



Working with Business

Combining academic excellence with industry expertise

Real Impact, Real Benefits

The University of Aberdeen is proud to have a longstanding reputation for working with business and industry across the globe. The University works to enhance economic productivity through collaboration and strategic partnerships with industry.



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Word from the Principal

With a 525-year history, the University of Aberdeen takes great pride in its ability to move with the times, adapt to an ever-changing world, and identify new growth opportunities at home and abroad.

The University has grown and developed throughout its illustrious history, this has given us a good understanding of the challenges that businesses face across the globe.

In 1495, the stated intention of our founder, Bishop William Elphinstone, was to establish a University which would be open to all and dedicated to the pursuit of truth in the service of others. The University acts strongly in the economic service of the north-east through our partnerships with businesses as well as with local and national governments.

We attract thousands of students to Aberdeen, and this year alone 130 nationalities are represented across our staff and student communities, which brings huge benefits to the regional economy in terms of finance and talent.

Similarly, our industry partnerships help many businesses around the world to harness new skills and technologies which have been developed to address current challenges. We are proud of our industry collaborations, which not only deliver a contemporary and highly-skilled workforce, but also important technology and IT breakthroughs which unlock new solutions and improve business activity.

Our experts work in partnership with colleagues from across industry sectors and business in areas such as research and knowledge exchange, consultancy, Knowledge Transfer Partnerships, education and learning, mentoring, student projects and Continuing Professional Development.

As Aberdeen continues its evolution into the 'Energy Capital of Europe', our collaboration with industry becomes ever more imperative. Energy transition has become a focal point of our activities and the University has developed many important partnerships in this field, which has placed it at the forefront of several significant industry projects.

This collaboration is testament to our shared commitment to build on the region's strong track record in innovation in industry and the sciences. It also exemplifies the University's ability to improve economic productivity by combining our teaching and research with the expertise of our industry partners, which will bring new skills and technologies to this growing global industry.

Throughout these pages you'll find out more about our links with industry and how these partnerships bring benefits to all parties involved. By working together, we can unlock great potential and develop opportunities to innovate across almost every industry sector, from tech and finance to energy, retail, healthcare and cybersecurity on a local, national or international stage.

Professor George Boyne
Principal and Vice-Chancellor

Research and Knowledge Exchange

Dedicated to the pursuit of truth
Invest in innovation

By working with us, you can get access to a wealth of knowledge and expertise across multiple sectors. Collaborate with our researchers and together we'll develop innovative solutions to real-world problems.



Collaboration

If you need to find practical solutions to the challenges in your industry, we'll provide advice and assistance to help facilitate the commercial application of our research. The breadth of our research expertise means that we can work with businesses across a multitude of disciplines.

Marks & Spencer along with Professor Alexandra Johnstone from the University's Rowett Institute (pictured right), worked together on developing a range of meals aimed at controlling appetite for effective weight loss. Professor Johnstone's research suggested that recipes comprising 30% protein, 30% fat and 40% carbohydrate were the most effective for sustainable weight loss and left consumers feeling fuller for longer. The Balanced for You range was developed and became one of the UK's top selling health food brands. The range increased food sales for M&S and significantly enhanced the company's business performance.

For more information on collaborating with the University contact res-innov@abdn.ac.uk

"We trialled the Balanced for You range on a number of study volunteers who felt notably fuller for longer periods of time, which led to better appetite control and consistent weight loss.

This project was a fantastic opportunity to share our research with a major food retailer and to see our concept for an effective dietary strategy evolving from the research lab directly to the supermarket shelf."

Professor Alexandra Johnstone
Personal Chair, The Rowett Institute,
University of Aberdeen



Partnerships

At the University of Aberdeen we've been developing strategic partnerships with businesses for centuries. By forging innovative relationships with partners across the globe, the University has impacted greatly on economic growth.

Our recent work on the National Decommissioning Centre proves that great partnerships lead to world-class excellence.

