

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 eighth 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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KTP Celebrates Another Successful Year

The London Marriot Hotel Grosvenor Square on the 14th March was host to this year's KTP awards event. The event celebrated KTP's winning partnerships and awarded high calibre Associates the prestigious "Business Leaders of Tomorrow" accolade.

The national media and some very high profile individuals, such as the Minister of State for Industry and the Regions , Margaret Hodge MBE, MP, David Evans, DTI and Sir David King, the Government's Chief Scientific Adviser and Head of the Office of Science and Innovation, attended the event.

The day began with a speech from David Evans, Director of Technology and Innovation at DTI who officially opened the awards event. This was followed by Dr Debbie Buckley-Golder, the Programme Director, who praised the programme's successes and achievements. Presentations were then made by award winning partnerships:

Breval Technical Services Limited, Glasgow, with Bell College, School of Science and Technology, who were given the award for **Best Engineering Excellence, sponsored by the Royal Academy of Engineering.**

Leeds Credit Union Limited, Leeds, with the University of Leeds, Business School who were



Margaret Hodge, MBE, MP delivering her keynote speech at the awards event

given the award of **Best Application of Management or Social Science, sponsored by DTI and ESRC.**

and Vision Support Trading Limited, Chester, with the University of Wales, Bangor, School of Informatics, who were given the award of **Best Overall Partnership.**

A networking and exhibition viewing followed, which included exhibits from the above winning partnerships together with the Chartered Management Institute (CMI), Office of Science and Technology, Sciencewise and the Technology Strategy Board. This was followed by a keynote speech by Margaret Hodge MBE, MP, who stressed the value of KTP to wealth creation in the UK, saying

“Matching ideas with wealth remains the fundamental key to wealth creation. When an idea is matched with a high potential business, the explosive effects spark a chain reaction to jobs, wealth and higher productivity. And that is what we see every day from Knowledge Transfer Partnerships. Knowledge Transfer Partnerships provides support to companies whose principal need is to bring skills or knowledge into the business that is of core strategic importance”.

Nine partnerships were selected to receive an award, chosen from over 172 eligible nominations. The partnerships were recognised for the quality of achievements gained from their KTP projects.

The five Associates awarded as “Business Leaders of Tomorrow” were recognised as individuals who have demonstrated exceptional leadership and project management skills. Nominated by their KTP Company Supervisors, the “Business Leaders of Tomorrow” award winners faced tough competition and a rigorous selection process, headed up by KTP’s senior management team and DTI officials. The winners were presented with their awards from Margaret Hodge, MBE, MP.

Award winning partnerships included:

- Alba Ultrasound Ltd, Glasgow, with Strathclyde University
- Bells of Lazonby Limited, Cumbria, with Manchester Metropolitan University
- KC Engineering Limited, Durham, with the University of Durham
- Lane4 Management Group Limited, Buckinghamshire, with the University of Wales, Bangor
- Middlemarch Environmental Limited, Coventry, with Aston University
- TG Eakin Limited, Comber, with Queen’s University, Belfast

Those presented with a “Business Leaders of Tomorrow” award, were:



From L-R, BLT winners Abhey Gupta, Gareth Black, Emma Trainor, Thomas Greenwood and Mohammed Shahnawazuddin

- Abhey Gupta, whose KTP project involved developing a novel flexible arch system, which incorporates polymeric reinforcement.
- Thomas Greenwood, whose KTP had the aim of investigating regulatory changes concerning domestic gas fires and developing products that meet the new regulations.
- Mohammed Shahnawazuddin, whose KTP was to achieve improvements in overall manufacturing performance, through improved resource planning and lean manufacturing principles.
- Emma Trainor, whose KTP aim was to reduce overhead costs and cost per unit of manufacture, and to introduce new materials and technologies.
- Gareth Black, whose KTP aim was to introduce advanced design tools to a two-stage gas regulator, to expand the product range and embed better product development techniques.

For more information about the day and to view/listen to some of the presentations visit the KTP Annual Awards at: <http://www.ktponline.org.uk/>

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Sponsor's Perspective - South West Regional Development Agency (SWRDA)

Jill Sheen, Higher Education Development Manager, SWRDA



Businesses in South West England produce 5.5 million tonnes of waste each year - 26% of the region's total - which is more than double the figure for domestic rubbish. The construction and demolition industry produces another 12 million tonnes.

