

KNOWLEDGE TRANSFER PARTNERSHIPS

Strathclyde Business School
17th May 2016

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Innovate UK
Technology Strategy Board

The Offering

- **£150k* to work with a business to help them innovate & grow?**
(* Typical 24 month KTP project grant)
- **We'll write the project bid for you, but will need 3-5 days of your time;**
- **100% success rate;**
- *Accelerate Your Career, REF IMPACT statements, Journal Papers, Case Evidence, Inform Teaching and Research, Higher Degree Registrations;*

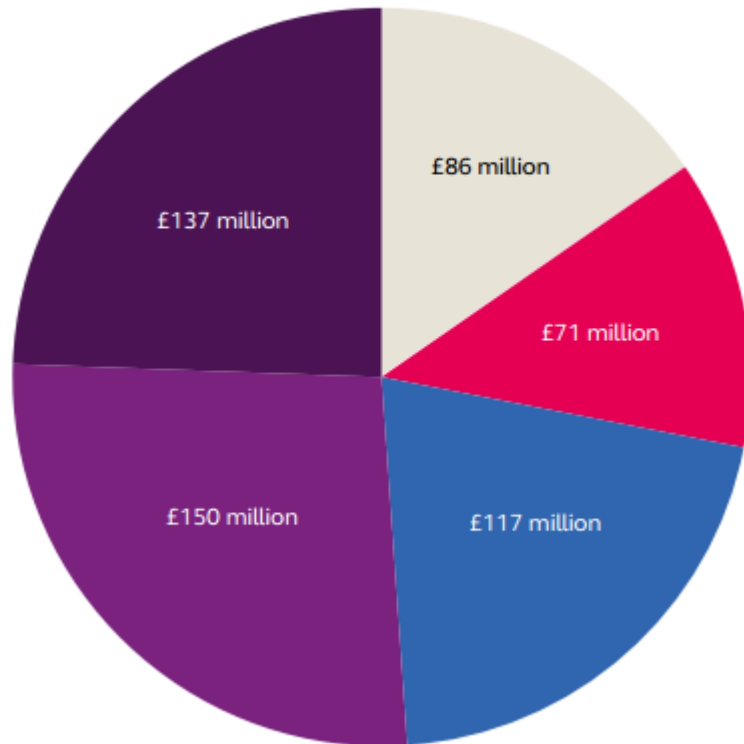
West of Scotland KTP Centre – 350+ project history, £40m+



Part of Innovate UK

Innovate Delivery Plan

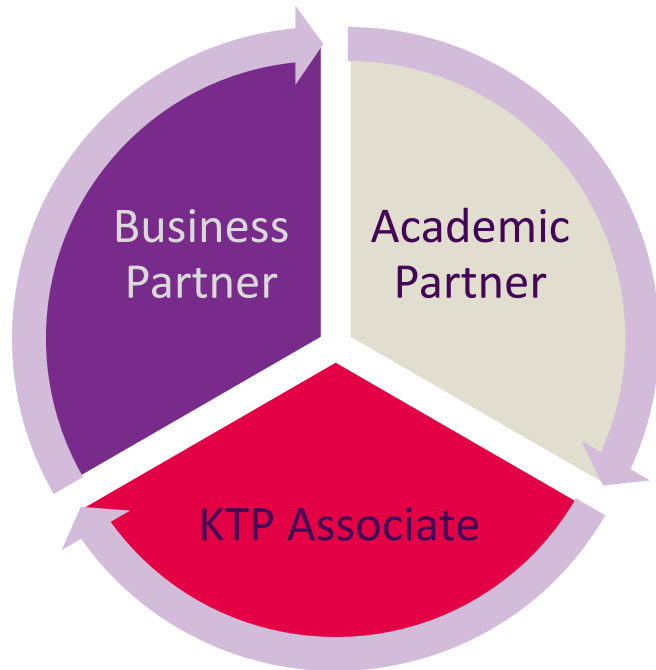
Financial Year 2016/17 Spend



- Emerging and Enabling Technologies
15%
- Health and Life Sciences
21%
- Infrastructure Systems
27%
- Manufacturing and Materials
24%
- Open Programme
13%

£561m
Core budget
for 2016/17

KTP Mission



Knowledge Transfer Partnerships (KTP)

help businesses to improve their competitiveness, productivity and performance through the better use of knowledge, technology and skills that reside within the UK knowledge base.