The Aberdeen City region's economic and research strengths have long been within the Oil & Gas sector. The recent focus on the burgeoning decommissioning market has led to innovative, collaborative and novel partnerships that contribute to a positive future for the sector and for Aberdeen.

The National Decommissioning Centre (NDC) officially launched in January 2019. It is an ambitious £38m partnership between the University of Aberdeen and the Oil & Gas Technology Centre (OGTC) developed as part of the Aberdeen City Region Deal, and hosted by the University of Aberdeen.

The National Decommissioning Centre's research expertise also enables us to deliver a programme of skills and learning in decommissioning for the benefit of industry.

Firstly, the NDC Doctoral Training Programme, which is funded jointly by the Oil and Gas Technology Centre, the University of Aberdeen and our industry partners, allows PhD students undertake integrated training across our research priority areas.

The MSc Decommissioning, which can be studied full time or part time online, is the world's first and only Masters degree in decommissioning oil rigs, platforms and offshore structures and provides training in all of the key aspects associated with decommissioning such as engineering, project management, business, law and health, and safety and environment.

Finally, the short accredited CPD course in decommissioning is designed to help companies upskill staff in various aspects of decommissioning.

For more information on partnering with the University contact res-innov@abdn.ac.uk



The NDC's Skills and Learning programme builds on our research expertise to support all levels of academia and industry, to help create competitive advantage for the oil and gas industry, and for decommissioning challenges in the wider energy sector.

“The NDC will be a global leader in tackling current and future challenges in decommissioning within the oil and gas sector. The centre will create competitive advantage through world-class research focused on reducing costs, extending field and asset life, and transforming the traditional approach to decommissioning.

The University of Aberdeen is a well-placed partner, having developed the world's first MSc in Decommissioning and with a breadth of decommissioning-relevant expertise, skills and capability in Geosciences, Engineering, Natural & Computing Sciences, Business, Law and Biological Sciences.

Additionally, industry's priority challenges in decommissioning are also reflected in the establishment of a Centre for Doctoral Training (CDT) at NDC with cohorts of the brightest and best University of Aberdeen PhD students working on industry driven research, ensuring the next generation of skilled professionals.”

Colette Cohen
CEO, Oil and Gas Technology Centre

Knowledge Transfer Partnerships

Knowledge Transfer Partnerships (KTPs) are government funded and designed to give businesses of all kinds access to crucial expertise and funding. By generating genuine business impact, KTPs increase the competitiveness of the UK's industrial base.

The University of Aberdeen has a longstanding relationship with industry and can demonstrate many examples of business transformations. Our ability to show the practical application of our extensive research makes the University of Aberdeen a key player in Knowledge Transfer Partnerships.

For more information on Knowledge Transfer Partnerships contact r.d.brown@abdn.ac.uk

“Aubin Group has had an increasing level of involvement with the University, first as an employer of graduates and postgraduates, and now increasingly to seek help and support in technology development through the provision of knowledge and expertise which complement our own skills in oilfield chemistry.

We had developed a fluid with low density which could be used to lift and move objects underwater. We had some ideas to develop this further to build an underwater “crane”. Working with the University on a Knowledge Transfer Partnership, we were able to prove this concept through the development, construction and testing of a prototype. This has had a lot of interest from the industry and has expanded our skills and capability as a company.

They made it easy for us. As well as having the scientific expertise and a strong technical background the University helped secure funding, something I am not sure we would have been able to do ourselves.

Ultimately working with the University on a Knowledge Transfer Partnership has enhanced our presence in the market and helped attract high quality graduates into the company.”

Paddy Collins
Chief Technology Officer,
Aubin Group



Facilities

Whatever the size of your business, or the focus of your work, you can get access to the University's equipment, facilities and services.

We're home to world-class research institutes and centres of excellence, with state-of-the-art facilities in the fields of:

- Oil and Gas
- Engineering and Energy
- Marine, Environment and Biosciences
- Health, Medical and Biotechnology
- High Performance Computing

The University's facilities have made a crucial difference in the development of life-changing industry projects.

