

# 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 fifth 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 - A Year of Success by Dr Debbie Buckely-Golder, KTP Programme Director

**Financial year 2005/06 was one of substantial progress and change within all of the core management components of the Knowledge Transfer Partnerships (KTP) Programme. Key developments included:**

- Fundamental revision and streamlining of the Partnership proposal, application and approval processes.
- Thorough review and revision of the Partnership assessment and grading process.
- Launch of the first KTP Guidebook and associated Newsletter as the official vehicle for the communication to key stakeholders of policy changes, guidelines and information.
- Implementation of full economic costing for Partnerships involving Higher Education

Institutions.

- Launch to stakeholders of an electronic marketing toolkit, portfolio of case studies and regular electronic newsletter (E-Transfer), all conforming to a new KTP identity.
- Recruitment to further enhance the regional delivery teams.
- Redesign and re-engineering of the IT systems at the heart of the KTP Programme.

In addition, three new Sponsors joined the Programme; the Arts and Humanities Research Council (AHRC), South East England Development Agency (SEEDA) and the Northern Way.

Over £36.5m of grant support was committed to new Partnerships in 2005/06, an increase of 14% over the previous year, augmented by over £54.7m from participating companies, an increase of around 4% from 2004/05.

The total number of Partnerships in the portfolio increased by 17% from 858 to 1002 during the course of the year, and the total number of Projects from 958 to 1114, thus exceeding the strategic objective of operating a minimum of 1100 live Projects at any one time.

On successful completion of their Partnerships 60% of Associates remained in the employment of the company partner. In addition, 61% of completed Partnerships were independently graded 'excellent' or 'very good', a statistic which has progressively increased over the past five years.

Companies continued to report an overall increase in the measurable benefits of participation in Knowledge Transfer Partnerships. For each Associate project graded during the year companies reported an average one-off increase in profit before tax of £78k and average increase in annual profit before tax after the project had completed of £291k. Average investment in plant and machinery was £223k.

For every £1m of Government expenditure on Knowledge Transfer Partnerships graded in 2005/06 the average benefits to company participants amounted to £4.24m increase in annual profit before tax and £3.25m investment in plant and machinery, with 112 new jobs created and 214 company staff trained.

However, none of the progress and achievements described above could have been made possible without the hard work, consistency and dedication of the Programme Office team, at Harwell, all of the KTP Advisers and Regional Development Managers, as well as staff in each of the KTP Offices and Centres across the UK. It has been a real team effort. In addition, the consistent commitment and support shown by all of the Programme Sponsors has contributed to the sense of enthusiasm, felt across the whole of the KTP

community, for maintaining the quality, diversity and impact of the KTP Programme.

Finally, as many people involved with KTP will know, Dr Ian Harrison retired on 14 July 2006 from his position as Director of Innovation Diffusion in the DTI's Office of Science and Innovation. As the lead Sponsor for KTP Ian also chaired the Programme Management Board. Ian has made an enormous personal contribution to the success of the KTP Programme and has been a wise and consistent guiding hand. I am sure everyone in the KTP community will join me in wishing Ian a very long and happy retirement.



*Dr Ian Harrison collecting his retirement award at the  
KTP Annual Awards, 2005*

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**Sponsor Perspective**

**EPSRC (Engineering and Physical Sciences Research Council) by Dr Jane Mefo, University Interface Manager.**

The Science Research Council (EPSRC's predecessor) and the DTI began the Teaching Company Scheme (KTP's original name) as long ago as 1975. It has been a long and winding path since but the longevity demonstrates the value and well-regarded nature of the "unique" KTP approach. The quinquennial reviews have constantly produced some astounding statistics on the benefits to companies of the scheme leading to the statement that it is a "highly successful valuable scheme" which was "achieving its mission and objectives and offering value for money".



***Dr Jane Mefo***

As in 1975, industrial involvement is encouraged in virtually all supported EPSRC activities. With the current strong interest in knowledge transfer, KTPs are seen by EPSRC as a key mechanism demonstrating the flow of research outcomes to users to the benefit of UK industry. Although the number of KTP sponsors has increased to 16 in recent years, EPSRC remains the second largest sponsor after DTI.

In recent times, KTP funding has become more flexible allowing, for example, a range in the length of a project to fit the need. EPSRC's support has also become more flexible. Most universities are in receipt of a Collaborative Training Account (CTA) providing support for a portfolio of knowledge transfer and postgraduate training activities. Through this mechanism, universities may provide support for KTPs according to demand and are able to indicate to companies "up front" that funding is available, subject to a project meeting a quality threshold.



