

# 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 sixth 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.

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**Sensors Knowledge Transfer Network (KTN)**

The Sensors KTN recently held their first Research Facilities event, a showcasing workshop. The event launched the Sensors KTN Research Facilities Special Interest Group (RFSIG) and also aimed to promote industry engagement with scientific Research Facilities.

The Sensors KTN is the UK's sensing network. One of 20 KTNs supported by the Department for Trade and Industry (DTI).



The Sensors KTN was created in recognition of the strategic importance of sensing to the UK economy, embracing the entire range of sensing activity from fundamental measurement principles to instrumentation, data processing and devices. The Sensors KTN works with the whole sensing community, including academics, large and small businesses, research councils, government departments and users of instrumentation in scientific Research Facilities such as CERN and the new UK synchrotron, Diamond Light Source. The Sensors KTN has government support worth more than a million pounds a year.

The aim of the Sensors KTN is to work with industry and researchers to exploit sensor technologies, whilst informing Government on the future impact of sensing. Its mission is to improve UK sensing innovation by transferring knowledge to businesses and enabling them to access the best science and technology, or as Nathan Hill, Managing Director of Qi3 and Technology Translator at the Sensors KTN puts it,

'Industry engagement works on three levels: technology development, industry supply and knowledge transfer. Our overall aim is to stimulate innovation and foster industry engagement with scientific Research Facilities.'

The Sensor's KTN Research Facilities event, held on the 11th September at the CCLRC Rutherford Appleton Laboratory, attracted some 250 people, 70 per cent of whom were from industry. The event was the first in a series of events, which aims to 'provide a joined-up approach to Research Facilities'.

The Sensors KTN used the event to present opportunities from 12 Research Facilities to industry. Nathan Hill comments,

'The event was a great success. There have been plenty of enquiries from businesses wishing to get involved.'

'A good example is a company that supplies instrumentation to the European Space Agency which is now in deep discussion with the Culham Fusion Team on the supply of diagnostic instrumentation. Essentially the event introduced the company to the opportunities in Research Facilities, which fosters the spreading and deepening of technical capabilities.'



***Nathan Hill, Managing Director of Qi3 and  
Technology Translator at the Sensors  
KTN***

The link between Knowledge Transfer Partnerships (KTP) and KTN is an 'actual and active' one. Sitting alongside each other in the DTI portfolio, both KTP and KTN work to promote the exchange of knowledge and the stimulation of innovation. As part of their remit KTNs are responsible for promoting KTP to their communities, and as a result the Sensors KTN has facilitated four KTP programmes since last November. Nathan says,

'KTP is a great product that we can offer people when it's appropriate, and we are keen to strengthen this relationship going forward. Doug Irish (KTP Advisor for Bedfordshire, North London and Buckinghamshire) recently attended one of our monthly meetings to brief us on the current status of KTP and how to promote the programme.'

The Sensors KTN was only established six months ago, but it faces an exciting and strategic future going forward, according to Nathan.

'Our role now is about moving out – being active, engaging and promoting industry needs in this exciting market.'

To find out more information, please visit: <http://www.qi3.co.uk/sktn> and <http://www.sensorsktn.org>

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## **Knowledge Transfer Partnerships – a view from the boundary by *Ian Harrison Director, Innovation Diffusion, DTI, now retired***

**This year we have celebrated 30 years of TCS and KTP. A scheme designed to give a select group of graduate engineers some training in how they might contribute innovative approaches within a major business has metamorphosed into one of the world's leading knowledge transfer products where businesses of any size can grow their strategic understanding and capability.**

**At the present time we are seeing increasing interest in, and demand for, KTP projects. Why? Perhaps because this is one of the few ways in which a group of organisations and people can gain mutual benefit, which opens up new opportunities and creates the potential for a lasting relationship.**

But KTP did not happen overnight. It has evolved over those 30 years, sometimes by trial and error, but most of all by the commitment and enthusiasm of all those involved.

Nowadays the 'KTP community' is large. As well as 30 'KTP Advisers' – who look after the needs of a group of universities/colleges and help to put projects together – there are 'KTP offices' in most universities, a dedicated team of staff at our managing consultants, Momenta, and many individual academics, business people and current or former KTP Associates who are working in practical knowledge transfer.

