospective partner engagement and maximise university assets.

Impact Assessment
- Monitor and evaluate TU Dublin's engagement impact on **society and the university.**

SESSION TAKEAWAYS

- **Understanding of Key Functions:** Gain insights into roles and responsibilities within the Partnerships Directorate.

- **Collaborative Insights:** Learn how these units work together to enhance TU Dublin's reputation as a leader in university-enterprise engagement.

- **Strategic Connections:** Discover opportunities to engage with TU Dublin's enterprise-focused initiatives to support innovation and growth.

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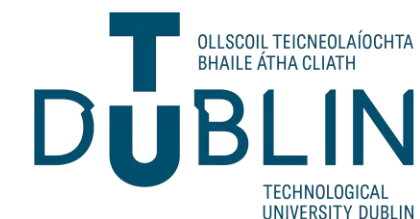
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Thomas Stone
VP of Partnerships, TU Dublin

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PARTNERSHIPS

Driving External Engagement

- Defined in TU Dublin Strategic Intent 2030 and S9 of TU Act 2018

- KPIs, Targets and Action Plans

Drive Internal & External Engagement - How?

- **One** University Approach

- **Partner** with Faculties and Other Units

- Design & Develop Support Systems

- Information, Facilitation & Control

- Promotion, Communication & Value Added

- **Streamlined** Processes and Procedures

National & Regional

International

Community

Strategic Partnership

Societal

Enterprise Engagement

Partnerships

Core organisational pillars, strengthened by initiatives of strategic importance to the University

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Strategic Relationship Development

- Develop Strategic, Long-Term, Multi-Dimensional Partnerships
- Strong Internal Engagement
- Engagement Data Management and Strategic Analysis

+

International Engagement

- International Student Recruitment
- Global Mobility – Erasmus and other opportunities

+

Enterprise Engagement

- Campus Incubation
- Entrepreneurship Programmes and Supports

+

Societal Engagement

- Community and curriculum based collaborations
- Community and University Engagement Activities

+

Strengthening Initiatives

- Enterprise Academy (Convene)
- EuT+
- Growth Hub
- The Collaboratory
- TrailblazHER
- TU Dublin Foundation
- Alumni Relations

Today's Agenda:
Enterprise at TU Dublin

- Supporting innovation, Ireland's start-up ecosystem and the development of high potential start-up companies

- Supporting Industry with skills development, capacity building and access to talent

- Contributing to the development of wealth and employment in the region

Growth Hub:
Supporting student enterprise and the development of entrepreneurial skills and attributes

Enterprise Engagement:
Supporting start-up and scale-up companies across the Dublin region

Enterprise Academy:
Supporting the needs of enterprises through accredited talent development

Strategic Relationships:
Fostering strategic relationships and collaborations with enterprise partners

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- Launched November 2022
- A key output of the **Convene Project**
- Funded by the HCI Pillar 3, to increase capacity in higher education to meet priority & emerging skills needs.

CONVENE
transforming *university-enterprise* engagement

HCI Pillar 3: CONVENE Key Objectives

CONVENE

Meeting **priority & emerging skills** needs, through enterprise collaboration & co-creation

Empower our enterprise engagement ecosystem through a proactive, responsive approach to talent development

Pioneer innovative new approaches to teaching and delivery, relevant to future skills needs

