

Issue Three
January 2006

Knowledge Transfer Partnerships

A DTI Business
Support Solution

E-Transfer



"The quarterly bulletins will showcase the tangible benefits that Knowledge Transfer Partnerships (KTP) offers through good news stories and a selection of high profile case studies"

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Welcome!

Welcome to the third issue of e-transfer; this e-bulletin has been developed as a means of communicating what's happening at KTP.

The quarterly bulletins will showcase the tangible benefits that KTP offers through good news stories and a selection of high profile case studies. The information in these bulletins can be reproduced and also aims to help provide a mechanism to share regional initiatives.

e-transfer is distributed to all stakeholders involved in KTP and we would like to actively encourage everyone to use the material as a way of promoting KTP within your internal organisation, as well as it forming part of the office's marketing effort.

As the first edition of 2006, the KTP team would like to wish you all a very Happy New Year!

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KTP Annual Awards Event

KTP holds an Annual Awards event, which has been used as a celebration of the achievements of KTP and to present the winning partnerships and the Business Leaders of Tomorrow with their awards.

This year marks the 30th Anniversary of KTP and therefore is an additional opportunity to use the Awards as a platform to showcase KTP to parties not already involved in the programme.

The aim of the Awards event 2005 is to announce the award winners and to publicise Knowledge Transfer Partnerships, as well as celebrating a selection of notable achievements from the programme's 30-year history. The Awards event 2005 will be held at the Savoy Hotel, London on the 28th March.

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Annual KTP Manager's Conference – 10th and 11th November 2005

The Sage Gateshead saw some 140 KTP Managers, sponsors, advisers and others gather in mid November 2005. The Annual KTP Managers' Conference was organised and hosted by KTP North East. The event, run by the Managers for the Managers, is a great opportunity for networking as well as hearing about the latest developments in KTP.

Speakers on the first day included Debbie Buckley-Golder who described the many activities and achievements during



KTP Manager's Conference
Right: Dr Debbie Buckley-Goder
Centre: Peter Munday
Left: Alan Clarke CEO One North East

**Momenta's first full year as
Managing Agents of the
Knowledge Transfer
Partnership programme.**

Debbie detailed progress against the IT strategy and developments towards increased regionalisation. Kevin Knappett gave the view from DTI and highlighted work on international KTPs and the pilot with venture capital companies. The managers took the opportunity on the second day to expand on Kevin's announcement that Full Economic Costing was imminent through a question and answer session. Richard Parker Smith set us all the challenge of reducing the number of proposals rejected at PAG because of poor accounts and led an informative workshop on company finances.

Life as a sponsor and working closely with RDAs were the themes of our speakers from ONE North East, Lewis Rimington and Martin Finlayson, and John Farrow updated us on progress with EPSRC's Collaborative Training Accounts. It became clear that life as a sponsor is not easy, especially with an audience as hard to please as the KTP Managers.

The theme of the conference became "we are all pulling in the same direction", illustrated by Bob Howlett speaking on the KTP National Forum and the best-practice sharing "New Tricks for Old Dogs" and "Old Tricks for New Dogs" sessions. It was clear from the atmosphere and the participation levels that we all want to make KTPs a better product, ensure they run smoothly and benefit all partners. We can only do this if we co-operate, share best practice and are able to have open discussion of the issues and hot topics of the day. Looking back, this year's conference achieved this.

Ian Harrison will be retiring during the coming year and his cheerful attitude, enthusiastic support and ability to answer difficult questions in front of a large audience was acknowledged and we all wished him well for the future.

The ultra-modern surroundings of The Sage Gateshead, officially opened by HM The Queen in October 2005, was thrown into sharp contrast by the venue for the Conference Dinner. Lumley Castle was built over 600 years ago and still hosts Elizabethan Banquets with courtiers providing the entertainment. Derek Hurren and Claire Rowson were Lord and Lady for the evening, supported by their retinue. The rest of us sat below the salt. Delegates danced the night away in the dungeon.

Thanks are due to all the speakers, organising team and delegates for making the conference a success.

Val Wooff, KTP Manager, Durham University

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KTP Comes to Parliament

On the 12th of October the prestigious Scottish Parliament building played host to the penultimate Scottish KTP Associate Seminar of 2005. Allan Wilson MSP, the Deputy Minister for Enterprise and Life Long Learning, sponsored this event.



KTP Comes to Parliament

From left to right: Louise Jardine, Tomi Ajentunmobi, Dr Johnny McMichael, Tony Mitchel, Senior advisor North Group, Brian Carpenter, and Anne Keane, East of Scotland Centre Manager.

