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# Graduate Case Study

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# Associate Profile: Craig Lindsay

**Name:** Craig Lindsay  
**Qualifications:** BEng Hons Electrical/Electronic Engineering  
**Current Role:** Design Manager  
**Location:** Plymouth

## IN MY KTP I...

My KTP was with the University of Plymouth and Patronics International Limited, a company that wanted to add design services to its manufacturing organisation. The company's core business is the assembly of circuit boards, and it had no facility to offer technical services, so the aim of the project was to introduce in-house electronic design and technical expertise to meet customers' growing design requirements. I developed a design department and gained backing to acquire a new CAD software package that included training, backup and future additional enhancements. Training in circuit design technologies enabled me to provide a redesign solution that allowed Patronics to make use of £150k worth of otherwise obsolete stock, saving an estimated £2,500 in external design costs and avoiding weeks of delay in delivery to the customer. I also developed, implemented and embedded robust and fully documented processes and procedures that conform to the ISO 9000 industry recognised standard.

## HIGHLIGHTS OF THE PROJECT WERE...

During the project I was able to achieve many key company and personal objectives, including developing processes and procedures for the new department, preparing quotes and winning design work which contributes significantly to the company's annual turnover. The KTP scheme enabled me to be in a position where I was meeting regularly with customers and suppliers, and communicating with staff and senior management on many different levels.

## THE BEST THING ABOUT BEING A KTP ASSOCIATE IS...

The support offered from the company and the university's academic team is invaluable. The partnership brings benefits to all involved. The company was able to draw skills and knowledge from the university's resources, the university was able to develop circuit boards for teaching resources, and I was able to get my foot in the door of an excellent company in a position that enabled me to show my knowledge and hunger for new and exciting challenges.

## FROM KTP I HAVE LEARNT...

I have learnt in many ways from the day-to-day operations of business and manufacturing in general, and more personal experiences like becoming more assertive. The KTP scheme enabled me to complete my Certificate in Management at the University of Plymouth, attend training on project management, and in engineering related subjects like EMC implications for design, RF design, PCB design, and RoHS legislation.

## LIFE AFTER KTP IS...

After my KTP project I was offered the position of Design Manager at the company and now manage six other engineers and technicians within the Technical Services Department.

## I WILL RECOMMEND KTP BECAUSE ...

My career has moved forward in a way that I could not have imagined and would not have been possible without the unique opportunities that the KTP scheme offers. It gives you the experience of leading a major project that is often key to the company's competitiveness and future business growth.

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Knowledge Transfer Partnerships is one of the largest graduate recruitment programmes in Europe and is managed by the Technology Strategy Board. KTP uses the knowledge and skills of high calibre graduates and their academic supervisors to inject fresh ideas into UK businesses.

*"KTP has given me the opportunity to develop my career and make a real and very positive difference to this fantastic business."*

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