Businesses of all sizes, from all corners of the globe have utilised our facilities to enhance their business operations and innovation. We have facilities suitable for organisations engaged in anything from engineering and geosciences to medical and life sciences.

Examples of our facilities include:

Scanning electron microscope

This microscope can be used to scan everything from rocks and metal to fungi and archaeological artefacts, magnifying them up to a million times.

Seismic interpretation and visualization facility

This facility supports research in subsurface geoscience.

Centre for Genome-Enabled Biology and Medicine

The centre offers Genomics technologies as well as data management and analysis services to accelerate the discovery of solutions to global problems in human health, agriculture and the environment.

The Rowett Institute

The Rowett Institute has specialist facilities to benefit the food industry for the calculation of food compositions and nutritional analysis for food labelling, along with the Human Nutrition Unit providing purpose built facilities to study the relationship between diet and health in humans.

Scottish Biologics Facility

The Scottish Biologics Facility (SBF) offers antibody and peptide library screening services to academia and industry, which is suitable for a wide range of targets including proteins, peptides and haptens.

For a full overview of our facilities visit abdn.ac.uk/facilities



“4D pharma’s research team makes regular use of the University of Aberdeen’s core facilities including the Medical Research Facility, The Ian Fraser Cytometry Centre, The Microscopy and Histology Facility and many others. The analyses we perform with the University’s facilities supports 4D’s research platform. Our interactions with the University of Aberdeen are very productive due to the scientific excellence, professionalism and technical know-how at the University. As a leader in microbiome medicines, 4D appreciates the value that the top-class facilities at the University bring to supporting our ongoing research.”

Marsilio Adriani
Discovery II Host Group Leader,
4D pharma plc

Consultancy

By getting our input, you can see things more clearly. The University can consult across a wide range of sectors and topics, whatever your requirements and timescale.

We have undertaken almost 200 pieces of consultancy work in the last five years alone, working with companies in health science, geosciences, pharmacology, engineering, drug development and publishing.

As a research-intensive institution we're a major source of expertise across a wide range of sectors, and our consultancy services are delivered by academic experts. We can provide services by the hour or by the day, and over several months or several years, depending on what you need.

For more information on our consultancy services contact consultancy@abdn.ac.uk

Aberdeen-based start-up company Matau Beatha have developed an innovative method for testing the integrity of oak whisky casks, thus minimising the problem of spirit loss due to cask leakage in the maturation cycle. They have benefitted from consultancy services from academics in the school of Natural and Computing Science:

“In order to measure the scalability of the system we required expertise that understood the physical attributes of the system and to demonstrate it mathematically. The University of Aberdeen had expertise which understood the requirements and we worked collaboratively to develop an effective model in a short time frame.

This allowed the business to build a prototype system with a more detailed understanding of the physical dynamics and gave the business greater confidence in the final design. The project also allowed us to develop a working relationship with the university which we hope will continue into future projects.”

Mark Boyes
Director,
Matau Beatha Ltd



Student Projects

By working with our students on specific projects, you are not only providing valuable experience to them, but can also benefit from their creative ideas and solutions to your project brief.

Many organisations have worked with our students at all levels, from undergraduate to postgraduate and research. Students have engaged in projects from engineering to marketing and everything in between. The unique insight from our students can provide you with a different viewpoint and fantastic ideas that can have a real impact on your business.

For more information on getting involved in student projects contact careers@abdn.ac.uk

GoRoadie is a UK-based startup, connecting driving students with their ideal instructors. When they were launching in Aberdeen, GoRoadie engaged with MBA students from the University of Aberdeen's Business School as part of the MBA Business Model Innovation, where businesses are invited to present their business model to students who work in groups to analyse, innovate and pitch their new ideas to help the businesses achieve their goals.