EPSRC's remit is very broad covering maths, physics, chemistry, materials, information technology and the whole of engineering. Research topics receiving particular encouragement at the moment are:

- energy
- e-science
- basic technology
- crime prevention

- complexity science
- novel computation

However, we welcome KTP projects relating to past EPSRC research grant support in any area of our remit. Projects seeking joint sponsorship are particularly encouraged, especially where projects are at the interfaces with other sponsors.

In ending, we would take this opportunity to thank DTI and Momenta for their central roles in managing the scheme and to the recently retired Ian Harrison for his leading contributions over many years.

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## Regional Spotlight: West of Scotland

**Marking the West of Scotland's KTP Centre's 10th anniversary, a major business conference was held at Glasgow's Radisson Hotel on the 12th June 2006. Dr David Brown, Manager of the West of Scotland KTP Centre welcomed the 154 attendees to the conference entitled 'Innovating the Scottish Economy; knowledge transfer for a competitive edge', which aimed to emphasise the vital importance of knowledge transfer and business/academic partnerships to promote wealth creation and encourage a smart, successful Scotland.**

Among invited guests was Mr Allan Wilson, MSP and Deputy Minister of Enterprise and Lifelong Learning in the Scottish Parliament. Wilson complimented the West of Scotland KTP Centre on achieving 155 KTP projects worth £16.5M in its first 10 years. He reported on the wide-ranging review of business support in his Department and noted the important part KTP plays in achieving the Department's goals.



***Dr Debbie Buckley-Golder, KTP Programme  
Director with Allan Wilson MSP***

He exemplified two successful Strathclyde University projects: Blairs of Scotland which has achieved record profitability, and DMS Ltd, a Strathclyde University spin-out which exports 96% of its products and has been recognised with a prestigious Queen's Award for International Trade.

Wilson commented,

'Knowledge Transfer Partnerships are regarded as Europe's most successful knowledge transfer mechanisms; the West of Scotland KTP Centre which was the first Centre in Scotland has been vitally important in leading the way for Scotland.'

In addition to Allan Wilson MSP, the conference was addressed by Andrew Hamnett, Principal and Vice-Chancellor of the University of Strathclyde; Dr Debbie Buckley-Golder, KTP Programme Director and Dr Chris Masters, current Chairman of Scottish Media Group (SMG) plc.

Six participation parallel breakout sessions were held on the themes of Environment, Construction, Design, IT/Electronics, Food & Drink and throughout the day attendees had the opportunity to lodge questions via a video diary room from which five one-minute clips were produced and used at the final Q&A Session, hosted by Paul Murrice of Axis Media Group and supported by Dr Buckley-Golder and Mr Alex Reid MP of the Scottish Executive along with a panel of the session leaders.

The day ended with final comments from Dr Debbie Buckley-Golder who reiterated her thanks for a very successful event and extended Momenta's best wishes to the KTP Centre on its 10th Anniversary.

Reflecting on the day's conference Dr Brown, KTP Centre Manager, commented

'I was thrilled at the level of participation and endorsement from Momenta, Scottish Executive, business and academics alike and know that this will stimulate further expansion. The West of Scotland Centre works with eight HEIs in the West of Scotland and collaborative representation is so vital to a coordinated approach in delivering KTP. The Centre work very closely within KTP Scotland and with our sister Centres in Aberdeen, Edinburgh and Tayside.'

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**Person Profile - Associate Laura Bishop, 2005 KTP Business Leader of Tomorrow award winner**

**KTP Associate Laura Bishop was one of the six winners selected for the 2005 KTP Business Leaders of Tomorrow Award. The Business Leaders of Tomorrow Awards are for those Associates in the second year of their project who demonstrate clear potential to be future business leaders.**



***Laura Bishop, 2005 KTP  
Business Leader of Tomorrow  
award winner***

Working with Darlington based Country Valley Foods, Laura's KTP project aimed to create and implement a Business Development Strategy to reposition products, services and branding into higher added value sectors and markets, and to embed professional marketing practices into the company's business.

We find out from Laura how KTP has contributed to her career so far...

***How has being involved in KTP contributed to your personal development?***

The KTP scheme has been fantastic for my personal development. The three KTP residential courses have played a key role in expanding my skill set and giving me further confidence within my role. The personal development budget has paid for my Chartered Institute of Marketing Postgraduate Diploma, allowing me to augment my CV with a professional qualification. I have also attended a Management Conference with key speakers including Michael Porter and Charles Handy, an opportunity that has arisen as a direct result of KTP.

Within my role as Marketing Manager I have gained a wide range of experience, not only within the food sector, but also within marketing and extending my experience as a manager. The NVQ 4 in Management ensures I gain the required amount of knowledge and exposure in a senior role.

***How has Country Valley Foods benefited from being part of a KTP?***

My role at Country Valley has been a catalyst for change, with a gradual culture shift from tactical business practices to a strategic outlook. This has resulted in an increased turnover of 17% year on year coupled with increased margins.

