# Key Differences (and treatment) between Research, Consultancy Services, and Other Services

<table>
<thead>
<tr>
<th>Activity</th>
<th>Research</th>
<th>Services</th>
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<tbody>
<tr>
<td></td>
<td>HEFCE / Frascati definition</td>
<td>Policy definition</td>
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<td>“Original investigation undertaken in order to gain knowledge and understanding. It includes work of direct relevance to the needs of commerce and industry, as well as to the public and voluntary sectors; scholarship; the invention and generation of ideas, images, performances and artefacts including design, where these lead to new or substantially improved insights; and the use of existing knowledge in experimental development to produce new or substantially improved materials, devices, products and processes, including design and construction.”</td>
<td>“A.1 iii): ... provision of expertise for commercial purposes or contracted policy advice”</td>
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<td>“B.1.22: ...where an individual is required to provide the benefit of their personal knowledge, experience, or skills in a particular field, usually on a sole basis”</td>
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<td>Excluded activities:</td>
<td>Frascati definition continued:</td>
<td>Policy definition</td>
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<td>“…it excludes routine testing and analysis of materials, components and processes, eg for the maintenance of national standards, as distinct from the development of new analytical techniques.”</td>
<td>“B1.23... Trading and accommodation, conference services, …facilities and equipment access, training and CPD, experimental and analysis services, prototype production, supply of goods, material transfers, and course validation.”</td>
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<td></td>
<td>• Consultancy</td>
<td>• Research</td>
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<td>• Academic Professional Activities</td>
<td>• Academic Professional activities:</td>
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<td>• Public Service activities</td>
<td>- External examining</td>
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<td>• Education activities</td>
<td>- Editorships of academic journals</td>
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<td>• Other Services</td>
<td>- Invited lectures or conference presentations</td>
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<td>- Conference organisation</td>
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<td>- Refereeing (academic journals and presses)</td>
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<td>- One-off media interviews</td>
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<td>• Public Service activities:</td>
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<td>- Serving on public, governmental, and charitable bodies.</td>
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<td>• Education activities</td>
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<td><strong>Features:</strong></td>
<td>• Sole researcher &gt;&gt; research group &gt;&gt; multi-partner projects</td>
<td>• An <strong>individual expert</strong> (based on individual reputation).</td>
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<td>• <strong>Limited number of days</strong> spent on the consultancy services (up to 30 days pa).</td>
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<td>• A paid service provided to a client in a professional capacity by a member of Academic / Academic</td>
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<td>related staff, where their expertise and existing knowledge is used to help them with a problem</td>
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<td>(delivery of know-how).</td>
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<td>• A personal reward mechanism (which can be undertaken privately or via the University)</td>
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<td><strong>Examples</strong></td>
<td>See RAE / REF submissions</td>
<td><strong>Routine testing</strong> and <strong>analysis</strong> of samples</td>
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<td>• Managed <strong>access to university facilities</strong></td>
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<td>• Laboratory-based testing and analysis (e.g. of new / emerging technologies and materials)</td>
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<td>• <strong>In-country programme management</strong></td>
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<td>• Provision of customised <strong>training / workshops / material</strong> (CPD)</td>
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<td>• <strong>Facilitation of intervention strategies</strong>, examples are:</td>
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<td><strong>Example 1</strong>: Facilitating the development of intervention programmes to achieve defined</td>
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policy outcomes, based on stakeholder engagement and international best practice.

**Example 2:** Develop understanding and expertise needed to increase an organisation’s competitiveness and achieve success.

**Example 3:** Assessing the effectiveness of policy driven intervention strategies.

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<tr>
<td>Benefits to University / School</td>
<td>Research income REF Resource</td>
<td>Visibility of activity</td>
<td>Income and share of surplus Use of capacity</td>
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<td>Developing new skills &amp; experience Access to new opportunities for collaboration</td>
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<td>Development of Impact User Engagement</td>
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<td>Benefits to Individual</td>
<td>REF Resource Career</td>
<td>Personal remuneration (via Payroll or to School Research Support Account) <strong>85 / 10 / 5</strong> University support (administrative, and legal)</td>
<td>Share of surplus (<strong>40/40/20</strong>)</td>
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85 / 10 / 5
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| Internal treatment | HESA returns Research income (REF)  
FEC / budget for direct project costs and School contribution income  
No limit on time | HESA return  
85% of individual’s fee to individual  
(after any direct costs recovered)  
Annual 30 day limit (fte) | HESA return  
FEC recovery  
(budget for direct project costs and School contribution income).  
Any surplus above FEC recovery distributed 40 / 40 / 20  
Time allocation assessed and approved (HoS) on a case by case basis |

**Supported by:**  
RES  
RES  
RES or School Management Accountant  
(case by case basis)