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IA UCD INNOVATION ACADEMY

NAVIGATING THE UNIVERSITY / ENTERPRISE ECOSYSTEM

Enterprise Academy
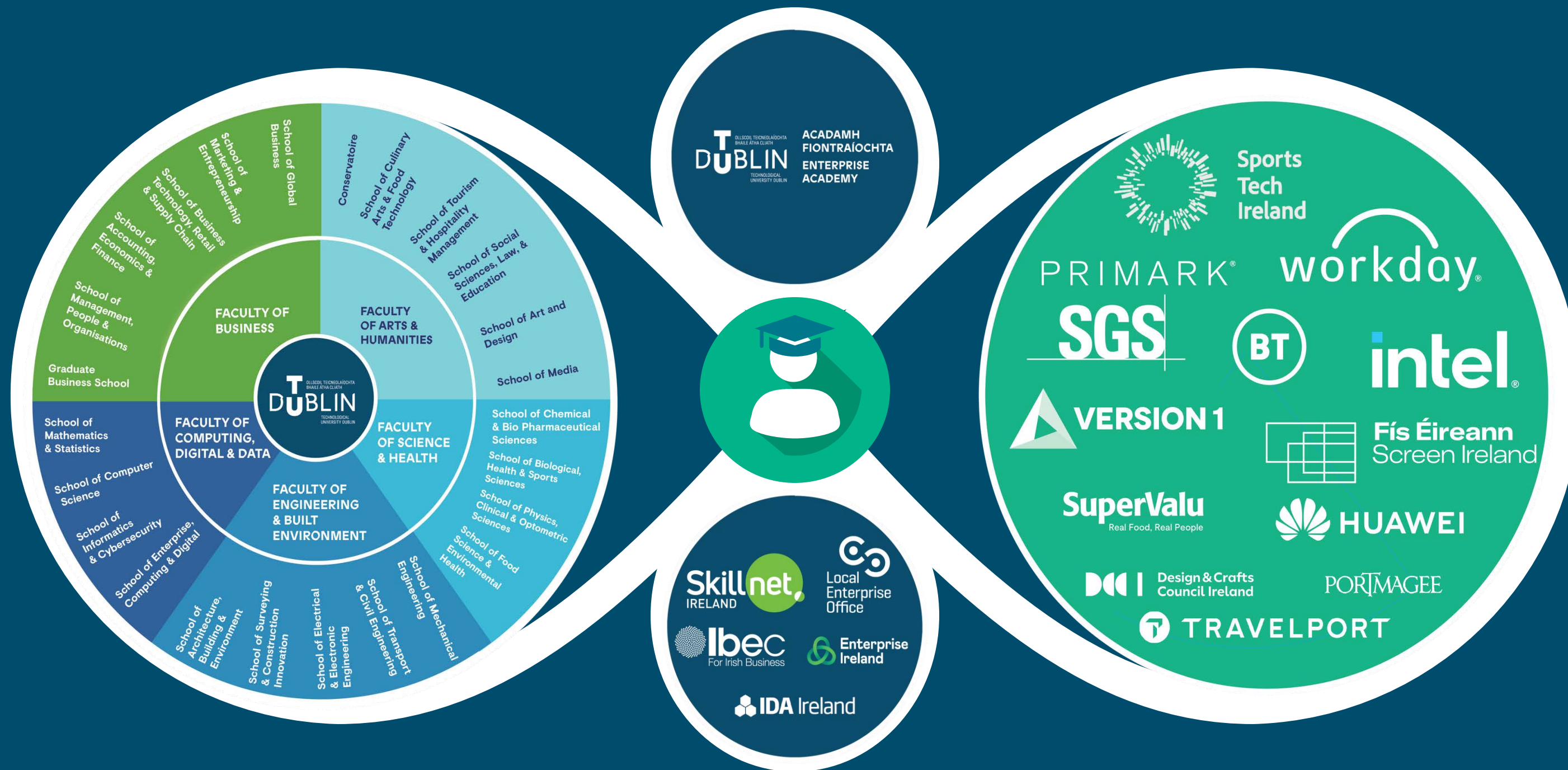
TU Dublin

Business Support Agencies

Industry Partners

COLLABORATION & CO-DESIGN

① PROGRAMME CO-DESIGN

Co-design of organisation, industry or function-specific learning solutions

② COLLABORATIVE PROVISION

Recognising and accrediting existing industry programmes through collaborative provision

③ ENTERPRISE-FACULTY ENGAGEMENT

Bridging on-campus learners with enterprise faculty for live challenges and guest lectures

We offer our enterprise partners

DEEP SECTOR KNOWLEDGE · RESEARCH INFORMED · APPLIED LEARNING · AUTHENTIC ASSSESSMENT · RESPONSIVE MODELS

SECTOR ENGAGEMENT MANAGERS

Bridging relationships between enterprise and faculty / school to facilitate the co-development of talent development solutions

