

# LINKAGE PARTNERSHIPS

## Research Partnerships with CBE under the ARC Linkage Projects Scheme

The Australian National University (ANU) is one of Australia's pre-eminent research institutions and a member of Australia's elite Group of Eight (Go8) research-intensive universities. Founded with a mandate to engage and collaborate with Industry, ANU has a proud record of performance in the Australian Research Council (ARC) *Linkage Project* scheme, reflecting its broad engagement with external partners and community. ANU's success in attaining ARC grants is well above the national average in both the number of grants and dollars awarded to successful projects.

The ANU College of Business and Economics (CBE) has wide ranging expertise and experience in working with its research partners, from the earliest stages of research through to commercialisation, with key capabilities in the areas of accounting, actuarial studies, business information systems, economics, finance, management, and statistics.

## What is the ARC Linkage Projects Scheme?

The *ARC Linkage Projects* scheme works to benefit the broader Australian community by funding collaborative research projects between the University and industry, government or community organisations. The scheme is designed to support projects that are of strategic value to end-users and will help advance the development of innovative solutions to current problems.

## Which Organisations are Eligible to be Partner Organisations?

Almost all public, private, community, government and not-for-profit organisations are eligible to be Partner Organisations, but the extent to which they can contribute to the project's resourcing depends on their source of funding. Overseas organisations, including overseas Universities and their Research Institutes may be Partner Organisations, but each project needs to ensure that Australia benefits from project outcomes.

## How is the Project Funded?

The ARC will provide funding from a minimum of \$50,000 per year to a maximum of \$300,000 per year, for projects from 2 to 3 years duration. The scheme operates on the principle of co-investment by which collaborating Partner Organisations collectively provide resources that at least match the funding to be provided by the ARC. The funding provided by the ARC, together with any cash contributions of the Partner Organisation(s), make up the project's resources.

## What Contribution is the Partner Organisation Required to Make?

The Partner Organisation(s) need to collectively provide a minimum cash contribution equivalent to 25% of the amount applied for from the ARC, with the balance of the matching funds being the value of other resources (referred to as "in-kind"). Some Partner Organisations, such as registered charities, not-for-profit organisations, spin-out companies and museums/herbaria may be exempt from the requirement to contribute cash support to the project. Entities that are funded by Commonwealth, State and/or Territory sources for the purposes of research may be eligible Partner Organisation, but collectively, contributions from such Organisations can only count for 25% of the requisite co-investment.

In general, higher levels of commitment from Partner Organisation(s) increase the competitiveness of proposals and the above considerations only reflect the minimum required for the project to be eligible. Each Partner Organisation needs to contribute a Partner Investigator to the project who will make a significant contribution to the project. The value of the time commitment of the Partner Investigator will count towards the in-kind that the Partner Organisation is providing. Most resources specifically provided for the project by the Partner Organisation can count towards the in-kind value.

Partner Organisation contributions to the *ARC Linkage Projects* scheme may also be eligible for a R&D Tax Incentive to the extent that the expenditure is incurred by an eligible company in respect of eligible R&D activities, but you should seek independent advice as to whether this applies in your case.

## What Does the ARC Grant Fund?

The ARC funding and Partner Organisation cash contributions support the direct costs of research such as salaries for personnel and the equipment, maintenance, consumables and travel required for the research to be carried out. It is possible in designing research programs with ANU to develop an approach to minimize budgetary impact for Partner Organisations and thus we strongly encourage you to discuss this with the CBE Business Development Manager.

## Who Owns the Intellectual Property (IP)?

IP arrangements are negotiated on a project-by-project basis and are determined in terms of the proposed research and relative contributions of each party. ANU's longstanding experience in this area ensures that the result is advantageous to all parties. We encourage you to contact the CBE Business Development Manager if you have any specific queries regarding intellectual property and its management.

## What Role Does the Partner Organisation Fulfill?

Linkage projects are jointly initiated and undertaken by the Partner Organisation and the University-based researchers. Consistent with the collaborative intent of the scheme, you are encouraged to assist in shaping the research question and the choice of methodology. However, Linkage Projects need to advance the knowledge base and so cannot be of the type of scope that would normally be performed as contract research.

## Who Do I Contact?

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