



"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 ninth 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 hosts UK-Canada International Collaboration workshop

The Knowledge Transfer Partnerships (KTP) Programme hosted a UK-Canada International Collaboration workshop in Oxford from the 9 to 11 May in Oxford.

The event continued collaboration between the UK's KTP Programme, and Canada's Ontario Centres of Excellence (OCE) and Westlink Programmes.



KTP Associates and the visitors from OCE's Entrepreneurship Programme and Westlink's internship Programme

21 delegates drawn from KTP Associates, OCE's Entrepreneurship Programme and Westlink's internship Programme attended the event, which consisted of formal presentations, site visits to companies of particular technology interests, training on undertaking international opportunities analysis and a visit to the UK's Diamond Light Source facility.

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Sponsor's Perspective - Technology Strategy Board

There are very few, if any, innovation schemes that have been operating as long as Knowledge Transfer Partnerships. The programme is thriving, with 1048 live partnerships active during the 2006/7 year.

On 1 July 2007, the newly-independent Technology Strategy Board assumed responsibility for a number of central government technology and innovation support activities - including Knowledge Transfer Partnerships.

KTP is an important element of the Technology Strategy Board's portfolio of tools to drive business innovation. As lead sponsor, we have the ability to support high quality partnerships across all areas of the UK economy aiming to meet the needs of UK business and society.



Paul Whitemore

Our current budget for KTP is £18.5m per year, supplemented by a further £10m from public sector sponsors.

KTP provides an excellent example of the collaboration which will underpin the Technology Strategy Board's work - not only between business and academia, but also co-ordinating with the innovation activities of Government Departments, the English regions, Devolved Administrations and the Research Councils - all to the benefit of UK business.

Of course the real measure of success lies in the resulting benefits. Overall, for every £1 million invested by Government in KTP, the UK economy currently benefits to the tune of £2.9 million in additional pre-tax profits to businesses, 43 new jobs and 190 existing company staff trained as a direct result. This, together with all the associated benefits of experience and flow of ideas, is why thousands of businesses, academics and Associates have participated in the programme over the decades.

The Technology Strategy Board looks forward to working with the key partners within the KTP community to build on this success.

Paul Whitemore
Head of Communications
Technology Strategy Board

Established on 1 July 2007, the Technology Strategy Board is a business-led executive non-departmental public body (NDPB), established by the Government and sponsored by the Department for Innovation, University and Skills (DIUS) (formerly DTI).

Its mission is to promote and support research into, and development and exploitation of, technology and innovation for the benefit of UK business, in order to increase economic growth and improve the quality of life.

More information: <http://www.berr.gov.uk/innovation/technologystrategyboard/>

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Regional Spotlight - Focus on the South East

Success at the London & SE Regional Convention CMI Awards

The Chartered Management Institute (CMI) is an Awarding Body for Management qualifications e.g. NVQ and Diplomas. Momenta is currently accredited by the CMI as an 'Approved Centre' for management training.

Each year the CMI invite their members, which includes the Approved Centres, to nominate candidates for a whole range of different award categories. This year three KTP associates, registered with the CMI through Momenta were nominated for awards in two categories as follows:

- Dr Rachel Gibson - Difference at Work. Nominated by William Morris, KTP Adviser (N. Ireland)

- Mohammed Shahnawazuddin - Difference at Work. Nominated by Emma Detchon, KTP Officer (Teeside Uni)

- Miss Daniela Spuhler - Personal Development. Nominated by Dr Paul Naylor, KTP Adviser (Berkshire)

All candidates were successful and the awards took place on the 5th July at the Cass Business School, London. The awards were presented by the CMI President, Tim Melville-Ross.



Daniela Spuhler receiving her 'Personal Development' award from Tim Melville-Ross (CMI President)

KTP set to boost visitors to Hampton Court Palace

A history graduate is using her academic expertise to help boost visitor numbers at one of the capital's top tourist attractions. Suzannah Lipscomb has joined the staff at Hampton Court Palace as part of a three-year Knowledge Transfer Partnership (KTP) project set up by the University's Enterprise Exchange.

The project, sponsored by the Arts and Humanities Research Council, will enable the 28 year old to work as a research curator exploring the day-to-day lives of the courtiers and servants who populated the palace during the reign of King Henry VIII in the 16th Century. Her findings will help shape a series of new exhibitions about the life and times of the Tudor monarch, best known for his six wives and his decision to sever ties with the Roman Catholic Church. The displays are being developed as part of preparations to mark the 500th anniversary of Henry VIII's accession to the throne in 2009.



Suzannah Lipscomb outside Hampton Court Palace

Palace officials hope the exhibitions will lead to a resurgence in the number of people from the United Kingdom making excursions to the venue.

KTP manager Charlene Edwards said the project demonstrated the important contributions the University was able to make to performance and productivity across the region. "Kingston's KTP programme is playing an increasingly prominent role in providing companies and organisations throughout the South East with a way to tap into the University's specialist skills and resources," she said.

"Being approached to support such a prestigious icon as Hampton Court Palace is testament to the effectiveness of the scheme and I am confident our links will reinforce the venue's reputation as one of the true treasures of Britain's national heritage."

