

Engagement for Procurement : Challenges

or

Business cases, requirements capture and
working with researchers

Aaron Turner, Loughborough University

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Typical Business Case

- Maximise return, or return/investment
- Return maximisation.
 - Provide what people want?
- Avoid unnecessary investment max.
- Demonstrate benefits later?

Business Case Support

- Senior management
 - Getting engagement hopefully *isn't* a challenge
- Researcher engagement challenges
 - Types of researcher? Power, occasional, potential?
 - Types of engagement? One size fits all? Representative?
 - Will they turn up/engage?
 - Quality?
- Challenge: tie benefits realisation to engagement?

Examples

- WRG York refresh, 2005
 - Tier 2.67
 - Researcher-led advisory group
 - Good researcher engagement
 - Poor SMG engagement
 - Formalisation
- HPC Midlands Plus
 - Tier 2
 - PIs – good SMG engagement
 - Time for wide-ranging researcher engagement?

Debate

- What do others do?
- What is the level of engagement?
- Can/should be formalised? How?
- What could SIG do to make it easier?