



**FOR INFORMATION**

**PUBLIC**

**OPEN SESSION**

**TO:** Governing Council

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**DATE:** October 30 for November 6, 2025

**AGENDA ITEM:** 3

**ITEM IDENTIFICATION:**

Presentation: Industry Partnerships

**JURISDICTIONAL INFORMATION:**

This item comes to the Governing Council for information.

**GOVERNANCE PATH:**

1. Governing Council [For Information] (November 6, 2025)

**PREVIOUS ACTION TAKEN:**

N/A

**HIGHLIGHTS:**

U of T Researchers collaborate with a variety of partners: community-based organizations, non-profit sector, government, other universities and research institutions and with private-sector companies.

Industry partnerships advance research knowledge and facilitate the translation of discoveries into socioeconomic benefits. Partnerships augment and enrich the student experience and help prepare students for future careers through work-integrated learning opportunities.

Collaborations, especially with international partners raise the prominence of the researcher and U of T, lead to licensing and patents which can generate further income for the institution

Researchers secure resources and tools (e.g. materials, data, access to specialized facilities) that help expand the scope of research and discovery and gain opportunities to apply and test novel ideas in real-world settings. More tangibly, researchers directly benefit from industry partnerships through a combination of funding and in-kind contributions to a project

**FINANCIAL IMPLICATIONS:**

There are no financial implications.

**RECOMMENDATION:**

This item is for information.

**DOCUMENTATION PROVIDED:**

Presentation slidedeck

# RESEARCH & INNOVATION



UNIVERSITY OF  
TORONTO

DEFY  
GRAVITY

## Industry Partnerships

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November 6, 2025



# Research Partnerships

- U of T Researchers collaborate with a variety of partners: community-based organizations, non-profit sector, government, other universities and research institutions and with private-sector companies
- U of T engages in many forms of research partnerships and there is no “one size fits all”
  - Time frames could be a few months to partnerships that span decades
  - Researchers may partner to tackle a specific challenge in a short time frame or enter into multi-year engagements with more open-ended goals
  - Partnerships include fundamental research through to applied research with specific goals and commercialization objectives
  - Many partnerships involve a single researcher or group working with a single company or agency
  - Others include teams of researchers across U of T and possibly other Canadian or international universities working as a network, with a consortium of industry partners

Industry partnerships expand researchers' collaborative networks beyond the academic sector to Canadian and international firms that help advance their discoveries to have impacts outside the academy

# Why do researchers partner with private-sector companies?

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- Partnerships augment and enrich the student experience and help prepare students for future careers through work-integrated learning opportunities
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- Researchers secure resources and tools (e.g. materials, data, access to specialized facilities) that help expand the scope of research and discovery and gain opportunities to apply and test novel ideas in real-world settings
- More tangibly, researchers directly benefit from industry partnerships through a combination of funding and in-kind contributions to a project

U of T has worked with over 600 different industry partners

# Why do companies partner with U of T researchers?

- Companies gain access to:
  - World-leading researchers
  - Specialized equipment, infrastructure, data and resources
  - Access to experts that can facilitate knowledge transfer
  - Trainees and graduates entering the workforce
- Partnerships provide access to funding opportunities through grants (NSERC Alliance, Ontario Research Fund) or other government programs that help support of the costs of the project, including federal and provincial tax credits for research expenditures
- Enables a two-way transfer of knowledge between businesses and the university that add to the IP/technology portfolio of companies

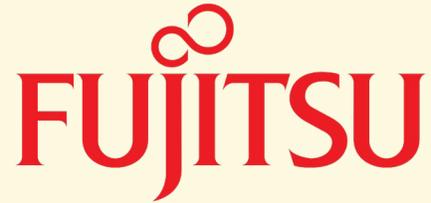
*“What I’ve concluded from the many academic partnerships we’ve built at Siemens Canada is that these strategic collaborations are not optional. They are essential.”*

Faisal Kazi, President & CEO for Siemens Canada, Globe & Mail, April 9, 2025

# U of T's Industry Partners



# Featured Partners



Building optimization software for developing treatment plans for Gamma Knife radiation therapy with quantum technology.