It is well documented that energy costs are rising significantly and the high profile of climate change in the media means that the ability to display "green credentials" is increasingly important to supply chains. However, a recent study commissioned by the South West RDA into Business Resource Efficiency, found that only 1% of businesses had actually sought any environmental advice.

At present there is a lack of knowledge in SW businesses – particularly SMEs - about resource efficiency and the potential business benefits to their competitiveness and productivity. Although there are over 55 organisations operating in the South West to provide advice and guidance to businesses in this field, there are few links to the HE sector and its associated knowledge base to help businesses to improve their resource efficiency. The RDA's sponsorship of KTPs is a major step in helping to bridge this gap.

The KTPs we sponsor will focus particularly on:

- water efficiency
- waste reduction reuse and recycling (including the development of recycled products and markets for those products)
- energy efficiency

- manufacturing or production process efficiency

They may also include supply chain processes and the development or improvement of innovative or alternative products, technologies or services, which contribute to improved resource efficiency.

We are excited by the prospect of being involved in the expansion of KTPs which we regard as being well respected in the market place and highly effective. KTPs also have a proven track record in developing the relationship between companies and universities, which can then be widened to include different, more extensive and long term, sustainable, working relationships. We are confident that the KTPs we sponsor will achieve real, long lasting benefits for the businesses involved and hence for the South West region.

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Regional Spotlight - Focus on the North West

KTP programme Director, Dr Debbie Buckley-Golder visits the Alternative Futures Group.

Dr Debbie Buckley-Golder and KTP Advisor, Fiona Nightingale were invited to visit the Company by Founder and outgoing Chief Executive Matthew Clarke so that they could experience first hand the work the Company carries out and meet some of the service users.



L to R Brenda Griffiths, Fiona Nightingale, Dr Debbie Buckley-Golder & Collette Rooney

Dr Debbie Buckley-Golder said

“Over the past few years I have watched with great interest the considerable progress made within the Partnership between the Alternative Futures Group and Liverpool John Moores University, and have been particularly impressed by the contribution of the two current KTP projects to the strategic development of the Group. It was, therefore, a great

pleasure to be invited to visit the company, to meet the staff involved with the projects and to see for myself how this exceptional portfolio of services is delivered for the community across the North West of England. I was also delighted to be welcomed by a number of service users and to have the opportunity, with Fiona, to visit them in their own homes. This Partnership between the Alternative Futures Group and Liverpool John Moores University is clearly delivering tangible benefits for the Company, the University and for the two KTP Associates, but is also contributing to the delivery of substantial social benefits for the broader community in the North West of England. I warmly congratulate all those involved and thank them for making my visit so enjoyable."

The Alternative Futures Group is a Charity that provides housing, training and development, care and support for people with mental health problems and learning difficulties in the North West of England. The company currently hosts two KTP Programmes with Liverpool John Moores University (LJMU), which are securing key knowledge transfer opportunities in their ICT infrastructure and multiple business improvement initiatives. The first programme is seeking to implement effective communication systems throughout the Group and the second programme is stimulating business process re-engineering with a key focus on the housing facilities management to support tenants and service users.

Commenting on the partnership with LJMU and KTP, Matthew Clarke said

"I was delighted to invite Debbie and Fiona to meet staff and services users to understand first hand what the organisation is about. We have developed strong relationships with KTP and LJMU and it is encouraging that our partnership with LJMU has been transformational; it has challenged our vision, broadened our thinking and deepened our business integration. We couldn't have developed so successfully without their support."

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Partnership Profile – Showcasing the best case study material

KTP develops new approach to product development leading to profit growth

In July 2001, Brace's Bakery Ltd embarked on a two-year KTP project with the University of Wales Institute, Cardiff's School of Applied Science. Sponsored by the Welsh Assembly Government (WAG), the aim of this project was to develop a structured approach to product development encompassing the full life cycle of the product from concept to launch.



Brace's Bakery processing plant

This project involved the Associate, Yvonne McMeel, in a wide range of activities, including developing unique computer software for market analysis of specific food products. She was also responsible for the successful launch of products during the two-year KTP project. The introduction of a structured approach to new product development helped to significantly reduce packaging waste as legal data printed on the pack is now originated at the correct point on the process development plan. Savings derived from this initiative are worth £20,000-30,000 per year.