→ **Engineering, Construction & Built Environment**

→ **Creative & Cultural**

→ **Pharma, Food & MedTech**

→ **ICT Fintech**

→ **Retail, Tourism & Hospitality**

Dr. Roisin Murphy

Hugh Mc Atamney

Dr. Ciara Walsh

Peter Lynch

Dr. Dee Duffy

IMPACT & KEY OUTPUTS

- **Postgraduate Diploma in Sports Analytics, Technology and Innovation** Technology Ireland Digital Skillnet & SportsTech Ireland industry cluster
- Multi-annual **Certificate in Food Entrepreneurship** SuperValu and LEOs
- **3D Modelling & Design + Applied Interactive Game Technologies** Intel
- Multi-annual **Certificate in Strategic Talent Development Planning** Skillnet Ireland and IDA Ireland
- **BA in Screen Industry Practice**, **Certificate in Portfolio Preparation for the Screen Industry** and **Passport to Production** Screen Ireland
- Multi-annual **Certificate in Leadership** for Version 1
- **Certificate in Applied Procurement Management** BT Sourced
- **Postgraduate Certificate in Medical Device Regulation** with SGS
- **Certificate in Product Management Workday**
- **16 Fellowships** that developed repeatable, stackable sector solutions e.g., **Postgraduate Certificate, Postgraduate Diploma** and **Masters in Brewing and Distilling** and **Inclusive 3rd level Education** for people with an intellectual disability and MedTech programmes

STRATEGIC RELATIONSHIPS DEVELOPMENT

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Dr. Miriam O'Donohue

Head of Strategic Relationships Development

STRATEGIC PARTNERSHIPS

The primary role of Strategic Relationship Development (SRD) is in planning, establishment, and organisational management of long-term strategic partnerships with companies, academic institutions, government agencies, cultural bodies, representative and community groups.

1. **Streamlines** partnership management by -
   - Centralising Information
   - Tracking renewal deadlines
   - Monitoring communication activity

2. Provides quick **insights** into KPI progress and aligns with strategic goals.

3. **Enhances** efficiency in identifying and nurturing relationships.

Expand TU Dublin Partnerships Base

Identify Targets & Gaps

Improve Efficiency

PARTNERSHIPS RELATIONSHIP MANAGEMENT

Track Partnerships

Increase Internal Collaboration

Centralised Database

THREE-PHASED APPROACH

The PRM is not a static database. It is an ongoing, dynamic partnership management system based on three distinct phases.

Mid-semester check-in with Faculty and the Enterprise Academy.

1

Information Gathering

Information from Faculties -
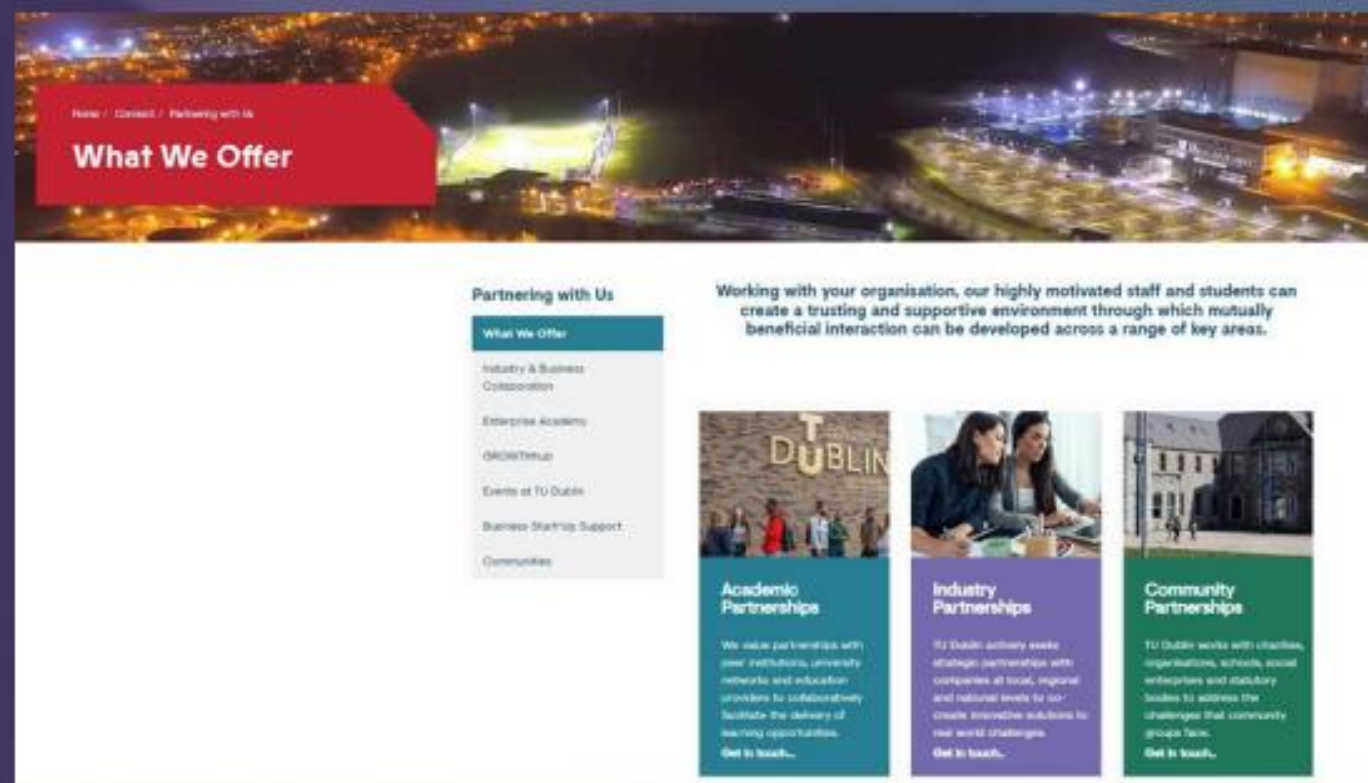Partnership Missing Information Form