External grants totalling £51k have been gained for the company as a result of my position. This has facilitated re-branding the company, launching a new interactive website and most significantly, launching a regional beef brand with the backing of the English Beef and Lamb Executive. Our new brand 'Grand Reserve' capitalises on reconnecting local supply chains and offers our customer base of butchers and chefs a local, high quality product that brings provenance to their plate.

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

The highlight has to be winning the Business Leader of Tomorrow award, which included a trip to Vancouver with the other winners and a chance to meet our Canadian counter parts. On return to the UK, I made a presentation at the awards event, held at the Savoy Hotel to highlight the key components of my project and showcase Country Valley Foods.

The launch of 'Grand Reserve' was also an important milestone, as a project of this nature had never been staged before, and was a culmination of everyone's hard work. It raised our profile nationally, whilst building a stronger relationship with existing customers and connecting with new customers.

***What are your plans going forward?***

Country Valley has offered me a permanent position, which I have accepted. This will commence after I have had four months off to travel around Australia. The KTP project has highlighted new areas and routes to market and I am excited about returning to the company in February after my travels to start work on these.

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

## Operational Success with KTP

**A common problem confronting operating theatres in the NHS is that expensive facilities and staff are under utilised while waiting lists are increasing. Central Manchester and Manchester Children's University Hospitals NHS Trust recognised that they needed to improve this situation, but the challenge lay in the fact that they did not have the information they needed to analyse their activities.**

**Sponsored by the EPSRC, the Trust worked with the University of Manchester's Institute of Science and Technology (UMIST) on a KTP, which aimed to design and install a bespoke management information system, improving the management and performance of operating theatres and supporting services.**

As a result of the KTP, the new PC based system, together with the introduction of modern operations management within operating theatres, has improved staff capability and enabled them to identify areas of improvement, such as reducing cancellation within the operating theatres by one percent.

Tangible benefits include a more efficient operations schedule list - enabling an extra 700 operations to be performed each year and provided potential savings to the Trust of over £400,000 per annum. There has also been a reduction in operation cancellations and the reorganisation of storerooms has freed up 40% more space.

The Trust saved approximately £300,000 by developing the software system themselves, rather than buying an off-the-shelf system.

Aspects of this KTP have now filtered through to other areas of the Trust and to other hospitals, and this KTP is used as a best practice example to other areas of the NHS

Heather Bonnebaigt, Directorate Manager, Manchester Royal Infirmary comments,



*Operating Theatre*

'Working with the University gave the project a different dimension. We had the support of the academic supervisor and that meant that we had a broader knowledge base. It helped us to look outside our own little box and to think more laterally than we had done.'

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## Good News Stories:

### Innovation Success

**Bells of Lazonby, has been awarded the prestigious Queen's Awards for Enterprise - Innovation Award 2006 for its allergy friendly bakery products under its 'OK' and 'Village Bakery' brands, the company's gluten, wheat and dairy-free ranges.**

The Awards, announced by Her Majesty The Queen to mark her 80th birthday, are the UK's leading accolades for business success.



***Bells of Lazonby Managing Director, Mike Bell with an MMU researcher***

The production of the new gluten wheat and dairy-free foods was supported through a KTP with Manchester Metropolitan University (MMU)'s School of Food, Consumer, Tourism and Hospitality Management; with Academic Supervisor Professor Paul Ainsworth, a leading UK expert in food innovation.

The KTP project was essential in developing products per se but also in establishing an adequate knowledge base within the company, and credibility with customers and consumer groups. The setting up of professional facilities and procedures for new product development was also very important to underpin growth in all three areas of company activity (free-from, organic and general market products).

From a nominal turnover before launching its new range in 2003, Bells of Lazonby now has annualised turnover of £2.5 million with product listings in all major national supermarkets.

MMU has collaborated with Bells of Lazonby on two KTPs sponsored by the DTI: the first of which worked directly with the new range of products and the second KTP with MMU's Business School aimed to foster innovation in business information technology.

Miranda McCormick, business development manager at MMU, said:

'Bells are a smashing company and richly deserve this award. The KTP is a highly successful way of driving innovation.'

## **Oxfordshire is new hotspot for KTPs**

**Knowledge Transfer Partnerships are on the rise in Oxfordshire thanks to the efforts of the two local universities.**



***(left) Dr Stuart Wilkinson KTP Manager, University of Oxford and (right) John Corlett, KTP Manager, Oxford Brookes University***

Oxford Brookes University and the University of Oxford joined together to host a series of 'Kickstart That Project' seminars on business and science parks around Oxfordshire, more than tripling the number of KTP applications in the pipeline.

From a base of seven live projects across the two universities in March 2006, over 30 Oxfordshire businesses are now actively seeking to take part in the scheme.