The Scottish Associate Seminar series, which has been running for eight years, acts as a way of showcasing the KTP Projects that are currently running across Scotland.

The seminars are a great way of marketing KTP to academics and companies alike as they give a good insight into the benefits of participating in knowledge transfer.

Image courtesy of Song Zhou, Polar Engines and Strathclyde University

Once the Associate has been in place for 12-18 months, they are scheduled to present at a relevant seminar. Following a brief introduction by one of their supervisors, Associates then present on their project; detailing its background, its aims and significant developments to

date. These events are organised by the Scottish KTP Centres and provide excellent networking opportunities for the Scottish KTP community, for Associates, academics and company contacts. In Scotland there are around ten of these events per year held throughout the country in a range of interesting venues.

The Seminars are organised on a theme basis such as, production, engineering, marketing, or as in the case of the Scottish Parliament event, biotechnology. Presenting at the Parliament event included Louise Jardine of the University of Edinburgh; Louise is working with CSC Crop Protection Ltd and detailed her work on establishing a new division within the company specialising in land remediation and restoration. Louise was followed by Dr Johnny McMichael of DB ECOsystems Ltd and Napier University. Johnny presented on his work on eradicating biofilm and pathogens such as *Legionella pneumophila* that pose a threat to human health. The main aim of his work within DB ECOsystems Ltd is to develop the company's products as safe and effective air disinfectants and introduce them to the healthcare industry.

Brian Carpenter of Auvation Ltd and the University of Aberdeen then presented on the discovery and validation of colorectal cancer biomarkers, whilst Tomi Ajentunmobi of Glasgow Caledonian University and Good Food International Ltd talked about her nutritional product development project designed to exploit the knowledge of food polysaccharides and micronutrients in the development of new food products.

The event then concluded with lunch and a guided tour of the new Scottish Parliament building.

The Scottish Associate Seminar programme for the next few months is listed below and an open invitation is extended to all. If you would like to know more about the Associate Seminars please contact Lorna Gray Tel: 0141 548 2430 or email lorna.k.gray@strath.ac.uk

The KTP centres in Scotland Seminar Series for 2006 is as follows:

- Tuesday 7 February - Marketing & Management - Edinburgh (venue tbc).
- Wednesday 15 February - Product Design - Aberdeen.
- Early March (tbc) - Chemistry/Biotech - Dundee.
- Wednesday 23 March - Engineering - The Tron Theatre, Glasgow.
- Early May - Environment - Aberdeen.
- Wednesday 31 May (tbc) - Marketing & Management - Edinburgh.
- Wednesday 14 June - IT - The Wynd Centre, Paisley.
- September (tbc) - Design/Product/Process Technology - Edinburgh (tbc).

- October (tbc) - Engineering - Aberdeen (tbc).
- Wednesday 15 November - IT - Hamilton Race Course, Hamilton.
- December (tbc) - Biotech/Chemistry - Dundee (tbc).
- Alan Hendry, Regional Development Manager, KTP.

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Sponsor's Perspective - Invest Northern Ireland

KTP is promoted as one of the main technology transfer programmes in Northern Ireland. The range of technology and innovation undertaken, and the success achieved via KTP is a credit to all involved, Queens University, Belfast (QUB), University of Ulster (UU), College of Agriculture, Food and Rural Enterprise (CAFRE) and more recently the Further Education Colleges and of course our company participants.

The establishment of successful KTP partnerships between business and Higher Education provides the structure and ongoing support necessary to equip many of our SME's with the skills they need to succeed. KTP is open to all businesses in Northern Ireland regardless of size and sector and our aim is to increase the number of partnerships with Invest NI client companies.



Carol Keery

By placing innovation, knowledge transfer and investment in R&D at the top of every local agenda, Invest NI can work to create a more competitive and profitable NI economy – a marketplace where companies lead when possible and where we compete at every opportunity. Invest NI will continue to work with its R&D partners and business to ensure that KTP contributes directly to Northern Ireland's Regional Innovation Strategy "think/create/innovate" and to our key aims and objectives.

The KTP programme creates and fosters vital links between industry, academia, and Government. This year already we are supporting 61 KTP partnerships, involving 68 Associates in Northern Ireland and this is very much a success story we want to build upon. With increasing activity within the Further & Higher Education sector, continued success within the Universities and the ongoing growth of the programme within CAFRE, KTP has never looked healthier. KTP is developing to embrace a wide academic resource and we look forward to seeing an ever more-varied array of projects and partnerships enjoy the very real benefits, which KTP can deliver.