In getting 'from there to here' we have had the benefit of advice from distinguished panels



***(L to R) Ian Harrison, formerly Director, Innovation Diffusion, DTI, Sir Sam Edwards, KTP founder and Dr Debbie Buckley-Golder, Programme Director, KTP***

of people in our Quinquennial Reviews, chaired by Sir Brian Fender (1991), Sir Robin Nicholson (1996) and Sir David Wallace (2002). These Reviews give us the chance to stand back, take stock and look at our ambitions, strengths and weaknesses and try to make changes for the better. The growth of TCS/KTP over the past 10 years, from around 400 projects in 1995 to over 1,100 now, can be ascribed in large measure to the potential that Sir Robin Nicholson saw in the product and which has been backed up by recent public sector investment.

A key factor in the success of KTP has been the refusal to compromise quality. Our Associates have always been in the leading echelon of recently qualified individuals: they still are. Our projects have always been rigorously examined to check that they will deliver what the partners want: they still are. Our independent project appraisers have checked every single project for quality and quantity of outputs and outcomes: they still do.

A glance through this year's Annual Report will reveal that KTP brings enormous benefits to its participants, whether firms, Associates or academics. Our aim is to continue that work in partnership with an increasing number of sponsors and a broadening of the topics that we cover. We have ambitions to offer opportunities to our Associates to work internationally and we have just begun a partnership with the Kauffman Fellowship Program in the USA that will help UK venture capital firms to benefit from a new style of KTP project.

As I reach the end of my active career – having been responsible for KTP for most of the last 13 years, I am delighted that so many people are recognising the worth of what it achieves every day. There is much yet to be done but I am confident that together we have the will and the ability to achieve what Sir Sam Edwards and Sir Ieuan Maddock envisioned back in 1975.

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**Sponsor Perspective - James Clipson, Natural Environment Research Council (NERC)**



The Natural Environment Research Council agreed to be a sponsor of the Knowledge Transfer Partnerships Scheme in 1996 and has funded 24 projects since its first in 1998.

The Partnerships are diverse with topics such as; ecological information systems, the testing of environmental pollution and the developing of commercial production of lugworms using brewery waste as a food resource. Typically NERC funds between two and three projects each year, with an aim to increase that number in the short term. The KTP Scheme fits into NERC's Knowledge Transfer strategy, which aims to maximise the transfer of all forms of knowledge arising from NERC funded science to its users. In particular NERC seeks to fund the best ideas for knowledge transfer across NERC's science remit and to enable partnerships between researchers. So NERC sees Knowledge Transfer Partnerships as part of its wider knowledge transfer activities and supports KTP programmes in all sectors where transferring knowledge of the environment and developing sustainable solutions to environmental problems contributes to wealth creation.

The Natural Environment Research Council seeks to advance knowledge of planet Earth as a complex, interacting system. The work covers the full range of atmospheric, earth, biological, terrestrial and aquatic sciences, from the deep oceans to the upper atmosphere, and from the poles to the equator. Its mission is to gather and apply knowledge, create understanding and predict the behaviour of the natural environment and its resources, and communicate all aspects of our work.

NERC welcomes KTP proposals from any area of its remit and is especially keen to consider applications for joint sponsorship. The KTP scheme has been particularly impressive over its 30-year lifespan and NERC is delighted to be part of the programme enabling research and business to come together to promote the environmental knowledge base.

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**Regional Spotlight- *Spotlight on London & SE Region***

Wendy Mannix reflects on her first six months in the role of Regional Development Manager for London & South East Region.

London & South East must be one of the biggest regions covering 15 counties, from Norfolk, Suffolk and Essex in the east across to Berkshire, Buckinghamshire and Hampshire to the west and Kent, Sussex and West Sussex to the south; encompassing Cambridgeshire, Northamptonshire, Bedfordshire, Surrey, Greater London and Hertfordshire in between!



***Wendy Mannix, Regional Development Manager for London & South East Region***

There are a large number (65) of Knowledge Bases (KB) with potential to participate in KTP and eight KTP regional Advisers working within the region. All of them are working with a number of KBs who are experienced participants in the KTP programme. Everyone is kept pretty busy meeting the needs of the established projects, bringing forward new proposals as well as encouraging and supporting KBs that have little or no experience of KTP to become more involved in the programme.