“At the start of 2019, GoRoadie was lucky enough to work with MBA students at the University of Aberdeen Business School. We took part in a module that focussed on Business Model Innovation and we collaborated with a passionate team that analysed our current business model and thought of ways to innovate. Not only did the team come back with a model that could potentially change the way we generate revenue in the future but they even thought about challenging the industry as a whole.”

Michael Carr
Founder,
GoRoadie



Education and Learning

In the service of others

Uncover excellence

Not only do you want the best for your staff, you also want to get the best out of them. Our wide range of short courses, CPD programmes and online learning options can make you more appealing to candidates, shorten skills gaps for current employees, and address immediate business needs effectively and efficiently.

The University of Aberdeen has a long-standing reputation for the quality of its teaching. Voted as the Scottish University of the Year 2019 in the Times and Sunday Times Good University Guide, we performed strongly in the areas of teaching quality, degree outcomes and graduate prospects.

Continuing Professional Development

Ongoing skills development is integral to all successful businesses. Our CPD programmes provide tailored skills development solutions for employees at all levels. By up-skilling yourself and your employees you can stay relevant and adapt to changing trends and technologies.

Regardless of the size of your organisation, the University's portfolio of development and training opportunities can be tailored to your requirements and is responsive to both market needs and government policy.

We can deliver training across a range of subject areas, including:

- Decommissioning
- Health Economics for Health Professionals
- History of the North Sea
- Oil and Gas Law
- Project Management
- Person-Centred Counselling
- Regulatory Law and Practice
- Teachers' Courses
- Technology-enabled cost reduction strategies for deep offshore oil and gas exploration

For more information, or to view our full range of CPD programmes, please contact cpdservices@abdn.ac.uk

We can also tailor our training to suit your needs. Bespoke training and skills development draw on expertise in a wide range of disciplines from our academic colleagues.

“Recently we provided a two-day training course focusing on the History of the North Sea Oil and Gas industry development, Legal Risk Analysis of International Oil and Gas Exploration and Engineering Challenges and Solutions, for a small group of senior managers from an international client who has commissioned a wide range of training. The group was relatively small, allowing a very interactive session with significant discussion and debate – further focusing the content to the client’s needs.”

Nikki Pearce
Commercial and CPD Business Development Officer,
University of Aberdeen



On-demand Learning

Investing in career growth opportunities is essential to being a top employer, and committing to lifelong learning helps you attract the best talent to your organisation.

On-demand learning from the University of Aberdeen helps you and your teams explore new ways to develop professional learning, address critical skills gaps and tackle the challenges in your industry.

Because on-demand learning is part-time and online, employees can develop sector relevant skills without having to take time off work. Many of the short courses we offer can be completed within 12 weeks, helping you close skills gaps quickly and address immediate needs.

Microcredentials allow learners to develop new knowledge, skills and competencies from shorter, recognised and quality-assured courses. There is no need to commit to a full degree, however courses can be built up to a degree qualification if desired.

For more information on our On-demand programmes visit on.abdn.ac.uk

**ON-DEMAND
LEARNING**



“As an in-house lawyer with an indigenous hydrocarbon exploration and production company in Nigeria, the online learning LLM programme at the University of Aberdeen offered me a unique opportunity to fulfil my dream of obtaining an LLM from a UK university without leaving my job or family so it fitted quite conveniently around my work and life.

The LLM qualification has given me a tremendous career advantage, which will further enhance my career prospects. I also have a deeper understanding of my job, and I realise that I can contribute meaningfully to the management of hydrocarbon resources in my home country.

Before now, studying for an advanced degree in a UK university for someone with my background necessarily entailed temporarily sacrificing work and family with no guarantee that the former will be waiting when I return. However, online study has found and successfully bridged that gap.”

Christopher Ogbonna
LLM in Oil and Gas Law with Professional Skills

Graduate Apprenticeships

Graduate Apprenticeships have been developed by Skills Development Scotland (SDS), Scotland's national skills body, in partnership with employers, universities and colleges and professional bodies to create stronger links between education and industry.