We at Invest NI will continue, with support from the European Regional Development Fund under the Building Sustainable Prosperity programme, to deliver funding to the KTP programme within NI. KTP has a wonderful track record in Northern Ireland and it's one that I would like to see strengthened and developed and I am confident that we can do it.

In closing, I would like to express my thanks to all the national Sponsors particularly to DTI, who co-sponsor most of our Northern Ireland projects. A special word of thanks also to Momenta and our local consultants, Ken Frame and William Morris, who help progress our applications through the regional stage and PAG.

If Northern Ireland is to prosper, the knowledge that lies within our Further and Higher Education Establishments must be translated into value added activities.

The challenges are great but the prizes are huge.

Carol Keery Head of Knowledge Transfer, Invest NI.

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Regional Spotlight – South West of England

Regional Seminars

The South West Universities run two regional seminars each year to showcase the achievements of the region's KTP projects.

This year's events were held at Bristol Zoo Gardens (organised by the University of the West of England) and at the University of Plymouth.



In addition to offering the Associates an excellent opportunity to network and to make use of their presentation skills gained at the KTP training modules, the regional seminars are used as a marketing tool to attract new academics, businesses and graduates. Nothing sells KTP better than an Associate presentation on a successful KTP project. The events are often focused on a specific target audience – business or academia.

In addition to presentations by second year Associates from the region, the organisers invite a number of key speakers, such as KTP Company MD's, representatives from the University with responsibility for Innovation and Research, motivational speakers or one of the sponsors. First year Associates are invited to participate in the exhibition, which runs alongside the presentations (see picture of Becky).

The day is usually rounded off by a well deserved after seminar drink or dinner for the Associates, which again is an opportunity for them to network and for the KTP offices to get some feedback from their Associates.

The seminar at the University of Plymouth in October was particularly aimed at encouraging new academics to join KTP and it was therefore held at the University premises. In total over 130 delegates attended the event, including 45 academics (both experienced supervisors with KTP, and prospective new supporters) and 10 new potential companies.

As a result of this event the KTP Team at Plymouth University has:

- Engaged in discussions with 10 prospective KTP companies.

- Initiated a number of discussions with experienced and new academics about potential KTP projects and links with industry.
- Made contact with a number of intermediaries to support KTP marketing efforts.

Other spin-offs from the event include: Business contacts made by Associates with other (KTP) businesses and 2 new student projects initiated.

The next SW regional seminar will be hosted by the University of Bath on Thursday 11th May 2006.

South West Universities are:

- Bournemouth University.
- Bath Spa University.
- Exeter University.
- University of Bath.
- University of Bristol.
- University of Gloucestershire.
- University of Plymouth.
- University of the West of England.

Alexandra Humphris-Bach, South West Regional Development Manager

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Partnership Profiles – Showcasing the best case study material

KTP develops packaging design for FMCG company, Unilever

Leading global brand FMCG company, Unilever, an active member of the Faraday Packaging Partnership, engaged the services of designers and engineers from the School of Mechanical Engineering and the Keyworth Institute at Leeds University in this Knowledge Transfer Partnership (KTP), which pioneered a collaborative design process for Unilever’s packaging used in the personal care business unit. This KTP was delivered by three Associates and was sponsored by the Engineering and Physical Sciences Research Council (EPSRC).



“It was the most enriching experience ever. It has prepared me well for the future (both at a personal and a career level).”

Borja Ramirez, KTP Associate

The project was set a big challenge from the outset, establishing a low-cost, computer based resource to facilitate packaging design across multiple locations and organisations. The partners identified potentially suitable software collaboration tools and hardware, working extensively with external and internal suppliers to develop them. The newly created Virtual Packaging Design Office (VPDO) applied the latest in design processes and collaborative thinking to an IT based system. The technology was tested firstly within Unilever by collaboration between 10 internal departments and five external companies across four continents and, secondly, by student collaboration at the Universities of Leeds and Strathclyde. Achievement of the project objectives resulted in Unilever considering the approach for global team working in other areas of their business.

Benefits of this KTP have included:

- Established the benefits and protocols for international collaboration using the internet and changed the international design culture by enabling real time interaction between geographically dispersed people (virtual design) without extensive travel.
- Pioneered and developed “leading edge” collaboration technology for Unilever global packaging projects, which has significant potential benefit in other business areas.
- Enabled a £1.2 million increase in corporate profit through reduced time to market, reduction in travel and enhancement in packaging quality.
- The Academic partners research and teaching was significantly enhanced in design engineering; effective engineering and enterprise engineering.

- The careers of the three Associates were enhanced tremendously.
- Continuing collaborative relationship between Unilever and the University.