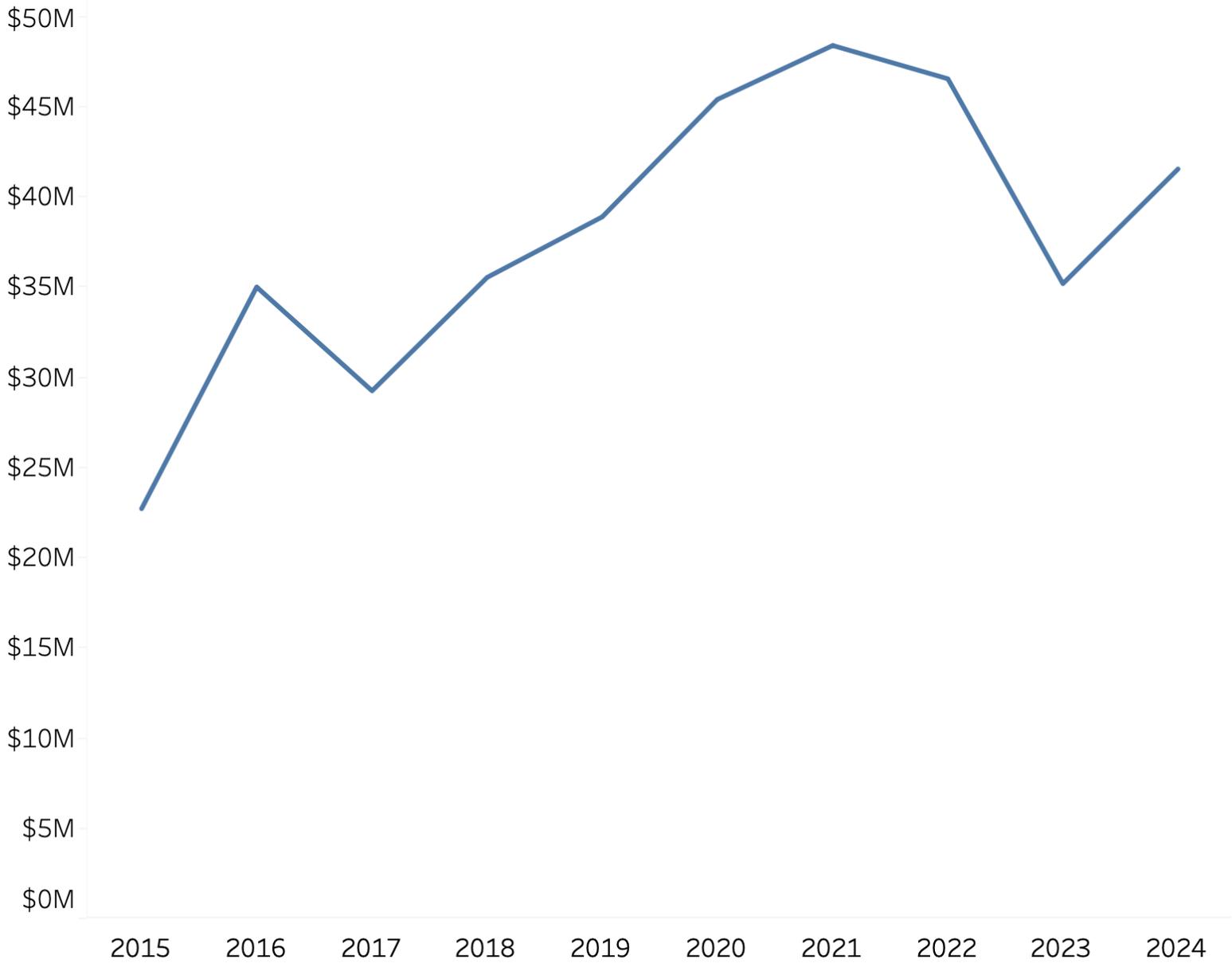


Establishing new labs to develop AI solutions to address complex business challenges and drive innovation in financial services sector.