I've been really impressed by the enthusiasm and commitment demonstrated not only by the Advisers but also the many University KTP Offices who are supportive of the programme. There are two established networks of KTP Office Managers in the region, London & South Group and the more recently established East Group. Both groups meet on a quarterly basis to exchange news, views and best practice. These meetings have proved a useful opportunity for me to meet many of the KTP Office Managers and to gather feedback on how things are going. Its also been great to see how the more experienced Office Managers mentor the new ones, for example Linda Hyder from Greenwich University is currently helping Christine Shonleber, the new Knowledge Transfer Manager at University of Kent. In another example of promotion of best practice Reading University provides a regular venue for Paul Naylor's (Senior Regional Adviser) proposal writing master class for partnerships embarking on a proposal and places are regularly made available to partnerships from neighbouring universities such as Kingston and Guildford.

In addition to working with Partnerships, the regional Advisers and myself support a range of promotional activities, careers fairs and associate networking events at the request of

individual university KTP Offices (diaries permitting!). We are also involved in other networking activities for example Doug Irish has been raising awareness of KTP with the Sensors KTN and I recently took the KTP stand along to one of their networking events at Rutherford Appleton Laboratory in Oxfordshire.

Given the range of KBs its not surprising that the region has produced a truly fascinating range of projects. The success of two of these was recently recognised in the 2005 KTP awards, Lerch, Bates & Associates Ltd (The FM Company), working with Kingston University, Faculty of Engineering sponsored by DTI and Solar Century Holdings Ltd, London with University of Reading, School of Construction, Management and Engineering. Sponsored by DTI.

Over the last few months I've had the opportunity to see a snapshot of a range of live projects through attending some LMC meetings. These projects have ranged from technical development to improve process efficiency for a manufacturing company to development of a complex data-mining tool to assist with affective targeting of resources for an NHS Trust.

Its been a hectic start getting to grips with everything that's happening in the region but I look forward to the future, developing closer working relationships with the KTP Office Manager Groups individual universities and current and potential KTP sponsors.

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## Personal Profile

**KTP Associate Rebecca Hughes is nearing the end of an 18th month KTP programme with Yorkshire based QED Consulting. Specialising in people and organisational development and support, Rebecca joined QED Consulting to create and embed a marketing function that can support and expand the core business.**

**e-transfer got the low-down on life as an Associate...**

***How did you get involved in KTP?***

**To be honest I sort of fell into it – very lucky really! I had been interested in working with QED Consulting and had spoken to them in a different capacity in the past.**



***Rebecca Hughes, KTP Associate***

When the position for KTP Associate / Marketing Coordinator became available I was invited to apply and it spiraled from there. Following a successful interview with my now Industry and Academic Supervisors I started the project last September, just three days after returning from my honeymoon! I had a hectic few months at the start but it has all been worthwhile.

***What are the main functions of your role as Associate at QED?***

The main aspects of my project have been to identify the company's marketing needs, research the marketing environment and develop a marketing plan accordingly. I am also responsible for coordinating day-to-day corporate marketing activity.

***Rebecca, you're nearing the end of your time as KTP Associate – how has the project gone?***

Being an eager type of person I have been keen to see things happen and keep the wheels in motion, when at times it felt like the 'implementation stage' of the project would never arrive! After careful and considered research and planning I am now enjoying the actual implementation of the marketing plans. The project overall has been challenging but on reflection has moved through the planned stages very effectively. The strong relationship between QED Consulting, Doncaster College and myself has ensured that any potential problems have been resolved before they have had the chance to become an issue.

*What are the highlights of your time working on KTP?*

I am very much a people person and having the opportunity to work with and meet so many different people from various backgrounds has been fantastic, especially making some good friends and contacts with fellow Associates. I loved the opportunity that KTP gave me to return to academia and am still enjoying my CIM course. As an Associate, I have been treated as a valued member of the team at QED, which has made the whole experience a pleasure.

*What are your career plans for when the programme ends?*

I would love to pursue a career in marketing concentrating on the research and project management side of things.

*Would you recommend KTP? Why?*

I would certainly recommend KTP. For the Associates KTP creates some fantastic opportunities to develop personally, academically and gain commercial, industrial experience, which will only serve to enhance careers. I have also met people who have been KTP Associates in the past and still use the contacts and networks, which they acquired during their projects today. I am having a wonderful experience, the team I work with is very supportive and my Academic Supervisor provides a great source of strength and support. I personally feel that KTP has given me the experience I needed to significantly further my career progression.

