

# CLA Higher Education Licence

## Quick Guide: Commercial Research/Consultancy

This coverage is available to HEIs that are members of Universities UK and/or GuildHE, and who make data submissions to HESA.

### What can I do under this coverage?

- You can make copies for the purpose of commercially-funded research – for example, a contract or collaborative research project or consultancy.
- Copies made for this purpose can be supplied to:
  - members of your HEI's research team (e.g. staff / postgraduate students);
  - a third-party organisation wholly (or partly) funding the research.

#### *Please note:*

- This coverage is directly linked to partnership agreements between an HEI and a business enterprise – copies may not be supplied to companies who are simply engaged in sponsoring studentships, fellowships, honorary posts, secondments, placements, and university clubs and networks.
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### How is this coverage charged for?

1. We derive a notional FTES for the total number of academic members of staff engaged in commercial research/consultancy at your HEI, using data from the HESA website; the relevant datasets are listed on page 2 of this Quick Guide.
2. We then multiply this derived FTES by our published rate of £46.55.
3. The total fee will appear as a separate line entry on your HEI's annual invoice.

This fee metric is detailed in Clause 6.1.3 of the [Licence terms and conditions](#).

### HESA datasets

The relevant HESA datasets are those covering:

- total income (derived from all sources);
- total income contributed by 'commerce, industry and public corporations';
- total academic staff.

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## Illustrative example

HEI: University of Wessex

Licence period: 1 August 2019 – 31 July 2020

Total annual income of the University of Wessex	£207,121,000
Total income contributed by commerce/industry:	£3,106,815
Proportion of total income derived from commerce/industry:	1.5%
Total academic staff of the University of Wessex	1,669
1.5% of total academic staff:	25 (notional FTES)
Published rate:	
25 x £46.55 =	<b>Total Fee: £1,163.75</b>