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Partnership Profile – Showcasing the best case study

Optimal marketing through KTP

Optima graphic design is a privately owned graphic design consultancy based in Lincoln. In partnership with the University of Lincoln, Optima embarked on a KTP with the aims of establishing a strategic marketing design management capability and develop services to support business activity.

In order to improve its competitive position, Optima recognised that it needed to become a regional player in the East Midlands. This KTP work focused on building the company's capacity to attract and deal with major clients. The KTP also sought to position the company more accurately, moving away from 'Lincoln's best graphic design consultancy, to 'One of the East Midlands' more competitive high-quality design consultancies with the flexibility to undertake one-off jobs and full-service design programmes for large public and private sector organisations.

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Associate Profile – KTP Associate, Sharon Swards



Name: Sharon Swards

Qualifications: First class honours in Business and Management

Qualifications in progress: PhD

Current position: Product Development & Communications Manager

Sharon Swards

I graduated in Business and Management Studies from the University of Bradford in 2003. When I graduated I wanted to stay local so began looking for a job in the local papers. I saw the vacancy for the Knowledge Transfer Partnerships (KTP) in three different places, which grabbed my attention. KTP appealed to me because it was not just a graduate scheme, but a fast track programme with training, giving me the right platform to launch my career.

My KTP was with Leeds City Credit Union, an organisation that provides financial

services to people in Leeds, and the Knowledge Base partner was the University of Leeds. The KTP aimed to develop and implement a marketing strategy, with a strong emphasis on social responsibility, in order to facilitate growth for affordable financial services for a broad cross section of clients including socially disadvantaged people. The KTP allowed me the opportunity to get involved at a strategic level in both understanding the company's operations and its future direction.

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Good News Items

Graduate's Got Talent

New job. First day. This can seem daunting for the best of us, but not for graduates nominated in the NW London and Watford Business Awards.

The nominees for the Best New Graduate in Business Award, sponsored by The University of Hertfordshire, were selected by a judging panel for demonstrating a real flair for business by achieving results through adapting quickly to their new environment and contributing to the success of the organisation through innovation and commitment.

The ceremony, which took place on 22nd June 2007, was held at the prestigious Emirates Stadium and hosted by BBC Business News presenter, Declan Curry. Businesses from many sectors arrived to witness awards presented in nine different categories.

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Eavesdropping' To Help Save Whales And Dolphins

With environmental issues increasingly uppermost in everyone's mind, a KTP has recently attracted widespread media attention for its work in reducing the impact of hydrocarbon exploration on the marine environment. The KTP, with the University of Plymouth and the WGP Group based in Bude, North Cornwall, has appeared in NERC's *Planet Earth*, the Sunday Telegraph and on interviews with local BBC Television and a radio station in Perth, Australia.



Ross Compton, KTP Associate with WGP Group

The WGP Group enjoys a world-wide reputation for providing high quality operational support and management services to the international geophysical and offshore industry. The Group's participation in the KTP project is developing the next generation Passive Acoustic Monitoring (PAM) device for towing during marine seismic survey operations. The aim of the cetacean monitoring device is to detect sea mammal sounds by utilising a series of hydrophones tuned to the frequencies on which whales and dolphins vocalise. Associated software is used to visualise and analyse their wide range of clicks, whistles and chirps and permit more reliable direction and distance determination.

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KTP Success Means Data Clinic Goes For Second KTP

Data Clinic Ltd is a UK based provider of data recovery services & technology from failed computer media.

Founded in 2002, it soon became apparent to Data Clinic that the companies offering data recovery services all faced a common problem: how to recover data from a failed hard disk where the cause of the problem (and therefore the correct recovery solution) was not understood.

They decided to look at the problem using a KTP student. The project began in June 2005, its remit to study new methods of recovering data from failed hard disks where no existing data recovery solution existed.

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Diary Dates

KTP Polymers Seminar

- 13th September 2007
- Time: 1p.m.
- Venue: Room C57, Thomas Graham Building, University of Strathclyde, 295 Cathedral Street, Glasgow G1 1XL (map <http://www.strath.ac.uk/maps/thomasgrahambuilding>)

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PRINCE2TM

- 8th - 10th October 2007 (Monday, Tuesday, Wednesday) and 18th - 19th October 2007 (Thursday, Friday)
- Time: tba
- Venue: University of Gloucestershire's Park Campus, The Park, Cheltenham, GL50 2RH

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KTP Seminar with the University of Hertfordshire

- 17th October 2007
- 9.30 a.m. – 12.00 p.m.
- Wyboston Lakes Training and Conference Centre, Wyboston, Beds.

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Innovate 2007: From Mind to Market

- 8th November
- Queen Elizabeth II Conference Centre in London

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KTP South West Regional Seminar

- 14th November 2007
- Time: tbc
- Venue: tbc

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KTP Seminar with the University of Hertfordshire

- 12th December 2007
- Time: 9.30 a.m. – 12.00 p.m.
- Venue: Hertfordshire BioPark, Welwyn Garden City, Herts.

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