As a result of the KTP developments, the company have purchased and commissioned a new £1 million processing plant, delivered incremental sales of £200,000 and profits before tax of £140,000. The Associate, Yvonne McMeel, was also appointed a management position within the company.

Scott Richardson, Sales & Marketing Director, Brace's Bakery comments,

"UWIC were instrumental in the training and development for our newly launched plant. Professional mannerism at academic level was adapted to our industry's conditions and delivered with clarity and professionalism. This is not the first time UWIC have been used within our business and we are already talking to business schools and other functions at the university, to develop our business strategies in line with our business vision".

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Associate Profile – KTP Associate, Nick Boote



Nick Boote (second from left) with other KTP Associates on one of the management training courses

Name: Nick Boote

Qualifications: Master of Chemistry, M(Chem)

Qualifications in progress: PhD

Current position: Senior Scientist, First Water Ltd

I first heard about KTP through the University Careers Service. KTP appealed to me because of the breadth and quality of the personal development package and the opportunity to take ownership of a challenging project at an early stage in my career.

I graduated in Chemistry (MChem) from the University of Southampton in 2002. The first two years of my career were spent in the pharmaceutical industry, so my personal development had been focused primarily on enhancing technical skills. Consequently I was becoming increasingly specialised whilst realising that without a PhD it would be difficult to reach senior management positions in the science industry. KTP offered a positive change of direction which enabled me to demonstrate and learn core business skills, such as project management, commercial awareness and leadership, whilst helping to fast track my career towards a managerial role.

The project I was involved in united First Water Ltd and Aston University's Biomaterials Research Unit. First Water is a company specialising in the large-scale manufacture of sheet hydrogels for professional wound care applications. The collaboration brought together the expertise of the University in the design and synthesis of polymeric materials for biological

applications and First Water's technical and manufacturing knowledge in the same field. The brief of the project was to identify process variables and limitations in First Water's ultra-violet manufacturing system, to implement suitable changes to improve product quality and create new opportunities for novel product development.

The research was cutting edge and as a result the company has been left with a detailed understanding of the manufacturing process upon which the business is built. The project created opportunities for using lower power, more environmentally friendly machines. Key process variables and their impact on product quality were identified and novel biomaterials were synthesised in the labs, which have been integrated into the company's development pipeline.

Because of the very nature of the research I was encouraged to register for a PhD with the University, which contributed to their Research Assessment Exercise rating and satisfied one of their objectives as project partners. I am currently completing the PhD at home and I expect to be finished by the autumn.

The KTP project itself was a two-year programme and I am now working full time at First Water as a Senior Scientist and about to become the company supervisor in our next KTP collaboration!

Being a KTP Associate was a fantastic experience. I was able to meet many new people on the Associate development courses, which were great fun! I have developed far more than I expected; the promise of early responsibility and the opportunity to gain core business skills was delivered. In addition to this, and somewhat unexpectedly, I am well on the way to completing the PhD qualification which will stand me in good stead for the rest of my career.

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Good News Items

A hat-trick of BLTs for Liverpool John Moores University (LJMU)

LJMU has scored a unique hat-trick by winning one of the DTI's Business Leaders of Tomorrow (BLT) awards, three years in a row. Marking this significant achievement, a celebratory reception was held at the Roscoe Boardroom on Thursday April 12th, hosted by LJMU's Vice Chancellor Professor Michael Brown. In attendance were the successful Associates, their academic supervisors, representatives of the business partners and other distinguished guests.



DTI Business Leader of Tomorrow winners Ben Chadwick (2004), Gareth Black (2006) and Mark Chadwick (2005) with their awards

The 2006 winner of the national DTI award, is Gareth Black. Commenting on his award, Gareth said: *"I am delighted to have won this award and I'm particularly pleased that manufacturing has been recognised as giving me an opportunity to become a business leader of tomorrow."*

The two previous LJMU winners are twin brothers Ben and Mark Chadwick, who won DTI Business Leaders of Tomorrow awards in 2004 and 2005 respectively.

Speaking on behalf of Momenta, Fiona Nightingale, KTP Adviser to LJMU, said that one of the hardest jobs in establishing a successful KTP was finding the right Associate for the job. She congratulated the winning Associates and the University, saying that for LJMU to win three consecutive BLTs awards - demonstrated that the University really understood the needs of business.

