

# Council

# **Discussion Meeting**

# 11 December 2012

# **Minutes**

Present: Ms J Evans (Chair)

Mr A Bicknell Mr M Draper

Professor A Gusterson

Ms K Horvers Professor P Hughes

Dr A Kent Mr D Kennedy

Professor P Kopelman

Mr C North Mr M Owen Mr M Stevens Mr G Turner

Professor J Weinberg Mr C Smallwood Mrs C Wilson

In attendance: Mr M Bery, Chief Operating Officer

Mrs W Brewer, Joint Director of Human Resources Ms S Bowen, Secretary/Academic Registrar Ms S Trubshaw, Clerk to Council/Head of GLAS

Mr Nathan Eager, Vice-President, Students' Union

Mr Carl Davies, Facilitator

Dr Briony Fane, REF and Research Policies Manager Dr Iain MacPhee, Clinical Director INTO Programme

Dr Tony Michael, Head of Graduate School

Ms Kate Shurety, Director of External Relations and Communications

Mr Tim White, Director of Strategic Planning

Apologies were received from: Ms Gemma Hobcraft, Ms Catherine Swarbrick and Professor Sir Nicholas Wright

#### 47. Introduction

From the Chair

# Reported:

That SGUL was mid way though its Strategic Plan for 2010-2015. During this period the external environment had changed dramatically particularly the funding landscape. SGUL needed to secure its financial future in order to ensure that SGUL was in a position to buffer changes, and also have the resources available to develop and grow in the future. The purpose of the discussions was to consider the competing priorities for limited resources, and agree the key areas of focus, bearing in mind the need to create greater financial security.



#### Carl Davies, Facilitator

#### Reported:

That it was hoped the meeting would help Council Members to understand the current position in more detail and the opportunities and threats associated with future developments, and help to advise the Executive on selecting priorities. It was not an attempt to re-write the Strategic Plan.

For the first part of the meeting Council Members were invited to circulate around the poster presentations, moving on to the next presentation at 15 minute intervals. There was a short presentation by the host, and Council members were invited to ask questions.

#### **Poster Presentations**



#### Objective

Commercial strategy development.

To make full use of SGUL's assets to generate surpluses and provide investment for future growth and/or sustainability.



#### euss

- % surplus low and dependency on INTO to achieve ≅ 5% is this enough?
- No HEFCE capital funding
- Research volume declining, not focussed
   Research quality → HEFCE QR funding for
- Research quality → HEFCE QR funding fo 3\* and 4\* only

# Potentilal Problems ?

- Capacity
- Good research space
- Market share
- Gearing
- Critical mass
- Student experience and expectation

# Assets

- Staff
- Alumni
- Research Facilities
- CRF
- Space
- Brand
- Reserves ≅ £20m
- NHS



# OPPORTUNITIES IP, Consultancy Joint Ventures

Overseas – transnationals, IP, offshore campus Contract Research

BRF Imaging Biomics/Proteomics

[OR Disinvest]

Commercialisation
Conferencing/short course
Enterprise hub, incubation
Halls
Sports Hall

Course development Workforce Intelligence

## **Enterprise and Commercialisation**





St George's, University of London's vision is to be a thriving medical and health sciences university, integrated with a London teaching hospital, locally, nationally and internationally recognised for

## EXCELLENCE AND INNOVATION IN EDUCATION,

#### Main strategic priorities

- · Demonstrate improvement in student
- experience

  Consolidate international course development
- Recruit to target numbers
- Develop a resilient postgraduate portfolio
- · Promote excellence in teaching
- Maximise benefits of LETB and AHSN

#### Principal problems

- Significant underperformance in NSS - big jump to make
- Difficulty securing international clinical placements
- Delays and uncertainty impair marketability
- · Adverse postgraduate funding environment
- Lack professional standards framework

#### Partnerships required

- NHS
   KINGSTON UNIVERSITY
- INTO
- UNIC
- Other potential partner universities e.g. Royal Holloway, Roehampton, Kings





#### Positive impacts of achieving priorities

 Enhanced reputation improves marketability and recruitment, delivers income, grows educational capacity and promotes distinctiveness as an innovator