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Associate Profile: Cameron Fraser

Cameron Fraser is an Associate working as the project manager for Heriot-Watt University/Caledonian Aerotech partnership. He graduated with a BEng (Hons) in Chemical Engineering with Diploma in Industrial Training from Heriot-Watt University 2003.

"I graduated from Heriot-Watt University in 2003 with a BEng in chemical engineering. As part of my degree, I'd taken an optional year out to complete a diploma in industrial training at BP's complex at Grangemouth; and the exposure to such a massive, multi-discipline, complex business made me keen to get back into that industry. However, I was also interested in working for a smaller company.



Cameron Fraser

This left me in a dilemma after graduating. There seemed to be a real lack of opportunities that year in the oil & gas industry and I did not want to take a role that I wouldn't feel

comfortable in. A few weeks after receiving my degree I was contacted by one of my lecturers who arranged for us to meet and discuss the Knowledge Transfer Partnership (KTP) scheme and informed me of the opportunity at Caledonian Aerotech. I applied for and was offered a position as a KTP Associate in a 36-month project in partnership with Heriot-Watt University.

For me the beauty of KTP is to have the freedom to manage such an important project, to be employed as the 'expert' in the company and to have an opportunity to put my own ideas into practice.

Caledonian Aerotech is a specialist global recycler involved in the Aerospace industry. It specialises in managing and processing complex alloys from the aerospace industry, where its customers include companies such as Rolls-Royce. The process I have been working on is to significantly improve production quality and throughput whilst at the same time reducing fugitive emissions to the atmosphere. The company's challenges include having to meet increasingly stringent environmental standards in Europe and the US, and a changing manufacturing process, which resulted in severe process quality issues.

My work included identifying all sources of fugitive emissions and to develop ways to reduce and recover solvent losses. In addition I used Heriot-Watt University to help with the latest research on alternative solvents. Using my academic supervisor (an expert in this field), we have been able to pull together and utilise a huge knowledge base. This aspect of the company–university relationship is a vital part of KTP and this research is something that the company would not have been able to do itself.

Aside from the massive amount of experience I am gaining as a project manager, KTP has enabled me to continue my academic studies. I am currently working on an MPhil in Chemical and Process Engineering, which will generate one or two academic papers. Additionally I am taking the NVQ Level 4. Combine these with the money available for other personal and professional development and you have a package that is really competitive if not better than what most companies are offering.

I have been lucky to be placed with a company that is quickly growing, which means lots of travel opportunities and a project where I can use and develop my engineering skills. Almost two years into the project I have played a crucial role in the design, building and commissioning of a state-of-the art degreasing process and have just finished the installation of a new titanium process, a first for the company. To date I have spent over 1 year in the US implementing these projects and have travelled to some 20+ states.

“There can't be many opportunities that compare”.

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Good News Stories:

KTP project leads to prestigious win for the University of Reading

Congratulations to the University of Reading who have been awarded the 2005 Computing Awards for Excellence. The Computing Awards for Excellence is the leading, largest and most prestigious event for IT business leaders. In an auditorium of 1,000 of the industry's most influential people, the University of Reading were the only University represented at the awards event, held in Battersea Park Arena.



Winning the Voluntary Sector Project of the Year, this award recognises the best IT project completed during the past 12 months by a voluntary sector organisation, such as non for profit groups or charities. Key criteria for the award states that projects must deliver improvements to fundraising or support initiatives vital to the work of the voluntary organisations.

The University of Reading's project was a KTP scheme with GAP Activity Projects (Gap), an educational charity that provides overseas volunteering placements for 17 to 25 year olds. Each year, Gap places 2,000 volunteers in projects in 31 countries.

Gap worked with The University of Reading on a project to web-enable its processes, as part of a Department of Trade and Industry-sponsored programme.

A number of innovative systems were developed using modern programming tools and as a

result of the project, more than 80 per cent of applications are now completed online, freeing up staff time for other work.

Gap has gone on to launch an electronic magazine to communicate with more schools, and overall marketing costs have been cut through the higher-profile web presence.

The new systems will support greater internationalisation of the charity's work, aid fundraising and help create new services for Gap students.

The key people involved in the project were:

- Dr Rachel McCrindle and Dr Shirley Williams, School of Systems Engineering, The University of Reading.
- Mr Tom Robinson: KTP Associate - ex Reading CS undergraduate and working as a full time employee of GAP since completion of the project.
- Ms Lynn Harris and Mr Donald Boag: GAP Activity Projects.

Details of all the winners can be found in the November 17th 2005 edition of Computing Magazine. www.computing.co.uk.