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Queen's University Knowledge Transfer Centre a Finalist for the 2007 Belfast Telegraph Business Awards

The Knowledge Transfer Centre at Queen's has been highly commended in the 2007 Belfast Telegraph Business Awards for its Excellence in Service to Business. Their award was presented at a gala event in the Ramada Hotel.



The Knowledge Transfer Centre was established at Queen's in 1993 to provide a focal point for the promotion and support of knowledge transfer activities, in particular to increase the involvement of small and medium sized enterprises (SMEs) with the University, by developing collaborative projects through KTP.

***Back - Mary Flynn (Centre Head) Lorraine Marks
(Office Administrator)***

***Front - Carmel Kennedy, Joyce Watterson and
Joan Grieve***

Since then, the Centre at Queen's has supported over 200 Partnerships and is now the top Centre in the UK, focused on leading KTP partners, inspiring new businesses and graduates in addition to delivering a top quality service to all their industrial, academic and graduate customers.

Dr Mary Flynn, Head of the Centre said "we are unique in the UK in that we provide a 'one-stop-shop'. The support systems in place for our business and academic partners ensure bureaucracy is kept to a minimum and the real benefits from two-way (company – university) knowledge transfer are maximised. The business model for KTP developed and implemented at Queen's has been replicated by many other universities throughout the UK as the model of best practice in all areas of KTP delivery".

The staff members, currently five, in the Knowledge Transfer Centre at Queen's have developed a range of skills and technical expertise in the delivery of their service to business. All have undertaken extensive training and development to ensure that the level of service provided and efficiency and value for money of the management and delivery of KTP is continually updated and improved.

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Working Together in Adding Value through Environmental Management

The University of Plymouth hosted a highly successful event in partnership with the South West Regional Development Agency (SWRDA), the Institute of Directors, Envirowise and Abricon Ltd. The event held on the 28 th March 2007, entitled 'Adding value through environmental management', highlighted how local businesses are currently achieving sustainable results through environmental management, resource efficiency and knowledge transfer.



Plymouth KTP Associate, Matteo Littera

Alasdair Brown, Waste Manager for SWRDA stressed the importance of their strategic response of working with businesses and organisations in helping them become more productive and more profitable through their Business Resource Efficiency & Waste (BREW) funding programme for the development of a waste reduction strategy.

Two Plymouth KTP Associates, Matteo Littera with the Bandvulc Group and Eva Espanol Uson with Becton Dickinson gave showcase presentations of the key benefits of engaging with KTP to specifically address resource management issues. Matteo highlighted his success of creating a 12% reduction in energy costs, in real terms immediately saving £45k, which contributed to Bandvulc being awarded overall winner of the 2006 Devon Environmental Business Initiative (DEBI) Awards in recognition of implementing a strategic change for minimising their carbon footprint on the environment. Environmental Technology experts were also on hand from the University's Science Research and Innovation Centre to offer practical business development solutions which supports the University's key strategic priority subject area for environmental sustainability. For further information on the University of Plymouth's environmental successes please visit: <http://www.plymouth.ac.uk/pages/view.asp?page=10721>

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New Product To Improve Patient Care

Portsmouth based software company Datasym (UK) Ltd predicts a £400k increase in sales following the successful completion of a KTP with Bournemouth University's School of Design, Engineering and Computing.

Datasym (UK) supply management information software systems to catering and retail outlets, including systems solutions for NHS patient food ordering. The KTP responded to a recognised need to develop a hospital ward based patient menu ordering system, which would comply with emerging initiatives from the Audit Commission, Better Hospital Food and the Patient Charter.

The KTP between Bournemouth University and Datasym (UK) designed and developed '*MenuMate*', a new product that could capture patient meal orders at the hospital bedside using mobile computing devices, and then transmit the orders to the hospital's catering department. The partnership has been extremely successful in every way and the new product developed should enhance the experience for hospital patients, and also importantly it should reduce waste from unwanted food. It has been successfully trialed in several hospitals and is now available for widespread implementation across both private and NHS sectors.

"The KTP with Bournemouth University provided us with useful expertise and resources that we could not otherwise have accessed" reported Datasym (UK)'s Development Manager Matthew Thorne. "KTP truly is a partnership providing clear and substantial benefits for both our business, and also for the university."