Innovate UK
Technology Strategy Board



Llywodraeth Cymru
Welsh Government

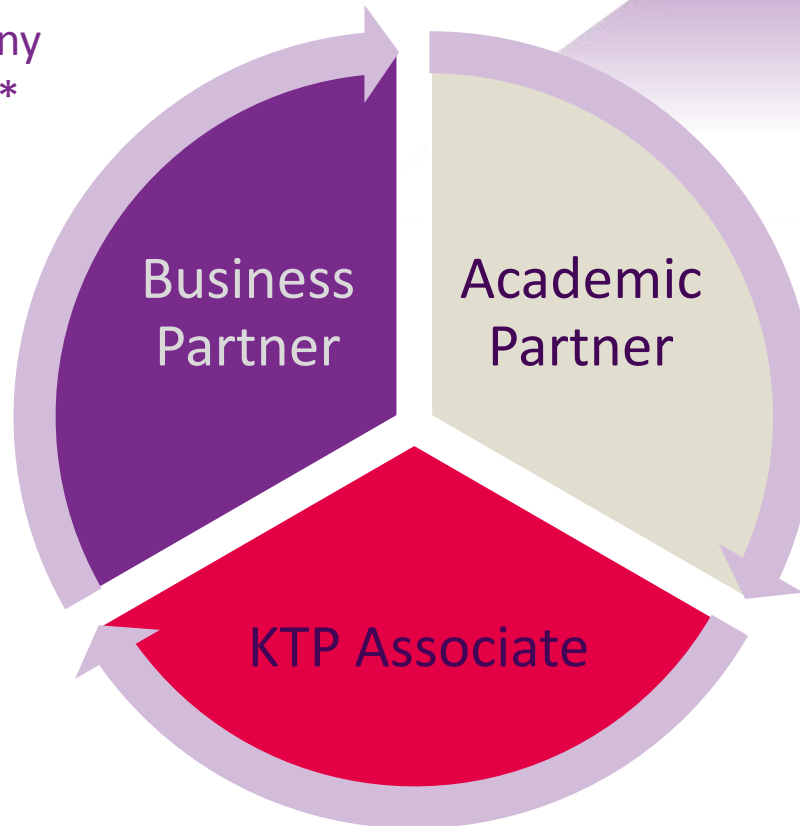


Embedding a **NEW capability**, delivering **IMPACT** through **Innovation**

Eligibility, Structure and Commitment

- UK registered Company
- NHS, Councils & LEAs*
- Charity & NFPs*
- 5+ staff

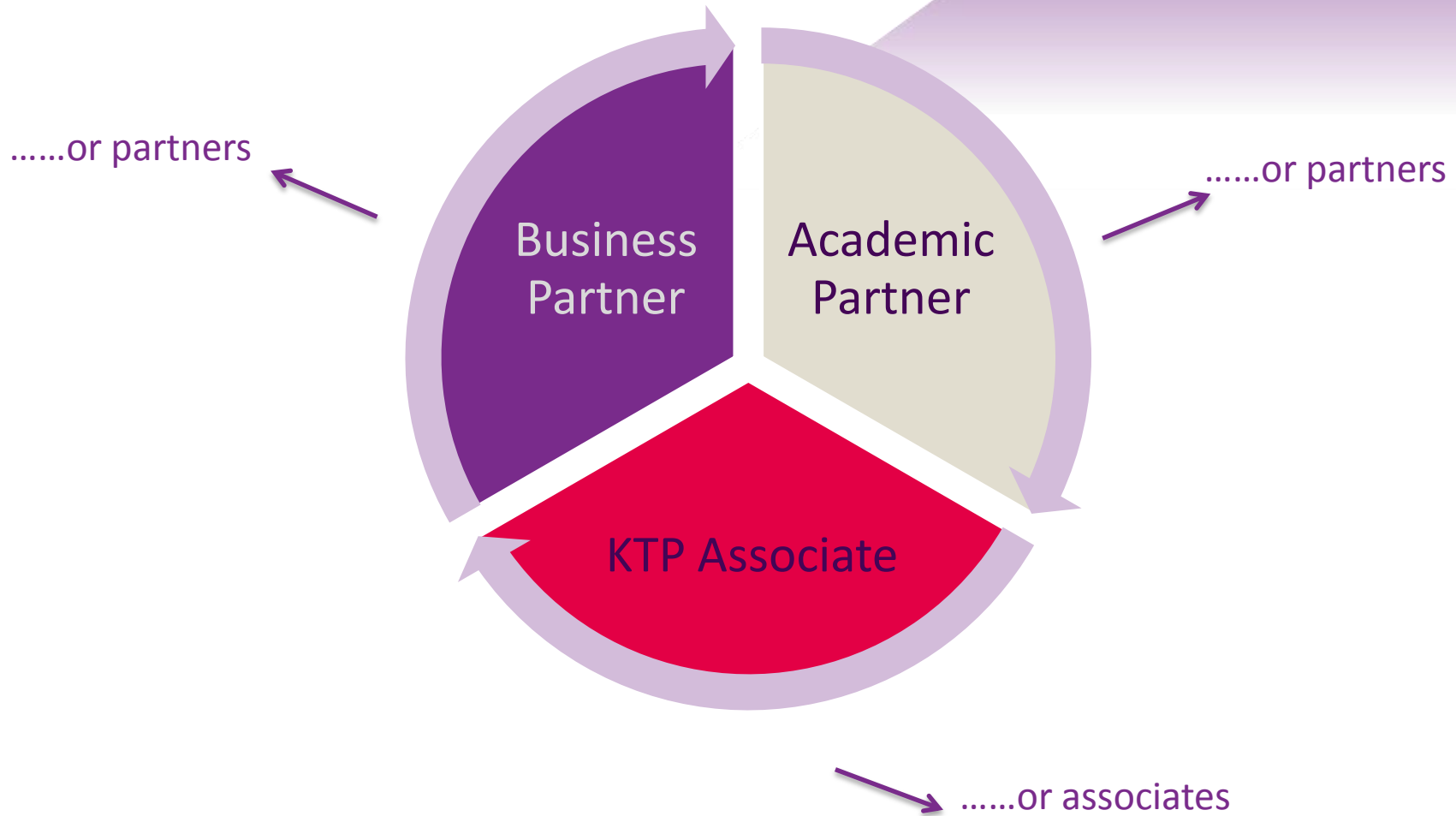
**Challenging and subject to minor sponsor support*



- 1/2day per week
- Academic team

- 2:1 or better, average age 29
- Based at company site
- Works full-time on project

Flexibility



KTP Partners



Business Partner

KTP embeds new knowledge and capability within an organisation, enhancing competitiveness, improving productivity and delivering accelerated growth.

- # 12-36m projects;
- # Up to 67% grant support;
- # Full-time KTP Associate;
- # Academic team support;
- # Flexible project scope – product, process or service innovation;



Academic Team

KTPs translate academic expertise and research outcomes into commercial IMPACT, benefitting UK businesses, generating income, producing valuable REF case studies and supporting career progression.

- # Average 24m project ~£150k;
- # Forge links with Industry;
- # Conference & Journal outputs;
- # Higher degree registrations;



KTP Associate

KTP Associates are the UK's future business leaders. Highly qualified and entrepreneurial, Associates operate at management level within an organisation, under the guidance of an academic team, to deliver the KTP project.