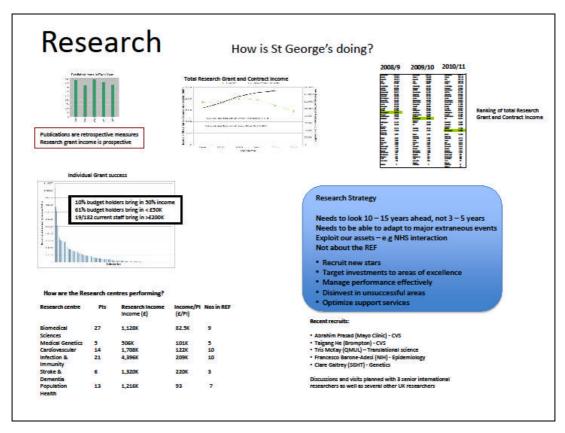


#### Investment required

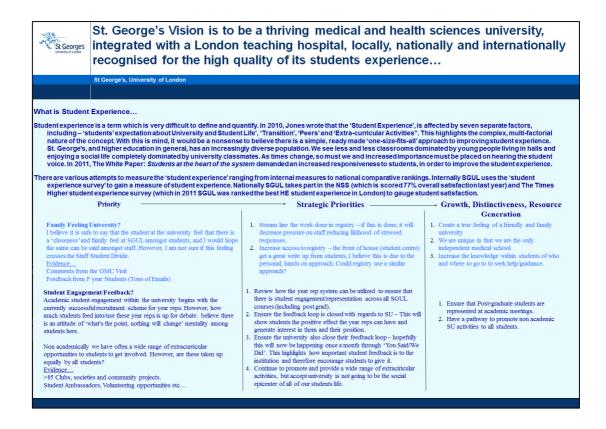
- Adequate resourcing of INTO slavelopment team through IV
   Costs of staff development within a
- clear professional services framework
- Costs of prudent business case development for new poolgraduate

#### Education





#### Research



# Student Experience



#### 48. Summaries of Table Presentations

Reported:

#### (i) Education

There were two possible approaches with regard to growth:

- (a) Expand the portfolio, or
- (b) Grow student numbers around areas of excellence

Additionally the following issues were highlighted:

- Ensuring there was adequate academic capacity to deliver the portfolio.
- Rigorous assessment of business cases for areas of development.
- Articulating the relationship between education to research, in particular how can researchers deliver teaching?
- The need for investment to protect education excellence outside research.
- Further consideration and development of the postgraduate portfolio.

#### (ii) Student Experience

Three issues were identified:

- (1) Review the model of how SGUL engages with the modern student demographic.
- (2) Consider and act upon valued feedback this included solutions as well as problems.
- (3) Define the ethos of SGUL, for example what does SGUL mean by 'small and friendly'?

# (iii) Enterprise and Commercialisation

It was suggested that SGUL might be trying to do too many things. It was proposed that an alternative approach might be to do fewer activities, but to do them well. Additionally the focus should be on those activities that generated larger surpluses rather than those that increased turnover but generated little in the way of surpluses.

Possible areas were:

# (1) Alumni Development

Possibly work with SGHT in this area, particularly in the area of fundraising.

# (2) Releasing Capital

The Halls of Residence were one of SGUL's few assets. It was suggested that the Halls could be leased company, and this would relieve SGUL of the costs of running the residences.

## (3) <u>Course Development</u>

Education courses could be enhanced and expanded to make them more marketable. There were possible lessons to be learnt from FHSCE who provided highly profitable programmes which were delivered in a variety of modes including e-learning.



#### (4) Intellectual Property

It was suggested there should be a focus on making IP more saleable.

#### (iv) Research

The reputation of SGUL depended upon its research. Currently all metrics were showing that SGUL was doing less well in research than previously.

#### Solutions:

- 1. Invest in research excellence by appointing new staff and supporting existing staff.
- Disinvest in areas that are not doing well.
- 3. Make staff aware of what is required in research with clear targets and effective performance management.

#### **Part Two**

# 49. Priority Areas

#### Reported:

Council members were asked to prioritise the activities they felt SGUL should be doing, and to define areas of possible disinvestment. (Annex A)

The following areas were discussed:

- 1. <u>Performance Management in Research</u> (and also performance management across all staff).
- 2. <u>Building the Alumni Base</u> (dependent on building the 'Brand' and developing the institutional ethos. Fundraising should be linked to these efforts.)
- 3. <u>Increasing Surpluses</u> (do we need to use the Halls of Residence in the way that was proposed above? How would this impact on the student experience.)
- 4. <u>Maintain High Quality Education</u> (it was felt that there was need to commit resources to INTO and UNIC programmes to enhance international reputation, and at the same time maintain the quality of the home programmes. It was noted that SGUL had become renowned for the GEP programme and it was felt that SGUL needed to build a similar reputation for international and other programmes.)
- 5. <u>Distinctiveness</u> (it was suggested that quality rather than quantity would contribute to 'distinctiveness'. SGUL needed to be the best at what it does. Eg become the UK leader in International medical provision.)
- 6. <u>Areas of Innovation</u> (possible areas of innovation should be explored. This would need to be done in the context of the current limited infrastructure. For example opportunities in education should be explored but not at the expense of maintaining quality and excellence.)



# 50. Summary

# Reported:

It was agreed that there were a number of areas to consider further , although it was noted that these would not be 'quick wins'.

- (i) Research performance management
- (ii) Student and staff engagement
- (iii) Brand and the development of alumni and fundraising activities
- (iv) Exploring options in Education. To be discussed further at a future meeting of Council.

ST/29 January 2013



# Annex A