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Diary Dates

PRINCE2 Five Day Course at the Business School, Cheltenham

- **21 - 23 May 2007 & 31 May – 1 June**
- **Time: All day**
- **Venue: The Park, Cheltenham**

The aim of the course is to enable delegates to apply the PRINCE2 (Projects IN Controlled Environments) structured project management methodology in their work. It will also provide an essential lead-in to the PRINCE2 Practitioner Exam. The course is delivered by the Programme Support Office (PSO) with the University of Gloucestershire. The Five Day Foundation and Practitioner Course costs £1,254 plus VAT (includes exam and manual) and the Three Day Foundation-only course costs £890 plus VAT (includes exam and manual).

For more information, please contact the University of Gloucestershire Business School at ugbsshortcourses@glos.ac.uk or call Martin Wynn 07929 081854

KTP General Seminar

- **31 May 2007**
- **Time: 1pm**
- **Venue: City Halls, Candleriggs, Glasgow, G1 1NQ ([map](#))**

To register for further information please contact Lorna Gray at the **West of Scotland KTP Centre**. T: 0141 548 2430 F: 0141 548 4774 E: lorna.k.gray@strath.ac.uk

Cardiff University Innovation Network - Innovation Marketplace

- **21 June 2007**
- **Time: 12.00 - 4.00 pm**
- **Venue: Julian Hodge Building, Cardiff University**

Pre-arranged, Confidential One-2-One Meetings and an Exhibition of Technologies, Innovative Ideas and Expertise. For more information, visit www.innovation-network.org.uk

Performance Improvement Workshop

- **26 June 2007**
- **Time: 9.30am till 5.00pm**

- **Venue: Dunholme Villa at The Park in Cheltenham**

Workshop to be led by: Darren Caudle Chartered FCIPD and Dr Martin Wynn of the University of Gloucestershire.

Myers and Briggs pioneered the use of profiling techniques to allow us to understand and value each other's perspectives. This one-day workshop provides an opportunity to learn how to use the technique to understand yourself and others. The workshop costs £295 per person including all materials.

For more information, please contact the University of Gloucestershire Business School at ugbsshortcourses@glos.ac.uk or call Sue Pearce on 01242 714339

Institute of Mathematics and its Applications (IMA) Summer Lecture

- **27 June 2007**
- **Time: 5.30pm**
- **Venue: Royal Society in London**

Dr John Ockendon, the 2006 Institute of Mathematics and its Applications (IMA) Gold Medal winner, will give this year's IMA summer lecture. John is the Research Director of the Oxford Centre for Industrial and Applied Mathematics, and Chairman of the Scientific Committee of the KTN for Industrial Mathematics. John's talk "Stimulating Mathematics in Industry" will focus on the impetus that industrially driven problems can give to mathematics and the benefits that industrial researchers can acquire from the ideas that emerge. The audience will include Institute members and invited guests from government, industry, education and kindred professional and learned associations.

Entrance to the Presidential Address is free of charge but a ticket is required. Orders for tickets should be e-mailed to lynn.webster@ima.org.uk This diary date was provided through the Network for Industrial Mathematics, providing information for industrial and academic collaborators on recent results, milestones and opportunities. The full bulletin is available at <http://www.industrialmath.net/content/news.htm>

UK-Canada International Collaboration Event

- **9 - 11 May**
- **Venue: Linton Lodge Hotel, Oxford**

The objectives of the event are to:

- Gain added knowledge and understanding of the business culture in the UK and Canada
- Focus on skills development and peer connections
- Understand and be able to access resources related to business development systems and processes related to international trade
- Lay down lasting links/connections between the UK and Canada
- Understand the challenges that UK/Canadian organisations face when trying to import/export a technology from/to market in Canada/US and vice-versa

The event, which is now fully booked, will be attended by delegates from two Canadian organisations, Westlink, www.westlink.ca, and the Ontario Centres of Excellence, www.occ-ontario.org, as well as by current KTP Associates. The event will include presentations by UK Trade and Investment, the Canadian High Commission, as well as presentations by practitioners of knowledge and technology transfer. The event will also include visits to companies in a range of technology areas as well as a visit to the recently opened Diamond Light Source in Oxfordshire.

For further information please contact: Dr Leigh Mapledoram at: leigh.mapledoram@aeat.co.uk

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