- # Accelerated career path;
- # CMI Training;
- # Potential higher degree;

Current UK & Strathclyde KTP Portfolio

UK-Statistics

- 708 Active Projects in UK (April 2016);
- 89 in Scotland (12.6%);

Strathclyde University:

#1 In Scotland with 24 Projects;
#3 in the UK;

- Engineering Faculty (17)
- Strathclyde Business School (4)
- Science Faculty (3)



Benchmarking and Current Activity

University	KTPs
Ulster	5
Strathclyde	4
UCL	4
Cardiff, Southampton, Portsmouth	3
Edinburgh Napier, GCAL, Heriot Watt, Glasgow	2
Total in UK	83

**data at 7/4/2016*

Accounting & Finance
Economics
Human Resource Management
Hunter Centre for Entrepreneurship
Management Science
Marketing
Strategy & Organisation



IHE Stainless Ltd
PRODUCTS ENGINEERED BY SKILLED CRAFTSMEN



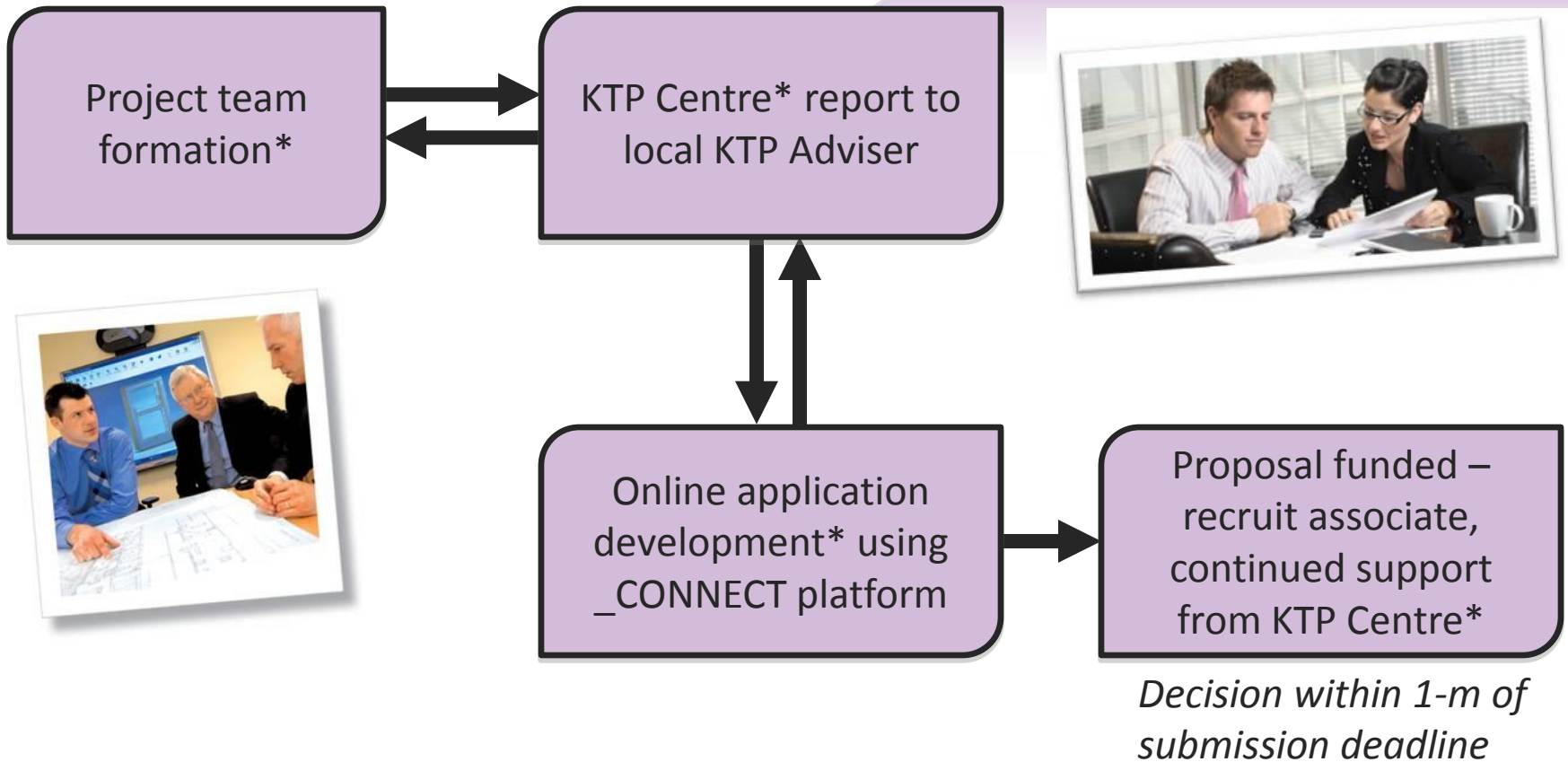
Ulster Portfolio, April 2016

Company Name	KB Contact Name	KB Department	Project
Mr & Mrs D & K Gardner (t/a Ground Espresso Bars)	Dr Karise Hutchinson	Business & Management Research Institute	To develop a standardised and adaptable Business Development Model for the continued expansion of Ground that includes collaboration with other retailers, and staff development and training.
Arbarr Electronics Limited	Dr Pauric McGowan	Dept of Marketing, Entrepreneurship & Strategy	To develop a product configurator process that is both customer leading and customer led, enabling the company to maximise revenues from their innovative energy harvesting and power management technologies.
Ballee Pharmacy	Prof Rodney McAdam	Dept of Marketing, Entrepreneurship & Strategy	To create and develop new medicines dispensing, telecare diagnostics and connected health services based on advanced medicines management technology
InspecVision Limited	Dr Pauric McGowan	Dept of Marketing, Entrepreneurship & Strategy	To enable strategic change, using innovative business practices to allow the company to leverage greater value from its inventiveness and expertise in R&D.