2

Revenue & Value

Capturing and quantifying the **value** of our MOAs to TU Dublin.

3

Strategic Approach

Identifying opportunities based on data analysis.
Proactively targeting organisations in relevant and emerging areas.
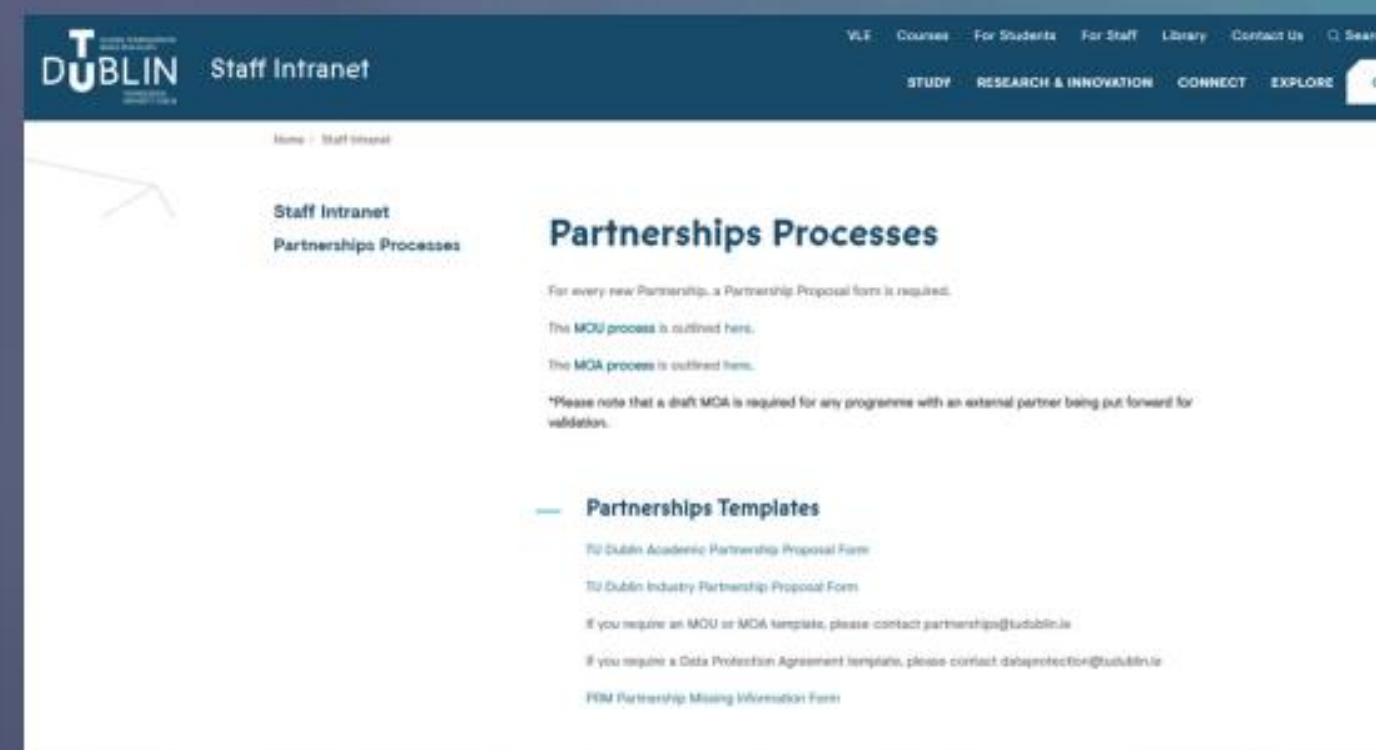Strategising **and** reacting.