Graduate Apprenticeships are specially designed to enable employers to develop new or existing staff through a blend of work-based and on-campus learning. This means staff remain working full time for their company while earning their degree.

Apprenticeships are proven to deliver tangible business benefits, including increased productivity, talent development and retention, improved service delivery and staff engagement in their own professional development.

- Upskill existing staff to improve productivity and enhance staff retention
- There is no cost to you or your staff for tuition fees, which are funded by SDS
- Recruit high quality new staff and develop their skills to meet your particular business needs
- Work-based learning means employees remain working for their company while earning their degree
- High level of administrative and pastoral support from the University ensuring a streamlined process for companies and their staff



The University of Aberdeen currently offers a number of fully funded places on graduate apprenticeship degree programmes.

We would love to hear from employers interested in partnering with us to deliver Graduate Apprenticeships for their staff. Contact our Graduate Apprenticeships to discuss your needs at:

E: graduateapprentices@abdn.ac.uk
W: abdn.ac.uk/graduate-apprenticeships

“The success and growth of Graduate Apprenticeships demonstrates that they are supporting employers to upskill their workforce and giving individuals more opportunities to learn and develop their career whilst in employment.”

Jonathan Clark
 Director of Service Design and Innovation,
 Skills Development Scotland

Shape the Future

Develop links to your future workforce, share your expertise and knowledge with students and help them to develop the skills that matter to you. Through connecting with the University of Aberdeen you can raise awareness of your organisation and attract the best students and graduates.

Advisory Boards

Together we can make a difference. From our current students to future talent, our heritage to our industry leading research, the University of Aberdeen only continues to grow and prosper through the support of, and links with, industry.

Employers from businesses of all sizes provide invaluable input into our curriculum development.

The University hosts a number of programme advisory boards which exist to form links between our academic schools and external employers. The advisory boards provide a platform for employers to ensure that our academic curriculum gives students the skills and knowledge required to gain employment in their chosen field.

Many of our advisory board members also provide career mentoring, workshops and internships to students, leading to long term relationships between students and industry.

For more information on joining our advisory boards please contact careers@abdn.ac.uk



Support and Inspire

Sharing your professional experience and expertise with our students can increase the profile of your business and connect you with your future workforce.

Opportunities to engage with our students whilst supporting your professional development include:

- Presenting skills development workshops within our co-curricular programmes such as the STAR Award and Leadership Academy
- Mentoring our students through our Career Mentoring programme
- Delivering a guest lecture or presentation

Whitecube Consultants have been providing fantastic support to our students for many years. Over the years they have delivered several short workshop sessions to enhance student employability, led leadership academy programmes, hosted student internships and volunteered time as judges and as part of advisory boards.

For more information on mentoring our students contact careers@abdn.ac.uk



“I have had the pleasure of working with the University of Aberdeen for around 10-15 years now. The decision to support programmes such as the STAR Awards and Leadership Programme was a very easy one to make for me personally. The main factors being there is a strong cultural fit and I think we work well together, we get the opportunity to offer students workshops and content that will help them in their future careers, we like to give something back to our local community and it's great to support the next generation of graduates as they begin to look at careers in the workplace.

On top of this working with the University has helped our business in many ways, including increasing our profile and market visibility, expanding our network of contacts, gaining access to placement students to support our business and increasing credibility in the local market through working with one of the UK's leading universities. A highlight for me was being shortlisted earlier this year for a prestigious national AGCAS Award for the work delivered in partnership with the University.

I can wholeheartedly recommend getting involved, it has been a great experience. Seeing the development of students as they graduate and enter the workplace with improved confidence, practical skills and enhanced knowledge over the last few years has been exceptionally rewarding.”

Campbell Urquhart
Managing Director,
Whitecube Consulting

Internships

The University of Aberdeen Careers and Employability Service works in partnership with small and medium enterprises (SMEs), including start-up organisations. Current students and recent graduates gain valuable workplace experience and skills through paid internships that last up to ten weeks, and organisations benefit from access to talented individuals, whilst receiving a significant contribution to salary costs.