Cirdan Imaging Limited	Mrs Carol Reid	Dept of Marketing, Entrepreneurship & Strategy	To develop a novel user-centric digital platform for stakeholder engagement to optimise in-house Laboratory Information Systems design and increase increase product fit in marketplace.

Budget, Timescales & Grant Rates

- ✓ Project duration 12 – 36 months;
- ✓ Average project budget £70 - £80k per annum / per Associate;
- ✓ Up to £35kpa (employment budget) + £6kpa (benefits);
- ✓ SMEs: 67% grant (~£25kpa cash contribution);
- ✓ Large companies: 50% grant (~£37kpa contribution);
- ✓ Online one-stage submission, 2 month deadlines;
- ✓ Decision within 4-weeks, up to 9-months to appoint;
- ✓ 85% application success rate (Nationally);

Application Process (4-8 weeks typically)



**KTP Centre staff manage the process from project formation through to bid preparation, recruitment and ongoing financial reporting & filing of papers with KTP funders on behalf of partners.*

Case Examples



Fans, Compressors, Rotary Heat Exchangers: *power generation, petrochemical, mining, steelmaking and cement manufacture sectors. 4000staff, £120m T/O (part of Colfax Group)*

“To develop and implement a sustainable new product development procedure that will ensure timely and cost-effective delivery of commercially viable products to the market”24M, £126k project, Nusa Fain, Marketing, 2014 ;

- Self-referred (Nusa was former Howden Fellow) – David Mitchell, Head of Technology;
- New Lecturer, 1st grant;
- Supported through the process;
- Weeks Vs Months to build application;
- Potential catalyst for ongoing collaboration with internationally recognised brand;
- Forecast £7m + impact over 5 years;

Case Examples



Distillation, blending, bottling and selling of alcoholic beverages. Well known brands include Glenfiddich, The Balvenie and Grant's whisky. Part of £1Bn T/O Group of companies.

“To embed innovative project management knowledge and expertise in order to deliver multiple strategic change projects, enhancing operational efficiency and delivering business growth.”

