

<b>Policy subject:</b> Industrial and Commercial Research Funding and Revenue Enhancement Policy	<b>Policy number:</b> 40/P.D/2024	<b>Date of last revision:</b> 2024/11/15
<b>Implementing body:</b> Financial Affairs Department	<b>Implementing start date:</b> 2024/11/20	<b>Policy reference:</b> Planning and Development Department

### 1. Overview:

Palestine Ahliya University (PAU) seeks to advance industrial and commercial research that supports both academic excellence and economic growth. The **Industrial and Commercial Research Funding and Revenue Enhancement Policy** outlines PAU's strategy for generating revenue through industry collaborations, government partnerships, and commercialization of research. The goal is to foster innovation, enhance knowledge transfer, and create a sustainable financial model while making a broader societal impact.

### 2. Objectives:

- **Attract External Funding** from diverse sources, including government and industry.
- **Enhance Revenue Streams** through IP licensing, commercialization, and spin-offs.
- **Foster Industry Collaboration** to support applied research addressing real-world challenges.
- **Support Innovation and Entrepreneurship** by developing market-ready products.
- **Promote Knowledge Transfer and Commercialization** to ensure beneficial societal impact.
- **Strengthen Research Capacity** to meet industry and academic needs.

### 3. Scope:

- **Faculty and Researchers** engaged in industrial or commercial research collaborations.
- **University Administration** responsible for research funding, IP management, and commercialization.
- **Industry Partners** including businesses, corporations, and government entities.
- **External Funding Agencies** such as government bodies and international organizations.
- **Spin-Off Ventures** commercializing research-based technologies.

### 4. Statements:

- **Commitment to Research Excellence:** PAU aims to conduct high-quality research that advances academia and industry.
- **Fostering Industry-Academic Collaboration:** PAU strengthens partnerships with external partners to create employment and economic growth.
- **Commitment to Knowledge Transfer and Commercialization:** PAU aims to transfer research outcomes into commercially viable products for societal benefit.
- **Sustainable Revenue Generation:** PAU seeks to diversify revenue streams, supporting academic growth and research development.

## 5. Procedures:

### 1. Identification of Funding Sources:

- **External Grants and Research Funding:** PAU will pursue competitive grants and government-sponsored research.
- **Industry Collaboration:** Establish formal agreements with industry partners to address challenges and create solutions.
- **Consultancy and Contract Research:** Engage in consultancy to apply expertise and generate revenue.

### 2. Intellectual Property (IP) Management:

- **IP Ownership and Licensing:** Clear guidelines on IP rights and responsibilities will be established.
- **IP Commercialization:** Facilitate IP licensing and joint ventures to generate revenue.

### 3. Research Collaboration and Partnerships:

- **Strategic Industry Partnerships:** Identify partnerships with companies aligning with PAU's research focus.
- **Research and Development (R&D) Centers:** Establish centers for applied research and innovation with industry partners.
- **Joint Ventures and Collaborative Projects:** Promote co-funded research and development of new technologies.

### 4. Commercialization and Spin-Offs:

- **Support for Spin-Off Creation:** Provide seed funding, business advice, and access to incubators for spin-offs.
- **Business Incubation and Acceleration:** Offer services to help spin-offs scale their operations.
- **Licensing and Technology Transfer:** Facilitate the licensing of research outcomes to industry.

### 5. Financial Management and Revenue Distribution:

- **Revenue Generation from Research:** Reinvest funds into research, faculty development, and infrastructure.
- **Revenue Sharing with Researchers:** Establish fair policies for sharing commercialization revenue.
- **Transparent Financial Reporting:** Regularly report on revenue from research and commercialization activities.

### 6. Monitoring and Evaluation:

- **Performance Monitoring:** Track KPIs such as funding sources, commercialization outcomes, and spin-offs.
- **Annual Review:** Assess the policy's effectiveness and identify improvement opportunities.

## Key Performance Indicators (KPIs):

1.	Total Income from Industrial and Commercial Research Partnerships
2.	Number of Research Contracts with Industry



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