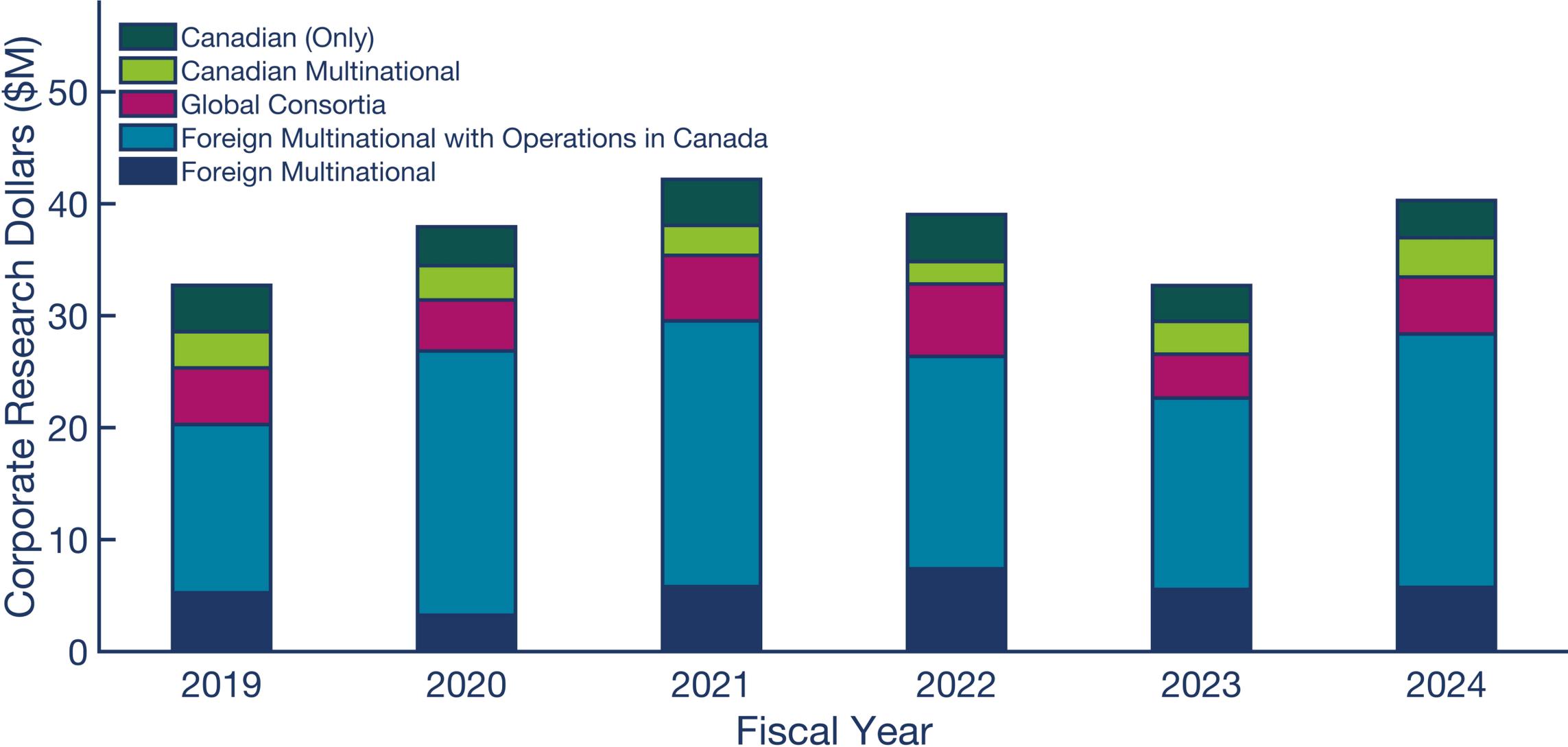


Developing solutions to enable electric vehicles to both charge from and supply power back to the electrical grid.