.....24M, £129k project, Steve Paton, S&O, 2015

- Self referred: Steve Paton (exec education) – Kieran Phelan, Global H&S Director;
- Buy-in at Board Level;
- Strong potential for further KTP activity as well as deepening of SU relationship;
- Forecast £10m+ impact over 5 years;

Case Examples



Provision of public sector procurement solutions, offering buyers and suppliers access to a database of current open contract opportunities.

“To embed economic and community benefit modelling and supply chain visualisation expertise and develop a web-based tool for assessing the economic impact and community benefit of projects utilising BIP's product and service offering.”

.....27M, £150k project, David Hillier*, Accounting & Finance, 2015

**joint investigator: Dimitris Andriosopoulos*

Case Examples

IHE Stainless Ltd
PRODUCTS ENGINEERED BY SKILLED CRAFTSMEN

Stainless and mild steel fabrication, primarily tables, cabinets and bespoke kitchen furniture and provide maintenance services.
- Micro Company, 6 staff.

“To embed strategic marketing and product design expertise in support of a new range of high-value architectural furniture products”

.....24M, £133k project, Alan Wilson, Marketing, 2014
(Collaboration with DMEM)

- SE Account Manager Referral;
- Project costs under-written by director (father of MD, also KTP award holder);
- Forecast £0.5m+ impact over 5 years;

Case Examples



Company
assessment



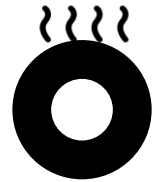
Market research
into metal
furniture



Analyse
results



Radiator
market



Designer
radiators



Case Examples



“To create analytical tools to uncover causal trends in water quality failures within the water treatment system, focusing on progressive risk of bacteriological growth, to predict failures and plan efficient interventions.”

..... Prof Lesley Walls, Management Science, (24M, £145k project - 2015);



..... Prof John Finch, Adam Smith Business School, (30M, £180k project - 2014);



“To develop new knowledge and understanding of the strategic factors which drive tourism potential on the Scottish canals and to develop and implement a strategy for increasing tourism to four different canal locations in Scotland”



.....Prof Justin Lennon, Moffat Centre for Travel and Tourism

Case Examples



Provide Business Process Analysis tools for flexibly designing, optimizing and implementing more productive processes Across the enterprise

“To embed sophisticated mathematical modelling and optimisation expertise in order to deliver real-time capacity planning within the OpEx workforce management product suite”

..... Kerem Akartunali, Management Science;



“To utilise progressive management techniques to automate business processes to support a strategy to enter higher-value markets while increasing operating efficiencies”

.....Jillian MacBryde / Steve Paton;

Case Examples

Sainsbury's



“To transfer knowledge of leading econometric methods from academia to the retail sector on how to rigorously measure consumer demand for ethical labels.”

..... Dr Sandra Sequeira, Dept of International Development;



UNIVERSITY OF
Southampton

“To develop a real-time model of client trading performance in order to strengthen risk management strategy”

..... Dr Ming-Chien Sung, Southampton Management School;



London Mutual
Credit Union

“To develop the infrastructure for risk assessment and regulatory compliance capability for housing finance business required to support sales of mortgages to and attract deposits from new and existing members.”

..... Dr Sallyanne Decker, Dept of Accounting and Finance;



For More Information.....

Knowledge
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West of Scotland KTP Centre



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About Us

Creating Impact through Innovation

Knowledge Transfer Partnerships is Europe's leading programme helping business to improve their competitiveness and productivity through the better use of knowledge, technology and skills that reside within the UK knowledge base. KTP is funded by Innovate UK with 12 other funding organisations.

**KTP Associate Seminar - Glasgow
- 16 March 2016**

**KTP Associates Conference 2016 -
Coventry - Registration now open!**

**Approaching halfway – KTP
project between Strathclyde
University and William Grant &
Sons**



Tweets by @WestScotlandKTP

WestScotlandKTP Retweeted
 KUEnterprise Support
@KUEnterprise
R&D job for Electronic/Electrical
Engineering or Computer Sci MSc grad
@vocality. Up to £40K #KTP
ow.ly/Zqgah



Job details - Jobs - Kings...
Kingston University is the la...
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