

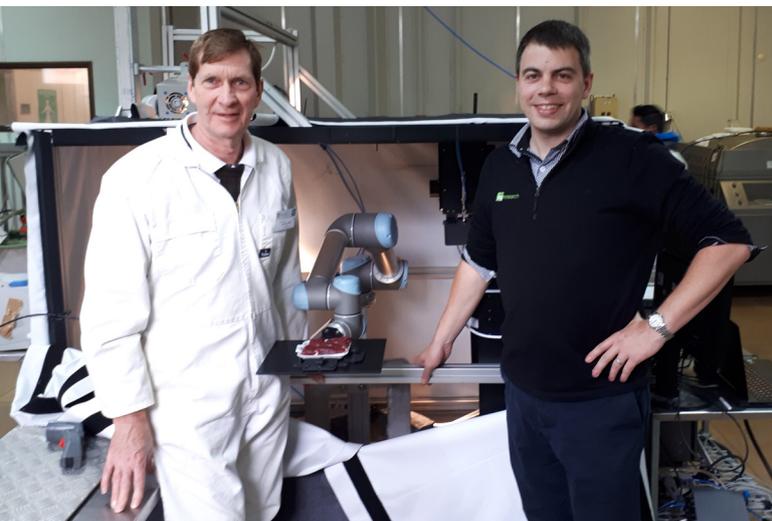
# Commercially-Focused R&D and Commercialisation



## Project Management | One on One Coaching | Group Training

Delytics can help you obtain maximum value from your R&D and ensure your projects achieve your desired objectives, on time and within budget.

Our team is highly skilled at planning and managing complex multi-disciplinary projects in a wide range of R&D related areas including workplace innovation advances, business intelligence and new product commercialisation. Our extensive experience across many industries allows us to engage well with diverse stakeholders to create value for all parties. We can manage your R&D projects for you, assist your own staff to lead projects with hands-on coaching and mentoring, and run customised group training to upskill your staff. We also offer R&D governance oversight trainings for senior managers and decision makers.



Delytics' Mark Loeffen (left) with AgResearch's Cameron Craigie, who received 'huge value' from Delytics' one on one project management coaching.

## One-on-One Coaching & Mentoring

We offer individual coaching and mentoring for project and team leaders wanting to expand their skills through practical on-the-job support for specific projects. This is an effective way to develop your team members and equip them to become skilful and confident project managers.



“Delytics project managed the three-year strategic levy investment project Table Grapes Supply Chain Quality 2017-2020 (TG17002), which was part of the Hort Innovation Table Grape Fund. They were excellent at maintaining a relationship with us as a funding body and demonstrated strong stakeholder engagement. Their very adaptive and inclusive approach resulted in a quality outcome, and helped industry pivot their thinking. Their work certainly made a difference and was very well received.”

**Dr Anthony Kachenko**  
*General Manager, Extension & Adoption, Research, Marketing and Investment Horticulture Innovation Australia*



“Delytics has provided huge value by providing me with hands-on coaching help to manage a large multi-disciplinary meat research project I am leading. It's a very complex project with lots of moving parts, involving both very applied and theoretical scientists. Mark has helped me transition the project from the evaluation phase to the much more focused second phase, which requires robust management systems and work plans with clear specifications for success and delivery.”

**Cameron Craigie**  
*Science Impact Leader, Lincoln Research Centre, AgResearch Ltd Christchurch, New Zealand*

## Commercially-Focused Group Training

Our project management courses can be run in-house and customised to suit the learning requirements and goals of your organisation or industry. We can also offer off-site training if required.

Ideal for managers, research leaders and team members - our interactive R&D Project Management courses explore practical ways to plan and manage R&D and commercialisation projects that link well with desired commercial outcomes.

Key learnings from our R&D project management courses include:

- How to deliver R&D projects on time, within budget and to client expectations
- Sound R&D project management processes and practices
- Preparing commercially-focused project plans
- Leading and managing multi-disciplinary teams
- How to effectively present results to governance groups
- How to avoid common pitfalls



“The training course was invaluable to me. It gave me a renewed confidence to drive forward with my project with a logical structure, and great management tools and techniques. It would be very beneficial for all newbies like me to get this training before embarking on any career in research or scientific R&D as it sets a high standard for research, accountability, recording and reporting.”

**Kiri Reihana**

*Governance and Policy, Landcare Research  
Hamilton, New Zealand*



“Mark [from Delytics] delivered customised Project Management training courses at AgResearch over a period of almost eight years across four campus locations. Over 150 AgResearch staff attended these courses in order to improve their skills in managing science research projects. Mark’s experience in managing science-related projects has provided him with a unique and credible understanding of the challenges presented by science research and development projects.”

**Yvette Keys**

*Organisational Talent and Development Manager  
Lincoln Research Centre, AgResearch Ltd  
Christchurch, New Zealand*

## For more information please contact Delytics



+64 7 857 0854



info@delytics.com

[www.delytics.com](http://www.delytics.com)

### Office

Waikato Innovation Park  
1 Melody Lane  
Hamilton 3216  
New Zealand

### Postal

PO Box 9466  
Waikato Mail Centre  
Hamilton 3240  
New Zealand