The University of the West Indies

Presentation to
The School of Veterinary Medicine Retreat on

Developing a Four-year Plan for the SVM

Dr. David Rampersad,
Director,
Business Development Office,
St. Augustine Campus

20 January 2010
Mission of the Business Development Office

To identify and develop revenue generating opportunities for Funding the Enterprise through:

- Business development
- Creation and strengthening the culture of grantsmanship
- Philanthropy
- Commercialization
- Recognising and leveraging IP potential
- Consulting activities.
- Working with faculties to facilitate these activities.
EDULINK Training Programme

- A Professional development programme (PDP) in resource mobilisation focusing both on content and on the process of facilitating the effective delivery of training to participants.
- It will build skills and competencies for the following:
  (i) reviewing current organisational resource situation and identifying resource gaps
  (ii) researching resource mobilisation mechanisms
  (iii) identifying and researching different resource providers
  (iv) preparing and creating a resource mobilisation action plan
  (v) building practical resource mobilisation skills which cover networking and maintaining relationships with resource providers, and developing and implementing successful proposals.
Developing Business for Academic Units

Market Assessment
• What is the demand for the proposed services to be provided by the SVM?
• Assessment of agencies involved with animals (horse racing authorities, veterinary practices, livestock farmers, and individual householders)
• Office of Chief Veterinary Officer

Regional Market
• SVM is a regional institution: it is therefore in a position to meet regional demand
• Public sector requirements in the rest of the Caribbean
Approvals Process

- Dedicated time
- Availability of teaching staff to work on these issues
- Availability of postgraduate students
- Staffing of facilities at SVM (including laboratories, hospitals, etc)
Link to Research

- Business development activities can provide opportunities for research projects
- Students from territories outside of Trinidad and Tobago can work on issues of concern to those places
Budgeting

Realistic budgets to be drawn up to cover:
- Staff time
- Cost of materials
- Treatment costs
- Cost of facilities
- Overheads
- Profit for SVM
Links with Other Business Units/Departments

• To take advantage of expertise in short supply at SVM that may be available in other department which is of relevance to SVM (e.g. School of Agriculture, Department of Chemistry, other schools in Medical Sciences)

• Links with regulatory and professional bodies: Ministry of Agriculture, Ministry of Health, Veterinary Associations

• Links with similar bodies in the region
University Regulations

• Work with Senior Management and the Dean of Medical Sciences to ensure approval is granted for variety of activities proposed
• Business units must operate in conformity with university regulations and policies, particularly financial regulations
• Consulting regulations
• Advice of Bursary to be sought before business activities are undertaken
• Applicable accounting arrangements to be put in place
Conclusion

- Considerable potential for business development activities
- Individual and public sector demand/regional demand
- New fields of research can be opened up with the potential for new funding