

# CLEVER COLLABORATIONS



UNIVERSITIES  
AUSTRALIA



Clever Collaborations between universities and industry can be a game-changer - just ask Yeppoon mango farmer Ian Groves.

Professor Kerry Walsh and his team at CQUniversity developed infrared technology to scan each mango while it's on the tree.

The technology counts mangoes, assesses ripeness, and projects the perfect time for picking to maximise flavour and shelf life.

And that saves costs.

Farmers know when to order boxes, when to hire pickers, and get more fruit to market in top condition.

Australian Mangoes CEO Robert Gray says:

"It's a great way of bringing new technologies into your industry in a cost-effective way."

Here's how we can help:  
[clevercollabs.com.au](http://clevercollabs.com.au)

#CLEVERCOLLABS

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New modelling for Universities Australia shows the strong return on investment from business-university partnerships. For every dollar invested in these clever collaborations, there's a return on average of \$4.47 to the business.

Data source: EY modelling for Universities Australia 2020

**\$12.8**  
billion

The direct annual benefit to businesses that collaborate with universities in Australia.

**\$26.5** billion

The boost to Australia's economy from business-university collaboration in 2018-19.

**\$763,307**

The average return to each business that collaborates with universities.

**16,867**

The number of businesses in Australia that collaborated with a university in 2018-19.

**38,500**  
JOBS

The number of full-time equivalent jobs across Australia supported by university-business collaborations.

**\$1:\$4.47**

The return on investment to business for every dollar put into collaboration with universities.

## THE VALUE OF BUSINESS-UNIVERSITY COLLABORATION IN AUSTRALIA