# Industry-Sponsored Research Funding 2015-2024



# Industry-Sponsored Research Funding by Geo-Category



# Industry Partnership Challenges



**Increased  
scrutiny of  
international  
partners**



**Geo-political  
uncertainty**



**Turnover of  
faculty with  
industry  
funding**

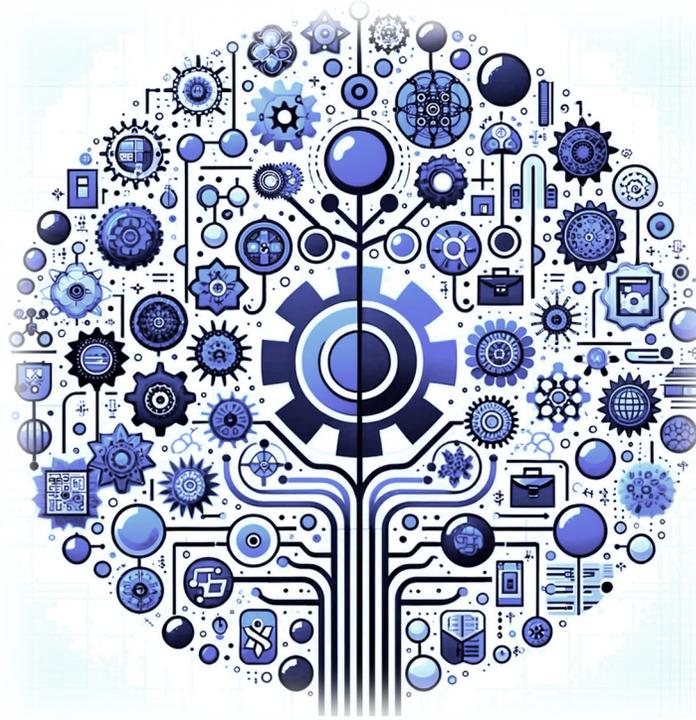


**Increased  
competition for  
partnerships**

# Partnership Development Strategies



 **Blue Door**



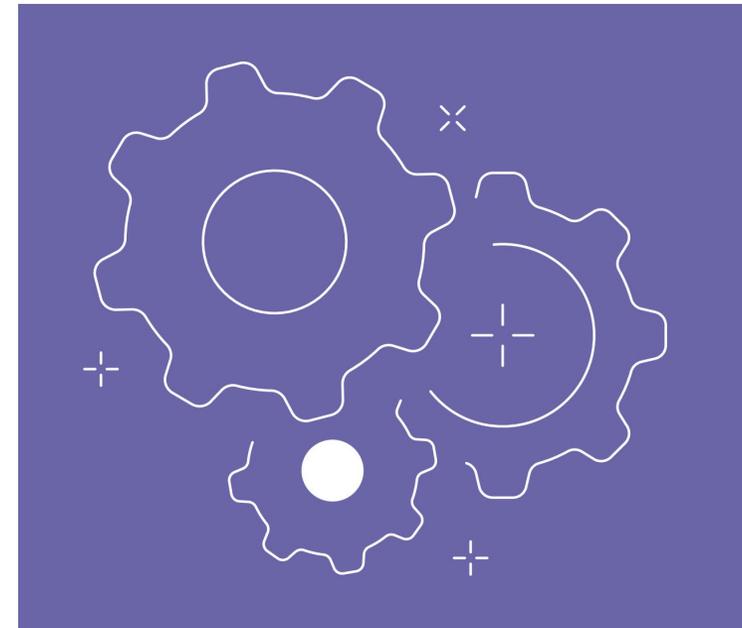
**Transformational  
Partnerships**



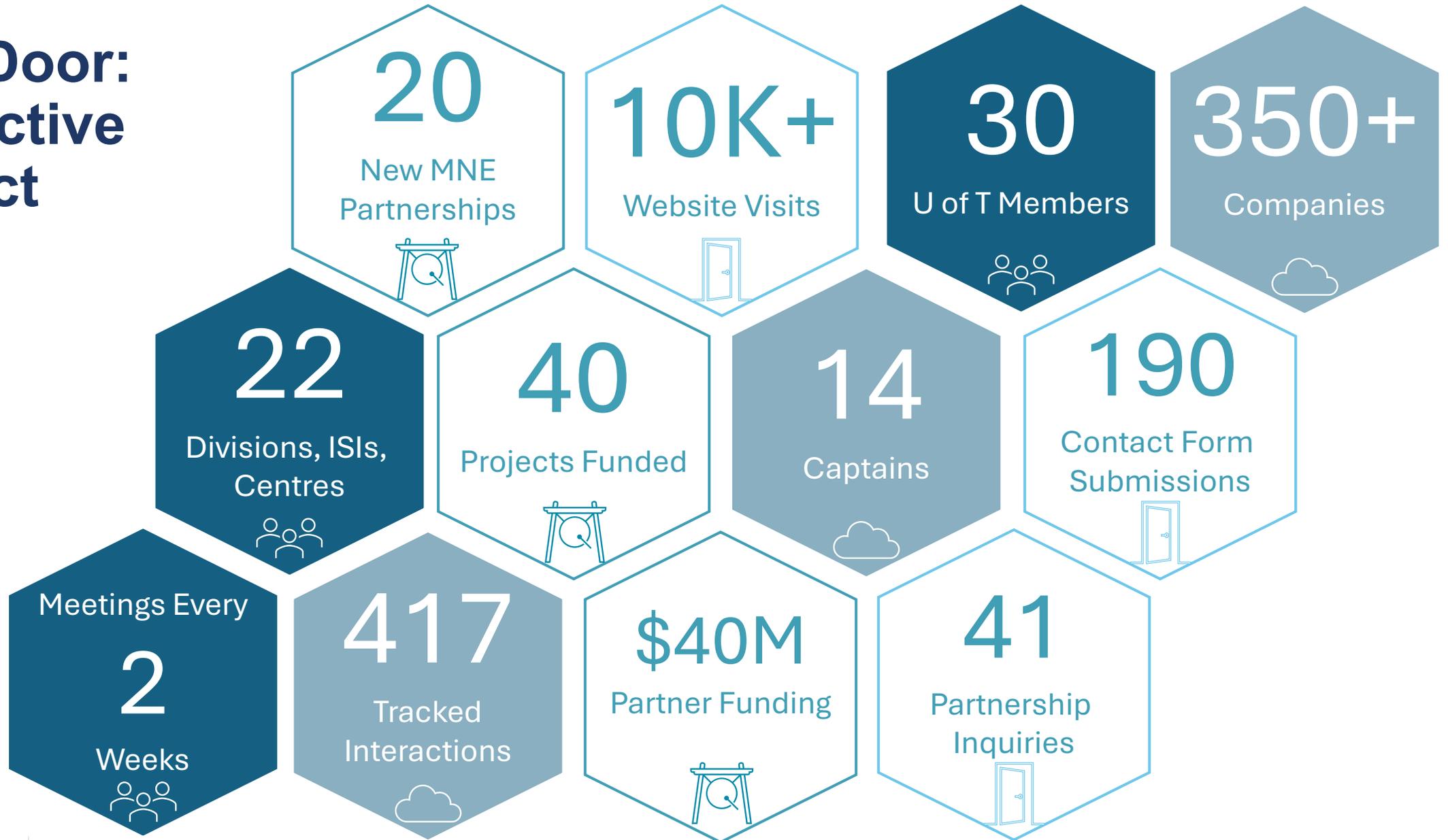
**Regional  
Diversification**

# Institutional Partnership Supports

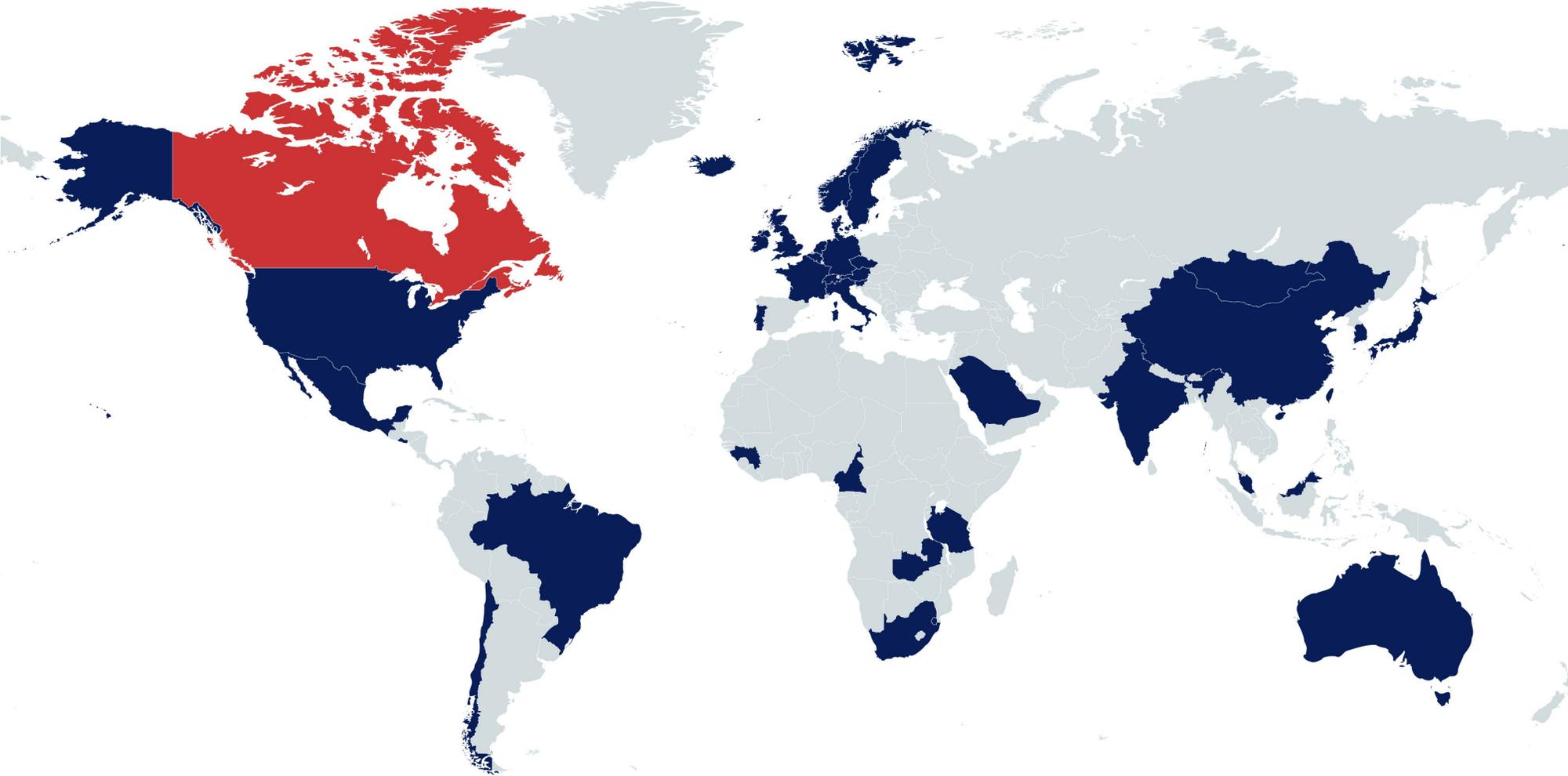
- **Business Development Teams** in the Divisions and centrally (all part of Blue Door) help facilitate introductions between potential partners and researchers
- **Research Security Team** provides guidance and support in assessing partnership opportunities through the lens of geopolitical risk assessments and mitigation strategies
- **Partnership Team** supports negotiation and execution of all industry research agreements and facilitates access to funds for the research. They also support administration of funding for government funding for industry partnered research
- **Researcher's Guide to Industry Partnerships** covers the essential elements of sponsored research partnerships, answers common questions and identifies resources available to help researchers successfully navigate partnerships



# BlueDoor: Collective Impact



# Countries of Industry Partners since 2020



# Transformational Partnerships

- Many current partnerships are for one-time collaborations between a single researcher/small group and a company
- Benefits are tangible and important, but scale is small
- Business Development Teams are cultivating relationships and building comprehensive partnerships for longer-term (5+ years) agreements with greater levels of industry partner engagement
- Networking and dialogue are facilitated by agencies like Toronto Global, Invest Ontario and Canadian Trade Commissioners
- Framework agreements facilitate on-going partner investments by setting contract terms at the outset for key items like IP and licensing for all research to be funded over the term of the contract

U of T researchers partner with Siemens Energy to tackle sustainable energy production

