

**From:** [Olde Engberink, G.W.M. \(SP\)](#)  
**To:** [URaad](#)  
**Subject:** FW: SBD 2.0: Further explanation  
**Date:** donderdag 12 september 2019 14:18:47

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Dear members,

Please find enclosed information on the Strategic Business Development Plan, which is on the September agenda – confidential - for consent (commission SI).

Regards, Irena

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**From:** Rijssen-Klaczynski, H. van (AZ) <h.vanrijssen@utwente.nl>  
**Sent:** donderdag 12 september 2019 14:11  
**To:** Olde Engberink, G.W.M. (SP) <g.w.m.oldeengberink@utwente.nl>  
**Cc:** Chijs, V. van der (CVB) <v.vanderchijs@utwente.nl>; Dewulf, G.P.M.R. (ET) <g.p.m.r.dewulf@utwente.nl>  
**Subject:** SBD 2.0: Further explanation

Dear Irena,

I am sending you the information below on behalf of the Executive Board.  
Would you be so kind to forward this message to all members of the University Council?  
Thank you very much for your co-operation!

Kind regards,

Hèla

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Dear members of the University Council,

From the initial remarks and questions raised by the UC with respect to the reinforcement of Strategic Business Development activities within the UT, we notice that the information provided was not sufficiently clear.

We would like to apologize for any confusion. For now, we do not seek the consent of the UC for the overall SBD 2.0 plan. The information that was provided to the UC end of August is meant to inform the UC about our vision on SBD 2.0. The implementation plan will be further developed next year, as an integral part and follow-up of Shaping 2030. We will submit this plan at a later stage and would like to discuss this in detail with the UC in due time. Our intention for the current proposal is to sketch the long-term perspective for the development of SBD, in order to explain that the intended investment for 2020 is in line with these future plans. Obviously, we will make sure that the UC can execute its appropriate role in any future discussions on SBD.

What we seek at this stage is consent on the investment for 2020 to accelerate and hire 6 new staff members. Within the UT there is an urgent need for additional, coordinated support. The SBD document handed to the UC contains the explanation and substantiation of the growth in 2020. These plans do not have any consequences for the legal status of the current employees, nor will they have impact on the structure of SBD. The term

organizational change as used in the information provided to the UC was meant to underline that over time SBD will have to grow in capacity substantially. We understand that the use of the term might have been confusing.

We also would like to emphasize that the recruitment of new staff will only start after the consent of the UC. We have noticed the remarks of members of the UC that advertisements for new SBD staff were already published. This is not the case. You may have seen ads for business developers but these positions are recruited for the execution of the Regiodeal; e.g. Advanced Manufacturing, Topfit, PdEng. These positions are temporary and externally funded positions, and not part of the SBD plan. SBD has been asked by the faculties to coordinate the selection procedure and coordinate this effort, which is a clear indication for a new role of SBD to support all these activities.

We hope that the above clarification will help you to understand our intentions.

Mr. V.C. van der Chijs  
Chair of the Executive Board