



This is what previous participants say about Facility Track:

“The track gives insight in aspects of daily management of a facility. The track is practical of nature and you can apply the learned immediately.”

Wim Timmer, UMC Utrecht, Medical technology & Clinical Physics.

“The commercial mindset of Facility Track was an eye-opener for me.”

Klaartje Houben, UU Faculty of Sciences, NMR Facility

“Both science and education often have conflicting interests with commerce. This track has given me tools to deal with this in an honourable, consistent way”.

Hermen Bollemaat, Utrecht University of Applied Sciences, Chemical Technology. Winner pitch battle facility track 2018

THE FACILITY TRACK IS AN INITIATIVE OF THE UTRECHT SCIENCE PARK FOUNDATION AND UTRECHT LIFE SCIENCES

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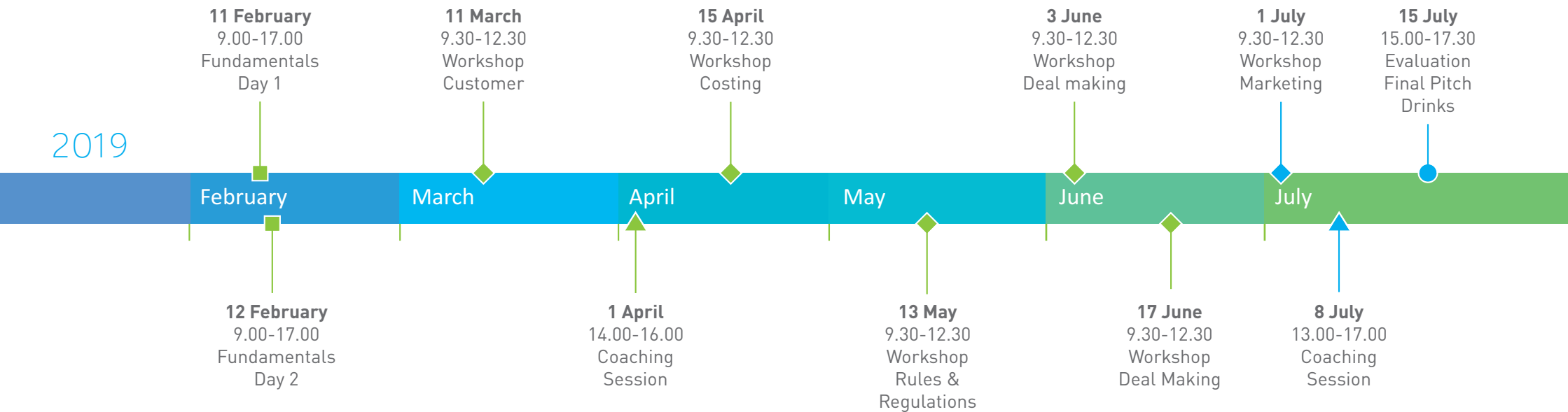
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FACILITY TRACK 2019

Adding value to your research facility through external customers

- Who are my customers?
- How can I add value for my customers?
- What is the (cost) price of my product or service?
- What is a market-based price for the services I offer?
- What do I have to take into account if I want to take an assignment?
- How can I close a successful deal?

PROGRAM OF FACILITY TRACK 2019



Facility track in short

- Start: 11 February 2019
Finale: July 15, 2019
- Investment:
 - Preparation: 4 days
 - Introduction: 2 days
 - Workshops: 6x half a day per month with 2x an extra session
- Costs: € 1,500
- For whom: research facility managers, lab managers, principal investigators

Preparations

- During an intake meeting prior to the start of the Facility Track, participants are asked to formulate their expectations and their learning objectives.
- In preparation for the Facility Track (Fundamentals Day 1), participants are asked to prepare for an elevator pitch on their research facility.
- At the end of the Facility Track program, participants are asked to prepare for a final pitch of their research facility before a jury.

A must for every manager of a research facility

- Entrepreneurship – Coaching – Training – Pitching
- Are you interested or do you have any questions? Contact Friso Smit:
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