



The Entrepreneurial Faculty- The case of Bandung Institute of Technology



**Intan Ahmad ([intan\(at\)itb.ac.id](mailto:intan@itb.ac.id))
Dean, School of Life Sciences and Technology
Bandung Institute of Technology, Indonesia
November 2008**

Bandung Institute of Technology



- ❖ **Established 1920**
- ❖ **Located in Bandung, Indonesia**
- ❖ **Annual Enrollment: 4,100 students (BS, MS and PhD programs)**
- ❖ **Student body : 18,000**
- ❖ **Faculty: 1100 (70 % PhDs)**
- ❖ **Eleven Faculties/Schools: Science, Engineering, Technology, Visual arts and Management**
- ❖ **Ranked 315 in Times (2008); Ranked 90 (IT and Engineering)**

ITB engaging in entrepreneurial activities



❖ 1959:

- 49 years ago:
 - professional consultancy services

❖ 2001:

- ITB became an autonomous university ; more intensive entrepreneurial activities: education, incubator business, business unit, etc

Case Study: School of Life Sciences and Technology



- ❖ **To develop a model of collaboration between university and industry, which is mutually beneficial and can be adopted by other HEIs and industries (funded by CBF)**

Background:

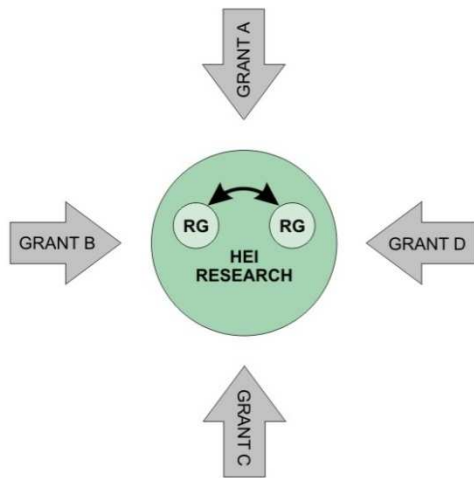


- Vision for entrepreneurship
- Budget limitation to run the School.
- The weakness in link-and-match between research in HEI and bio-industry
- Collaborations have mostly been conducted as isolated projects which are usually not part of the development plan of either collaborating institutions.
- Relevance of study programs to the labor market

Conceptual framework of the program

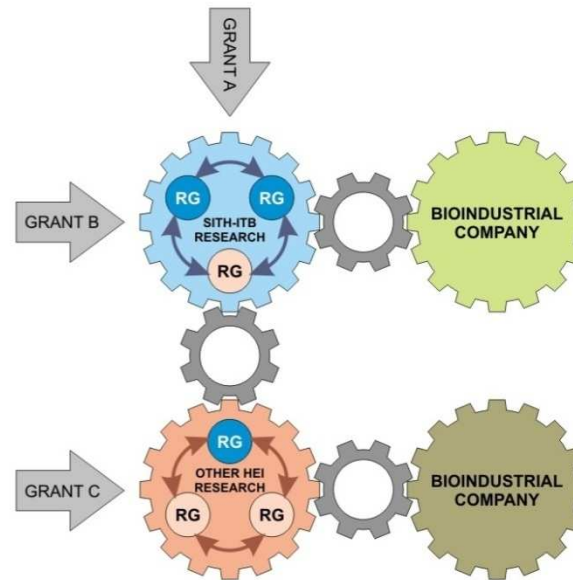


HEI CONVENTIONAL RESEARCH MODEL



- Single project
- Mostly not product oriented
- High Cost
- Lost opportunity

HEI-BIOINDUSTRY COLLABORATION MODEL



- Takes advantage of common interests
- Multi-disciplinary project
- More product oriented
- Cost-effective
- In-campus R&D & in-industry laboratory
- Sustainable revolving activities

Note: **RG** = Research Group = SITH RG = Other RG = Synergy

The Model



- ❖ **University serves as in-campus research for industry**
- ❖ **Industry serves as in-industry lab for university**

Collaborating partners



1. Multinational corporation
2. National corporation
3. Private corporation

Variation among industries on the interest to engage in collaboration with university

Difficulties



❖ In the faculty

- Paradigm shift
 - “traditional” faculty → entrepreneurial faculty or combination of both
- No credit for faculty involved in collaboration with industry
- Institutionalized vs. individual activity
- Conflict of commitment (university and or industry?)

Difficulties



❖ Interaction with industry

- Communication problems
 - The art of communicating with the industry
 - **Building trust**, reciprocal, **money (!?)**
- Different interest:
 - Publish/and Protect, (IPR)
- Different culture:
 - MNC
 - State owned co's
 - Private co's

Types of collaboration



- ❖ **Industry and university funded the research together**
- ❖ **Contracted research project from Industry**
- ❖ **Joint Lab/research: in-campus research for industry; and industry serves as in-industry lab for university**
- ❖ **Consultancy**

Entrepreneurial thinking/awareness



❖ Students

- Entrepreneurship course
 - Industry contribute into curriculum development
 - Industry reps delivering lectures
- Internship; extra curricular activities

Faculty

- Interaction with business incubator, learn from others
- Involvement of individual faculty
 - good research programs and entrepreneurial activities

Concluding remarks



❖ **Balance the interest :**

- University, faculty/investigator and industry

❖ **Understand each other's role and work together**

❖ **Start with small project, say no if you can't**

❖ **Thanks for your attention**