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CONNECT WITH US

tudublin.ie/connect/partnering-with-us/what-we-offer/.

Any questions?
Reach out to us on
partnerships@tudublin.ie

We will respond within 2 business days

Partnerships Processes

ENTERPRISE ENGAGEMENT

Claire Mac Namee

Head of Enterprise Engagement
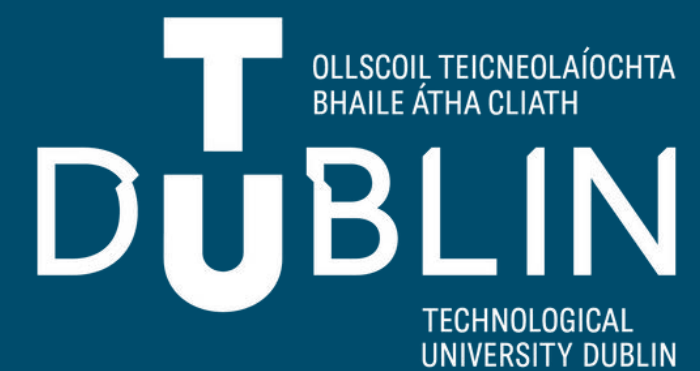
Enterprise Engagement

Introduction & Overview

TU Dublin, a place where Ireland's brightest ideas take flight ...

Enterprise Engagement

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Student Entrepreneurship

- ivenTUre
- EuT+ Student Start-Up Lab
- Pitch Perfect (student edition)
- Raising funding

Entrepreneurship Programmes

- Enterprise Ireland's New Frontiers Phase One
- Enterprise Ireland's New Frontiers Phase Two
- New Frontiers Accelerate

Business Incubators

- Providing space for enterprise across TU Dublin's Four Enterprise Centres
- Community outreach and engagement
- Focus on the changing needs of business

Entrepreneurship Development

- Start-Up Cafe
- Pitch Perfect: Battle of the Start-Ups
- International Women's Day
- Ensuring strong TU Dublin presence at ecosystem events

TrailblazHER

- TrailblazHER Inspire
- TrailblazHER Develop
- TrailblazHER Innovate
- Partnership with Intel, ESB, Workday, Fidelity Investments, Jones Engineering, PwC and Enterprise Mobility

Our Impact in Numbers

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60+ — ivenTUre, student entrepreneuership accelerator

75 — businesses, call our campuses home

75, — 000 st. ft. of business incubation space

500+ — jobs stemming from our current campus companies

433 — entrepreneurs completed Enterprise Ireland's New Frontiers Phase 1 Programme at TU Dublin in the past 3 years

168 — entrepreneurs completed Enterprise Ireland's New Frontiers Phase 2 Programme at TU Dublin in the past 3 years (funded phase)

450+ — applications to TrailblazHER First Steps programme for women-led businesses

104 — successful Competitive Start Fund Awards - €50,000 each

27 — successful Pre-Seed Start Fund Awards in past two years - Award value €100,000 each

78 — High-Potential Start-Ups

56.5m — funding round closed in 2024 by Synergy Global client Michael Phelan from Grid Beyond

TU Dublin student wins EI National Student Enterprise Competition 2024 - Ciara Walsh from JustTipp

TU Dublin start-up Peri, by Heidi Davis wins EI National HPSU of the Year 2024

TU Dublin start-up Style AI wins National Start-Up of the Year Competition 2024

Future Ambitions

Spaces - Improvement works to all Business Incubators in response to the changing world of work and competition in space marketplace

Continuing to innovate and bring new supports and innovations to our business community e.g. NF Accelerate and TrailblazHER First Steps

Full retirement of legacy incubator names and brands and emergence of one consolidated identity encompassing the sum of the aggregate

Identifying and celebrating the economic impacts of the sum of the work delivered through this department as part of new identity launch

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Q A

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