



# Guideline for Enhancing Industry-Academia-Government Collaboration Activities (Supplemental Version)

- Toward Value Creation through Industry-Academia-Government Collaboration -

(June 2020; the Ministry of Education, Culture, Sports, Science and Technology and the Ministry of Economy, Trade and Industry)

## Characteristics

- (1) Providing organized information on approaches to **evaluating “knowledge” in terms of money** by recognizing industry-academia-government collaboration not as a “cost burden” but as **investment in “value”**;
- (2) Expanding the field of view from **“organizations” to “ecosystems” to include university-oriented venture businesses**; and
- (3) **Reorganizing guidelines targeting industrial players** on the basis that both universities or other institutes and industrial players are equal partners.

## Section A: Solutions to challenges facing universities and other institutes

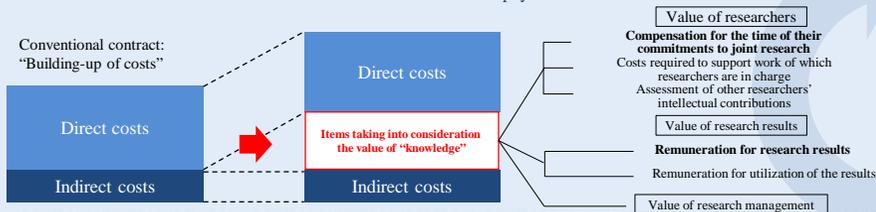
Explaining solutions to bottlenecks in carrying out the 2016 guidelines and presenting new solutions tailored to changes in social situations and industrial structures



### A-1. Virtuous cycle of funds

1. Evaluating “knowledge” that researchers and other experts have
2. Evaluating “knowledge” that has been created as outcomes of research
3. Appropriately sharing necessary costs

Presenting approaches not only to “building-up of costs” but also to evaluating “knowledge,” e.g., compensation paid to regular researchers and students for the time of their commitments and payment in the case of success in their research



### A-2. Virtuous cycle of knowledge

4. Contracts based on the premise of proactively utilizing intellectual property rights

### A-3. Virtuous cycle of human resources

5. Utilization of second jobs and the cross-appointment system

### A-4. Issues to be discussed for further development of industry-academia-government collaboration

6. Utilization of external organizations by universities and other institutes
7. Ensuring efforts for research and industry-academia-government collaboration

## Section B: Solutions to challenges facing industry

Analyze leading case examples, organize approaches and share good practices for companies aiming at creation of new value through industry-academia-government collaboration



### B-1. Designing and planning of projects

1. Commitments by management
2. Seeking partners through a variety of channels
3. Setting visions and goals

### B-2. Management of joint research

4. Centralizing and clarifying personnel in charge and the focal point of collaboration
5. Multi-layered communications and management of the progress

### B-3. Investment in partners

6. Investment in “value” gained from the collaboration
7. Appropriate payment to universities for their efforts in management, etc.

### B-4. Building of long-term personnel relationships

8. Enriching exchange of human resources
9. Developing human resources who will play key roles in the next generation

### B-5. Commercialization of research results

10. Seamless connection from joint research to commercialization
11. Strategic utilization of intellectual property for value creation