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**Partnership Profile – Showcasing the best case study material**



Orangebox Ltd designs and manufactures commercial furniture for the UK and European market. It has three distinct brands: Giroflex, Dietiker and Orangebox. The company recognised that to remain competitive in a demanding market, it had to become even more efficient and responsive to customer requirements.

It turned to Cardiff University for a KTP project to find a way of improving its processes while still managing a mixed-mode manufacturing system with all its complexity.

Together with the Manufacturing Engineering Centre at the University, Orangebox was able to devise a new manufacturing paradigm known as the 'Fit'. Applying this approach to the strategic management of its manufacturing processes enabled it to remain competitive, efficient and responsive to customer needs. However, it was able to achieve this in a way that would reconcile the key manufacturing strategies (which would otherwise conflict) and integrate them within one holistic paradigm.

By applying the 'Fit', the company was able to achieve the lean efficiency it needed without affecting its manufacturing functionality. Significant improvements in process flexibility and customer response times were achieved but without having any adverse impact on its financial sustainability and economic growth.

Key results from the programme include:

- The KTP project has brought a successful new manufacturing paradigm
- Quicker response times achieved and an emphasis on value-added activities with savings of about £25,000
- The introduction of new products has improved lead times with associated cost savings of £600,000
- Process mapping has identified potential savings of £130,000

Mr Alun Ashcroft, Manufacturing Manager at Orangebox Ltd comments,

'The KTP provided the ideal mechanism to develop and implement new and innovative manufacturing systems at Orangebox.'

### **Correction:**

In the last edition of e-transfer we showcased Central Manchester and Manchester Children's University Hospitals NHS Trust's KTP with Manchester Business School. We reported that the KTP was sponsored by the EPSRC. It was in fact sponsored by the ESRC and NHSNW.

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## **Good News stories**

### **Newcastle College first FE College in North-East to get involved in KTP**

Newcastle-based Microtima, manufactures of design sign and signal control products and systems for the traffic and parking industries is working with Newcastle College on a KTP which aims to help develop further business opportunities.

John Clayton, Regional KTP Adviser commented:

'This is the first KTP project developed with an FE College in this region so these are very exciting times for Newcastle College who have been the first to take advantage of the KTP opportunities available to all in the regional College community'.

### **Her Majesty The Queen visits KTP project**

Her Majesty The Queen and His Royal Highness The Duke of Edinburgh recently paid a visit to the University of Exeter's Cornwall Campus, as part of The Queen's 80th birthday tour.

Her Majesty viewed project exhibitions, including the work being carried out on the KTP Project with the Mines Rescue Service and the Camborne School of Mines. The three-year KTP project aims to exploit opportunities arising from the application of advanced wireless technologies in the underground and built environment.



*Her Majesty The Queen shakes hands with KTP Associate, Gareth Kennedy.  
Also present are James Jobling-Purser (L) and  
Dr Patrick Foster, Academic Supervisor*

### **Gorseinon College Meets First Minister at event to promote KTP**

Gorseinon College was invited to attend a recent Swansea Business Club lunch at the Liberty Stadium to profile its KTP provision. Guest of honour was First Minister, Rhodri Morgan, who stated that 'it is vital that we generate high quality jobs to keep our graduates in Swansea'.

Gorseinon is the largest Further Education provider of KTP projects in the UK and received the 2006 fforwm Award for Innovation in recognition of work undertaken by the College in helping businesses through KTP.



***First Minister, Rhodri Morgan, is pictured with Gill Davies (right), Gorseinon College Director of Innovation, and Sarah Taylor, a KTP Associate***

### **Success in the South West**

Bournemouth University's Business and Law Department have reason to celebrate after two very successful KTP projects. The first involved the University's collaboration with Poole-based mobile technology company Grapevine Telecom Ltd. Following completion of the project the company now confidently predicts a £0.5million increase in profits over the next three years.

Bournemouth went on to continue that success in a KTP project with Bournemouth Churches Housing Association (BCHA). Such was the success of the project that the Company Partner has successfully implemented a framework for Business Excellence and Management reporting based on the learning and experience gained from the KTP project.

'Bournemouth University is always looking to work with exciting local businesses' explains KTP Centre Manager Dr Martyn Polkinghorne. 'We view all of our KTP partnerships as being the start of a long-term relationship between the University and a local organisation that has the need for strategic change. In the case of BCHA, this is the second successful project that we have supported them with and it's fantastic to see the difference it has made.'