Following an introduction by Regional Adviser Dr Gillian Rysiecki, 'Kickstart That Project'

heard from companies with real experience of KTPs. The KTP Associate and academic then took the stand with a 'live' case study, highlighting the advantages of a KTP. Senior decision makers were encouraged to ask questions with networking opportunities and a buffet concluding the event.

Nick Williamson, Managing Director of Maylarch Environmental in Eynsham, was a delegate at 'Kickstart That Project', and has since put forward his company proposal.

Nick says

'I was very pleased to hear about the KTP scheme, because it gives us the opportunity to develop and grow as a business with a ready-made package of support.'

## **Double Award Success for MLE thanks to KTP with Bournemouth**

**Bournemouth University's KTP with M L Electronics (MLE) has resulted in the company receiving two awards. MLE, a developer of specialist electronics systems, were winners of both the Dyson award for Engineering along with the Virgin Mobile award for Best Business Culture in the recent Wiltshire Business of the Year Award 2005.**



*(left to right) Mike Lloyd, MLE, Peter Richardson, Chief Operating Officer, Dyson Sharon Lloyd, MLE*

These latest achievement reflects both the efforts of the university and MLE to develop and promote a successful and reputable hi-technology engineering company.

Managing Director of MLE, Mike Lloyd, who collected the Dyson award for Engineering says, 'This award recognises the high level of skills we have within the team and the effort we

have put into developing a consistent and effective design process for our clients.'

## Gorseinon College Award Winners



*Gorseinon College accepts their award*

**Congratulations to Gorseinon College who recently won the fforwm Award for Innovation. fforwm, the association of further education colleges and institutions in Wales, announced the 2006 award winners at a ceremony on 8th June.**

**The Innovation category was the most contested section, with four colleges short-listed. The award, which was jointly sponsored by the Institute of Leadership and Management and City & Guilds, was given in recognition of work undertaken by the College in helping businesses through the Knowledge Transfer Partnership Programme.**

Gorseinon College, the largest FE provider of KTP won the award for their work in helping local business, Farsight/e-Surveillance, to develop an e-surveillance security system that is now being marketed around the world.

Gorseinon College Principal, Nick Bennett, commented,

'The Award recognises the quality of our KTP provision and also the valuable contribution which the further education sector makes to the development of businesses throughout the country.'

## Innovation and Entrepreneurial Collaboration

The KTP project between Juice Technology Ltd and Cranfield University's Defence College of Management and Technology (DCMT) picked up the award for the 'Most Innovative and Entrepreneurial Collaboration' at the recent i10 Business/University Collaboration Awards for the East of England.



*(left to right) Steve Kaye of Anglian Water – presenting the award to Ian Turner, MD Juice Technology and Patrick Luk, Cranfield University*

Juice, specialists in technology distributing high frequency power and signals on a single cable structure, collaborated with Dr Patrick Luk (Head of Power and Drive Systems at DCMT) and Maciej Bendyk (KTP Associate) to access new power conversion technology.

## New Ethical Hacking Degree at the University of Abertay, Dundee

The University of Abertay Dundee has become the first in the country to offer a BSc (Hons) in Ethical Hacking & Countermeasures. This has been a positive outcome of a KTP with NCR Corporation.

The course structure will involve learning how to break through the most sophisticated IT security systems whilst offering core skills in:

- Operating systems
- Computer networking
- TCP/IP architecture
- Client and server systems
- Network management and security
- Encryption
- Ethical hacking

- Penetration testing
- Forensic computing
- Mobile technology
- Ethics and the law

With computer-based crimes now costing businesses up to £270,000 a year, the aim of this course is to help advise companies on the best way to protect their systems and their customers.

Abertay was originally aiming for two innovative new teaching modules to be developed using experiences from the KTP project, however, with an entire four year course and the PgD/MSc planned for next September, this successful partnership is by far exceeding expectations.

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## Diary Dates

**7th September 2006** : West of Scotland KTP Centre is holding a KTP Seminar at the Scottish Hotel School at the University of Strathclyde. Contact Lorna to register or for further information:

Lorna Gray

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**14th and 15th September 2006** : The University of Brighton's annual BISME (Business Innovation for Small-Medium Sized Enterprises) held at the Chichester Park Hotel, Chichester, West Sussex

The BISME conference is a great opportunity for companies to find out about the University's collaborative partnerships, including the highly successful KTPs. Other key topics will include: improving customer service, strategic marketing and other topics of direct interest to businesses.

The conference will include keynote speakers, topical workshops and university/company

live case studies – an ideal networking opportunity.

For more details, and online booking, please follow link

<http://www.brighton.ac.uk/ktp/bisme2006.html>

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We look forward to hearing from you.

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