This is a very high profile and important win for both Reading and GAP Activity Projects, so very well done!

West of Scotland KTP Centre – sesquicentennial projects achieved

February 5th 2006 marks the first ten years of the West of Scotland KTP Centre in Glasgow. Set up as the West of Scotland TCS Centre for Small Firms, it has seen a huge change in



PLM at Spartan Solutions Ltd

the ten years. When the Centre started, Scotland had only 33 projects or 6% of the total. Scotland now has a network of three Centres and an office in Tayside together boasting up to 120 projects and 11% of the total.

L to R Mr Jamie Henderson, KTP Centre, Jim Green, Spartan Solutions, Dr Peter Dickman and Professor Muffy Calder both University of Glasgow, John Glen, Spartan Solutions, Dr David Brown, KTP Centre, Dr Gerry Black, KTP Adviser

Elaine Wallace, from the Centre comments,

“This has been a fantastic ten years – we have assisted a diverse range of companies and academics and helped to facilitate their partnerships into exciting KTP projects”.

“I attend the LMC meetings and enjoy seeing at first hand the results and benefits as they accrue during the project. It has also been interesting working with sponsors, especially the Scottish Executive, and also the KTP Programme Team at Momenta”.

In the past ten years the West of Scotland KTP Centre has facilitated over 150 projects, to the value of £16M and have engaged with its eight HE partners. The biggest participant has been University of Strathclyde with 92 projects funded and the centre hopes soon to have a project submitted with the Royal Scottish Academy of Music and Drama.

“This has been one of the most rewarding and enjoyable jobs I have had in my long academic career.” Says the manager Dr David Brown, “Although I am a mechanical engineer, I have had to tune my ‘technobabble’ to work with the whole range of academic

disciplines – a challenge but with great outcomes.”

KTP Awards Honour SME Achievements

Fifteen of Northern Ireland’s most dynamic and innovative small firms were honoured at this year’s Knowledge Transfer Partnership (KTP) awards event, held in Magherafelt’s Terrace Hotel on 8th December 2005.

Companies from sectors as diverse as construction, software engineering, electronics, leisure vehicles, automotive and civil engineering and more took part in the prestige business gala.

Guest of honour at the event – hosted this year by the University of Ulster – was Professor Fabian Monds, outgoing chairman of Invest Northern Ireland.



Professor Richard Barnett

“KTP has a wonderful track record. The evidence of success is all around us tonight,” said Professor Monds.

Congratulating the winners, associates and partners on their awards, the University of Ulster’s Acting Vice-Chancellor, Professor Richard Barnett said: “The promotion of innovation is a core objective of the University: and it’s important to recognise that ‘knowledge transfer’ is not just a one-way process of transferring knowledge from the University to the KTP associate firms – the knowledge we gain from our participation in the partnership is vital to our own processes of innovation.”

Dr Debbie Buckley-Golder, KTP Programme Director, congratulated all who have taken part in Knowledge Transfer Partnerships in Northern Ireland and all who had won awards at the

event.

NI companies who received awards were as follows:

- Anderson Manning Associates Ltd.
- Creagh Concrete Products Ltd.
- Hagan's Leisure Ltd.
- Indicators International Ltd.
- JPM Contracts Ltd.
- Keystone Lintels Ltd.
- Langford Lodge Engineering Ltd.
- Leslie Stannage Design Ltd.
- McAvoy Group.
- T G Eakin Ltd.
- Texthelp Systems Ltd.
- Warmflow Engineering Ltd.
- Waste Water Controls Ltd.
- Webtech (NI) Ltd.
- Wrightbus Ltd.

OBE for Former TCS Centre Manager

Professor Andrew Self, PVC at Kingston University, has been awarded an OBE for services to Higher Education.

Andrew says that one of the most rewarding activities of his career was his involvement with the Teaching Company Scheme, now KTP. He proudly reflects on his involvement in the establishment of one of the original three TCS Centres for SMEs.

He claims that his success in KTP and other HE activities is founded in his belief that knowledge is like food, it has no calorific value until eaten.



Professor Andrew Self OBE

This success includes his vocational approach to degree programmes which he developed as

Head of Engineering and which were instrumental in increasing his School's student population from 500 to over 2000, a teaching quality score of 24, his appointment as PVC Enterprise and Kingston University being named as the Knowledge Exchange for the second largest HEIF2 programme in the nation.

His passion now is to provide KTP-type support to start-ups and he now anticipates funding HE supported company start-up centres throughout the nation.

We would value any feedback you have about this newsletter. Please contact marketing@ktponline.org.uk with your thoughts and suggestions.

We look forward to hearing from you.

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