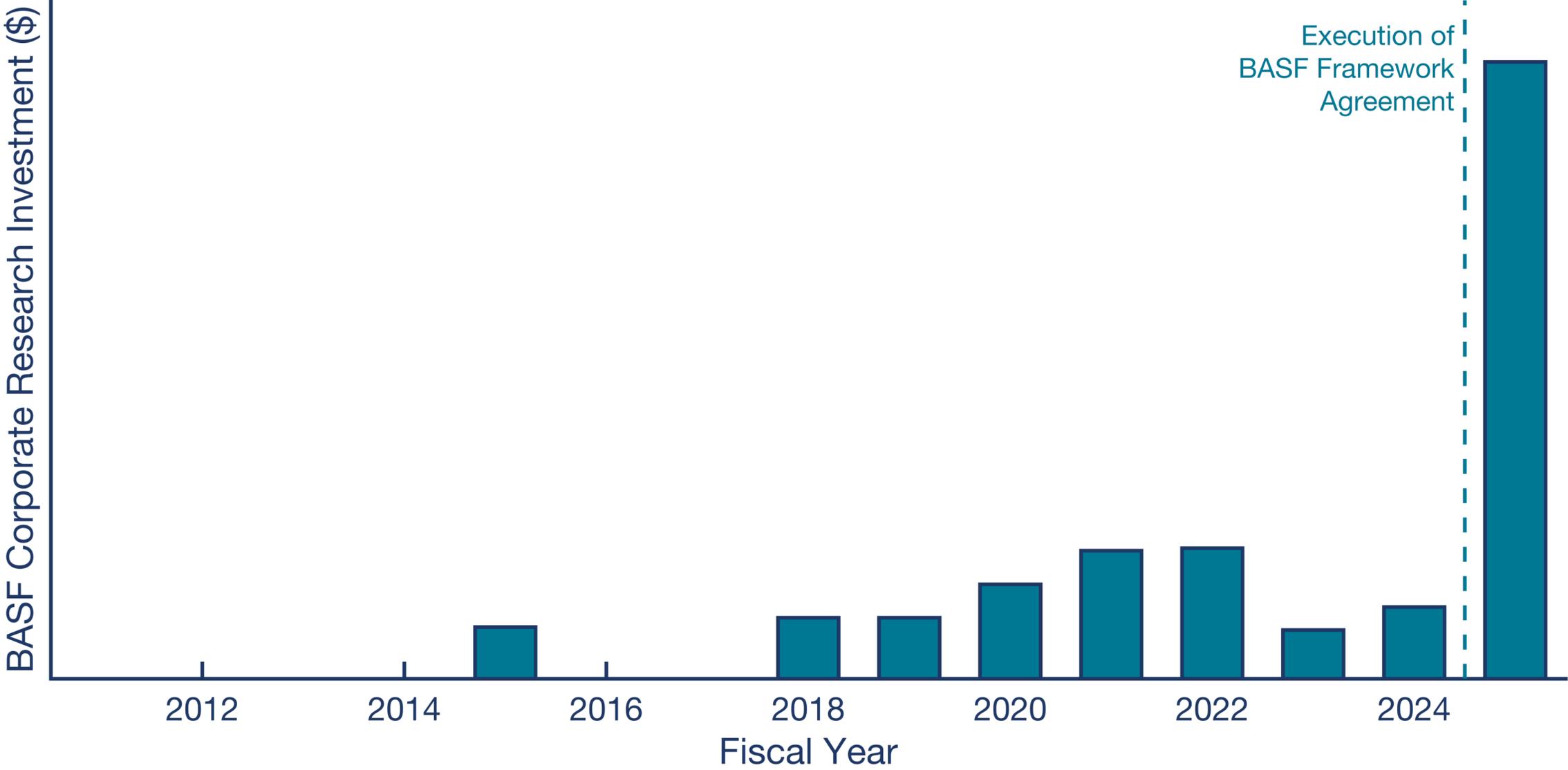
U of T – Nissan partnership to accelerate research at the intersection of EVs and electric grids

U of T renews five-year research partnership with Konica Minolta

U of T partners with Vale Energy Transition Metals to accelerate sustainable mining solutions

U of T and BASF partner on self-driving labs

# Transformative Partnership - BASF



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