

Resident Engagement Support Programme

Up to 50% discount on office rental rates



Companies based in InfoLab21 can now apply for up to 50% discount off office rental rates, depending on their level of engagement with the university each year (August-July).

Increase your engagement & qualify for discounts

Our business development teams are on hand to help build relationships and make sure your company has the best chance for success. We have created the Resident Engagement Support Programme to foster new collaborative partnerships.

How does it work?

Each year our staff will meet your company and we'll assess your engagement with the university over the previous year. We'll discuss your needs and develop a written collaborative programme with you, which will highlight ways to engage for the following year, and review this document each year to work out which discounts you are eligible for.

What discounts are available?

1. 25% off for funding and hosting an internship
2. 50% off if your organisation is not older than 24 months and meets our business growth conditions
3. 50% off if your organisation is older than 24 months and meets our business growth conditions
4. 50% off for being a collaborative research partner

Discounts will only be applied to costs for rent. If organisations have multiple offices it will be applied to the largest office only.

Final approval will require sign-off from senior university staff in agreement with your business development manager.

Levels of support

1. Student Hosting: 25%

Organisations that have hosted a Lancaster University student internship/project/ placement and meet the following conditions will be eligible for 25% discounted office rental rate:

- ✓ Organisations have hosted a student in the 12 months prior to the start of the new licence agreement the discount will be applied
- ✓ Organisations have paid for student placements/internships or provided supervision time for curriculum projects; it cannot be applied where the university has funded the cost of an internship

Conditions

- There is no additional discount available for hosting multiple internships

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2. Start-up Organisations 50%

Lancaster University offers a 50% discounted office rental rate to organisations wishing to rent an office on university campus and meet the following criteria:

- ✓ An early stage or newly formed organisation i.e. no older than 24 months
- ✓ Commitment to hosting at least two student placements/projects/internships during the first 24 months of residency
- ✓ Commitment to explore innovation opportunities and the potential to secure research and innovation funding in collaboration with and support from Lancaster University during the first 24 months of residency

Conditions

- The limit of the discount period is 24 months, after which the resident company will revert to the full tariff or may be eligible for further discount following an assessment of engagement with the university
- All start-up or spin-out companies will be required to follow the case for co-location process with relevant signatures, even if starting from a company already resident at the university

3. Growth Plan 50%

Lancaster University offers a 50% discounted office rental rate to organisations wishing to rent an office on university campus which meet the following criteria:

- ✓ An organisation older than 24 months that can demonstrate with evidence (such as a business plan or feasibility study) that it will develop new innovative products, processes or services beyond their existing portfolio
- ✓ Commitment to hosting at least two student placements/projects/internships during the first 24 months of residency
- ✓ Commitment to explore innovation opportunities and the potential to secure research and innovation funding in collaboration with and support from Lancaster University during the first 24 months of residency

Conditions

- The limit of the discount period is 24 months, after which the resident company will revert to the full tariff or may be eligible for further discount following an assessment of engagement with the university

4. Engagement Partner for R&D 50%

In order to encourage research and development relationships with residents, organisations that fulfil **one or more** of the following criteria will be eligible for 50% discounted office rental rate:

- ✓ Paid fees for a Knowledge Transfer Partnership with Lancaster University
- ✓ Paid fees for a collaborative PhD with Lancaster University
- ✓ A written project partner in a collaborative R&D project with Lancaster University which is either:
 - A) A total project value of a minimum of £50,000 or B) A minimum £5,000 cash contribution from the organisation

Conditions

- Rental costs are reviewed prior to the issue of a licence agreement, if the organisation has fulfilled one or more of the criterion in the 12 months prior to the start of the new licence agreement the discount will be applied
- 50% discount will only be applied to office rental costs, if organisations have multiple offices it will be applied to the largest office only
- There is no additional discount available for fulfilling multiple criteria
- Discount is applicable for 12 months, after which an assessment of engagement in the previous year will take place prior to the setting of new rental costs
- The discount can be applied for resident companies or those who have previously worked with the university and are taking an office for the first time

Contact

Jake Lawson, Business Co-location Administrator
Tel: +44 (0)1524 510 409
Email: residentenquiries@lancaster.ac.uk

www.infolab21.lancs.ac.uk/about/office_space