For more information on offering internship opportunities contact careers@abdn.ac.uk

e-LIT International Ltd, a start-up company that provides accessible, interactive educational content, hosted an internship to assist with the development and programming of their platform.

“We were at the stage where we needed additional input into the development and programming of our platform. We needed somebody with specific computer science and programming skills; we needed somebody who could do what we couldn’t.

Hiring a knowledgeable University of Aberdeen graduate as an intern was the ideal scenario, and receiving £1,500 towards their salary through the Santander SME Internship scheme proved very beneficial.

We hired a Computing Science graduate, Sean, who spent time researching best practice of software development, as well as learning to use new techniques required for this position. Sean’s input was essential for e-LIT’s progress and development. His skills and knowledge helped e-LIT’s progress at a rate greater than it otherwise would have done.

His fresh insights and broader contribution to the team added value to the business whilst also developing Sean’s own skills. Sean quickly became ‘part of the team’ and was subsequently offered additional work with e-LIT.”

Surakat Kudehinbu
Founder,
e-LIT International Ltd



Recruitment and Career Prospects

The University of Aberdeen was named as the 2019 Scottish University of the Year based upon its strong performance in the areas of teaching quality, degree outcomes and graduate prospects. We offer employers an exceptional and diverse pool of talent in some of the most highly ranked programmes in the UK: 14,500 students studying across 59 subject areas.

Through the University's Careers and Employability Service you can raise awareness of your organisation and attract the best students and graduates:

- Advertise free of charge for part-time, internship and graduate opportunities
- Book professional office space on campus for interviewing
- Attend annual careers fairs
- Deliver presentations and events for students
- Feature written/video job profile case studies on the University website and social media

For more information on recruiting our students contact careers@abdn.ac.uk



Charitable Giving

By giving back to the community and making a positive impact on people's lives, your business can stand out and attract the very best partners and talent.

Many businesses support the University through charitable giving – whether to life-saving medical research, life-changing student scholarships or the enhancement of our fantastic campus. Supporting such causes is a great way to contribute to your Corporate Social Responsibility goals and build your company's profile in the community.

The University of Aberdeen Development Trust is a charity set up to raise and receive donations for the University and ensure that our donors' gifts have the greatest impact.

Our donors have contributed to a wide range of areas including:

- Cancer research
- Women's health research
- Osteoarthritis research
- Medical education
- Student scholarships
- University heritage

For more information on charitable giving contact giving@abdn.ac.uk



“Saltire Energy has been supporting a wide range of sports activities in Aberdeen through the University of Aberdeen Development Trust for many years and we're delighted to do so. We have provided many scholarships and have funded state-of-the-art equipment for Exercise and Health Science undergraduates. We have recently helped fund an innovative underwater camera system at the Aquatics Centre to enable coaches and swimmers to view their technique from every angle.

The facilities available at Aberdeen Sports Village and Aquatics Centre are among the best in the world, with the capacity to support elite athletes who have international potential, as well as enabling an extensive programme of community activities.

As a company we fully appreciate the immense physical and mental health benefits sport can promote. From the youngest participants right through to older age, sport is fun, provides a sense of well-being and contributes to life-long health. We truly believe that encouraging sporting activities can only be beneficial for communities and therefore we will continue to support these activities.”

Mike Loggie
Founder & Chief Executive,
Saltire Energy

Contacts

For more information on how the University of Aberdeen works with businesses visit abdn.ac.uk/business-info, email res-innov@abdn.ac.uk or call 01224 274 236.

Education and Learning

Continued Professional Development
cpdservices@abdn.ac.uk

On-demand Learning
ondemand@abdn.ac.uk

Graduate Apprenticeships
graduateapprentices@abdn.ac.uk

Shape the Future

To speak with us regarding student **mentoring, internships, recruitment** and our **Programme Advisory Boards**, please contact careers@abdn.ac.uk

Charitable Giving
giving@abdn.ac.uk

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