***Grapevine's Business Development Manager Paul Lappage demonstrates real-time email via a BlackBerry***

### **University of Gloucester promotes project management excellence**

The University of Gloucester recently organised a two-week PRINCE2 training/exam programme for 9 KTP Associates and 4 KTP academic supervisors. All 13 passed the Foundation level for PRINCE 2 and 11 passed the Practitioner level. With the training provided by the Programme Support Office, Ross-on-Wye, courses were run at the University of Gloucestershire; it is intended that the Academic Supervisors will play a role in future PRINCE2 training courses.

### **Technology triumph for TIC and Morgan**

Malvern-based Morgan Motor Company and UCE Birmingham's Technology Innovation Centre (TIC) have been awarded the DTI's highest possible grading for a KTP scheme.

The Morgan KTP has seen the latest computer techniques, together with an exhaustive programme of physical testing applied to ensure the Morgan Aero 8 boasts an exceptional level of occupant comfort and safety.

Corporate Strategy Director Charles Morgan says:

'To introduce the latest technologies to our rich heritage of skilled craftsmanship we need highly competent partnerships. The TIC has proved an excellent supporter, collaborator and source of expertise. We value their contribution most highly.'



*Charles Morgan, centre left, with TIC KTP trio Matthew Welch, Matthew Humphries and Tom Cox*

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## Diary Dates

**1st November** - 'Competitive advantage through Knowledge Transfer' KTP South West Regional Seminar 2006, hosted by the University of Plymouth.

Join the University of Plymouth to celebrate the significant achievements of KTPs from across the SW region at this annual showcase. For more information please contact:

Emma Hewitt, KTP Manager, University of Plymouth on 01752 233504 or email: [ehewitt@plymouth.ac.uk](mailto:ehewitt@plymouth.ac.uk)

**2nd November** - Innovate 2006 at the QEII Conference Centre, Westminster in London.  
**This event has sold out.**

Innovate 2006 is the main Technology Strategy Board conference and exhibition of the year

focusing on the Government's Technology Strategy and Knowledge Transfer Networks. Attendance is free and as numbers are limited, early registration is essential.

Reasons to attend Innovate 2006:

- To learn more about the Technology Strategy.
- To hear about the Government's priorities for R&D investment.
- To network and find partners for innovation.
- To learn how joining a KTN can be good for your business.
- To hear about Innovation Platforms and their role in ensuring the UK becomes global leader in innovation.

To view the recently updated programme and please visit <http://www.innovate2006.co.uk>

**15th November** - West of Scotland KTP IT Seminar at the Hillington Innovation Centre, Glasgow.

For more information, please contact Lorna Gray on 0141 548 2430 or email [lorna.k.gray@strath.ac.uk](mailto:lorna.k.gray@strath.ac.uk)

**11th December** - Northern Ireland KTP Awards

The annual Northern Ireland KTP awards will be hosted this year by Queen's University Belfast in the Great Hall.

Among the guests will be representatives from industry and academia, as well as 12 companies who have completed KTP programmes during the last year.

The event is being held on behalf of Queen's, the University of Ulster, and CAFRE (College of Agriculture, Food and Rural Enterprise), formerly Loughry College.

Leslie Morrison, chief executive of Invest Northern Ireland, will present the awards.

This is a fantastic opportunity to pay tribute to the success of the Knowledge Transfer Partnership in Northern Ireland and celebrate another year of remarkable achievement.

In addition, this year the awards ceremony will be announcing the winning partnership from the region to go forward to the National finals in London in March 2007.

For more information, please contact Dr Mary Flynn, Head of Knowledge Transfer Centre, Queen's University Belfast on 028 9097 5444 or email [m.flynn@qub.ac.uk](mailto:m.flynn@qub.ac.uk)

**30th May - 1st June 2007** - 40th CIRP International Manufacturing Systems Seminars

This conference covers the latest ideas on the improvement of manufacturing systems with world-class keynote speakers from USA, Japan, Germany and UK.

For more information, please visit Liverpool University Conference Website: <http://www.liv.ac.uk/cirpms>

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We would value any feedback you have about this newsletter. Please contact [marketing@ktponline.org.uk](mailto:marketing@ktponline.org.uk) with your thoughts and suggestions.

We look forward to hearing from you.

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