

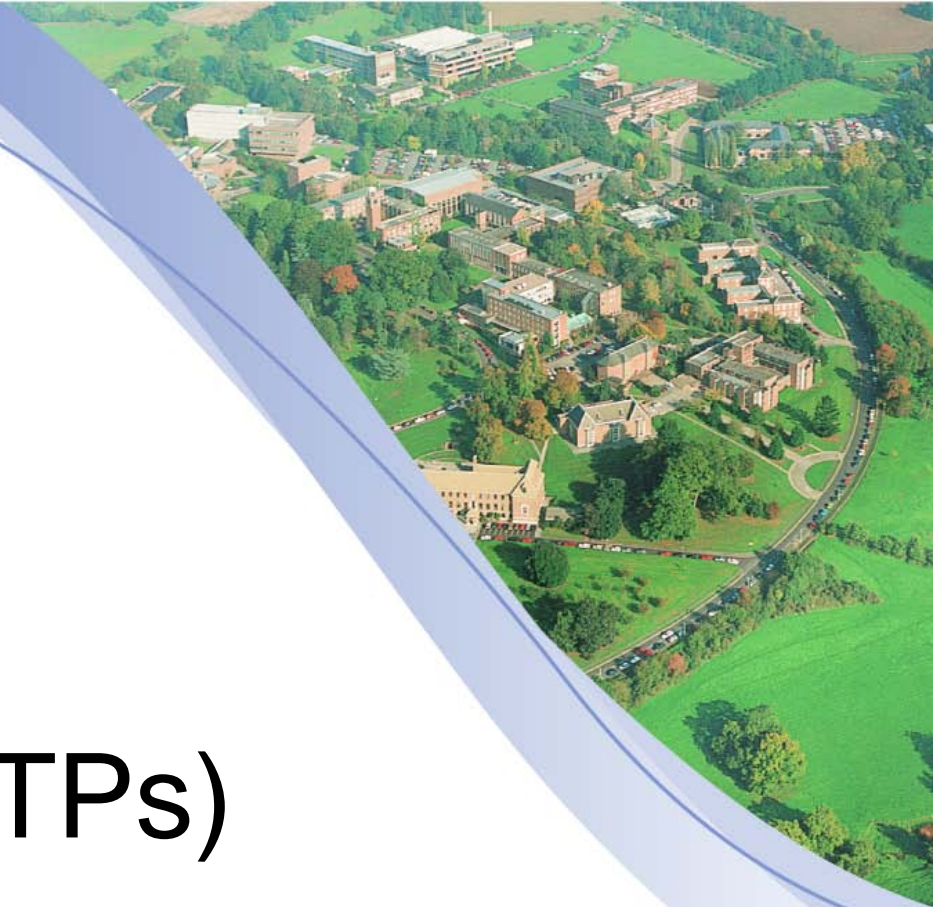


Knowledge Transfer Partnerships (KTPs)

Jane Pankhurst Research & Knowledge Transfer Manager

Jason Williams KTP Associate, Harmonic Ltd

Lisa Bickley KTP Associate, AstraZeneca plc



Today . . .

- Overview of KTPs
 - how KTP works, benefits
- KTP Case Studies
 - a KTP Associate perspective



What is KTP?

*“A UK wide programme enabling businesses and organisations to **improve their competitiveness, productivity and performance** by accessing **knowledge and technology** residing within universities (**knowledge base**)”*

KTP is one of the UK's largest graduate recruitment programmes

**Part funded by government
KTP is a key business support tool**

1000+ KTP s running throughout UK – and growing



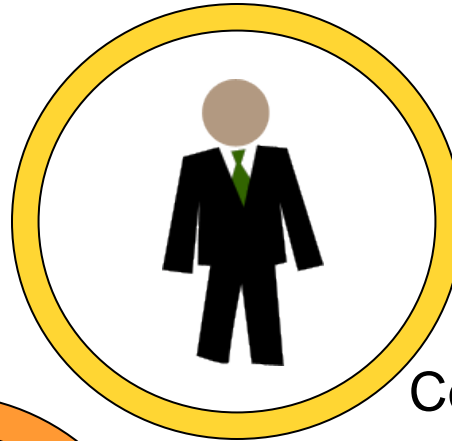
The Partnership



How do KTP's work?



Academic team
(Knowledge Base)



Company
Partner



KTP Associate

Why do KTP?

Benefits for academics

- Research Income (2yr project = £130K)
- Impact
- Collaborative research with industry
- Practical implementation of research
- Publications & conference papers
- Industrially relevant teaching material
- Under grad & post grad research projects



Benefits for the Company

- Step change in performance
- Supervised staff, project focused
- Project funding (£44k or £35k pa)
- Project admin support
- Recruitment opportunity



Benefits for the Associate

- Fast track career
- Training programme
- Opportunity to develop expertise
- Academic and industrial supervision
- Commercial awareness
- Opportunity for permanent employment



KTP Annual Budget

£65,290 pa

inc employment costs, training, travel & subsistence, consumables & equipment, academic & programme support



Government funding

67%

SME

50%

Large

Type of organisation?

- Any size / business sector
- Not for profit & public sector organisations
- Funding is Technology Strategy Board led



A&P Falmouth

Axminster Carpets Ltd



GRAPHIC



HR Wallingford
Working with water



Type of Project

- Improve existing or develop new products
- Develop new systems to improve efficiencies
- Develop and implement new strategy
- Technical innovation
- Evidence based practices



What makes a good KTP?

- Benefits to all parties
- Commitment
- Strategic importance to company
- Require expertise from KB
- Challenge for Associate



A KTP Associate's Perspective

- Why KTP?



Training Modules

- Introduction to KTP
- Personal Development & Project Management
- Marketing & Communications
- Improve existing or develop new products
- Performance & Financial Management
- Level 5 Diploma in Management

Types of KTP

- **Classic KTP: 18 months–3 years**
 - Addresses strategic needs / longer relationship
- **Shorter KTP: 10 – 40 weeks**
 - Addresses short term tactical issues
 - Stepping stoneaimed at SMEs
- **Postdoctoral KTPs**



Postdoctoral KTP 12-18 months



- PhDs completed a collaborative research grant or CASE studentship, to apply their research in a commercial environment
- Gain business experience

A KTP Associate's Perspective

Case studies

- Historical Royal Palaces
- Space Engineering Services
- **AstraZeneca plc**
- **Harmonic Ltd**
- Geevor Tin Mine
- Fetal Anomaly Screening Programme (FASP)



The Partnership

£35 million

Associate Transfers Knowledge



£87 million

Academic Partner Has Knowledge



Business Partner Needs Knowledge



Outcomes for companies

For every £1m of govt spend . . .

**£4.25 m pa
increase in
profit before
tax**

**£3.25m
investment in
plant &
machinery**

**112 new jobs
created**

**214 company
staff trained**



Outcomes for universities

On average each KTP produces. . .

**3.6 new
research
projects**

**2 research
papers**

Outcomes for Associates

**60% are offered &
accept a post with
host company**

**41% register
for a higher
degree**





Find out more?

Contact us

Jane Pankhurst Jane.Pankhurst@exeter.ac.uk

Dr Isabel Gonzalez I.Gonzalez@exeter.ac.uk

Tel: 01392 722397

www.Ktponline.org.uk