

# Introduction to Knowledge Transfer Partnerships

12 Jan 2023

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InnovateUK  
KTN



Innovate UK is the UK's national innovation agency – supporting business-led innovation in all sectors, technologies and UK regions – helping businesses grow through the development and commercialisation of new products, processes, and services.

Provide funding for R&D projects .....

IUK Smart Grants

Small Business Research Initiative

Innovation loans

Sector Driven Initiatives

Knowledge Transfer Partnerships

<https://www.ukri.org/opportunity>

<https://apply-for-innovation-funding.service.gov.uk/competition/search>

# Knowledge Transfer Partnerships

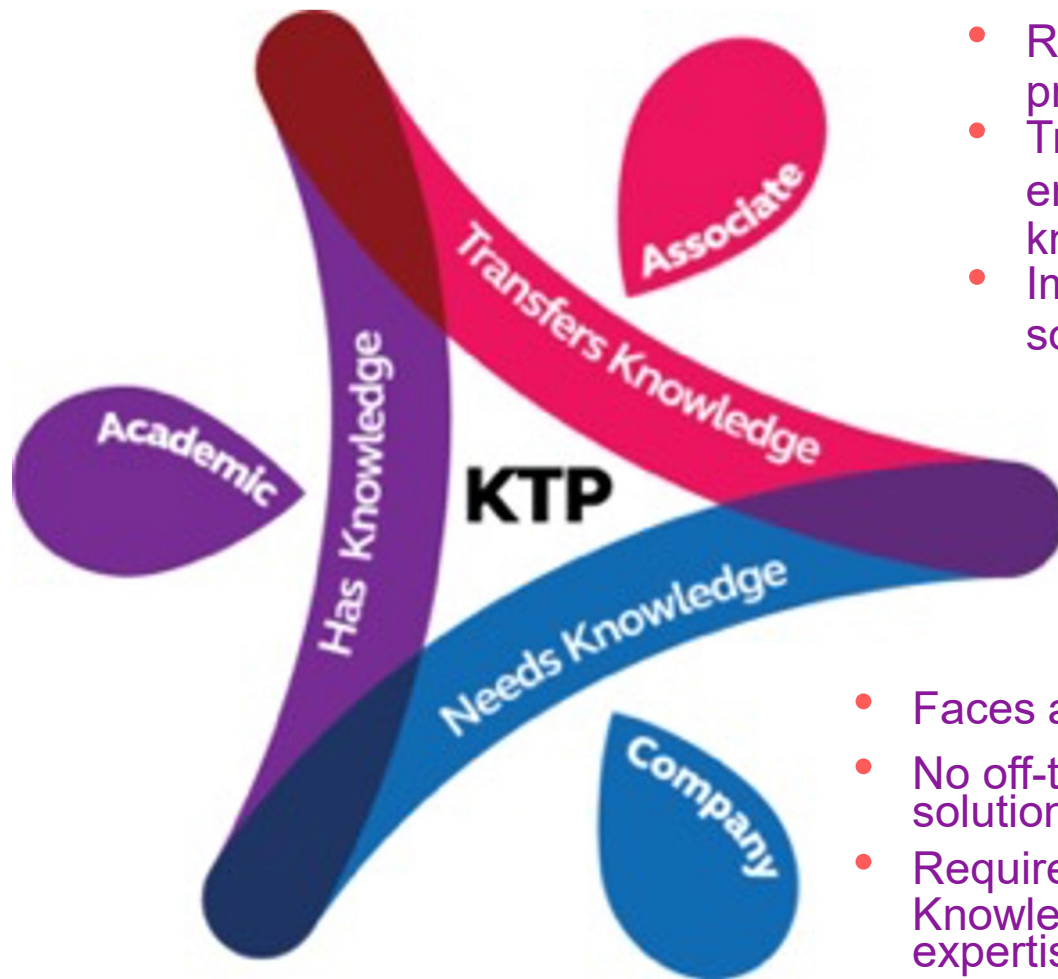
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To strengthen the competitiveness, wealth creation and economic performance of the UK by the enhancement of knowledge and skills and the stimulation of innovation through collaborative projects between business and the knowledge base



# Introducing KTP

- A university, college, research and technology organisation – or Catapult in the UK
- Has knowledge to develop solutions
- Cross disciplinary expertise – a team could span different departments



- Recruited to lead project
- Transfers and embeds new knowledge
- Implements solutions

- Faces a challenge
- No off-the-shelf solution
- Requires external Knowledge Base expertise

# Business Partners

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- Stable companies of all sizes from all industrial sectors
- Charities and not-for-profit organisations,
- Public Organisations are currently ineligible
- Financial track record demonstrating ability to fund project costs & related commercialisation costs
- Sufficient number of staff so new knowledge can be embedded
- In it for the long term; KTP is not a quick fix but a strategic growth project
- KTP should bring specific advantages not otherwise achievable



# Project Features

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- Project length of between 12 and 36 months
- Project and associate located at business premises with joint business & academic supervision
- Knowledge Base Supervisor spends approx. half a day per week at the business premises (knowledge exchange)
- The Associate is employed by the university partner, recruited jointly
- Project with high impact, innovation and challenge, coherently planned
- Structured project management



# Typical Projects

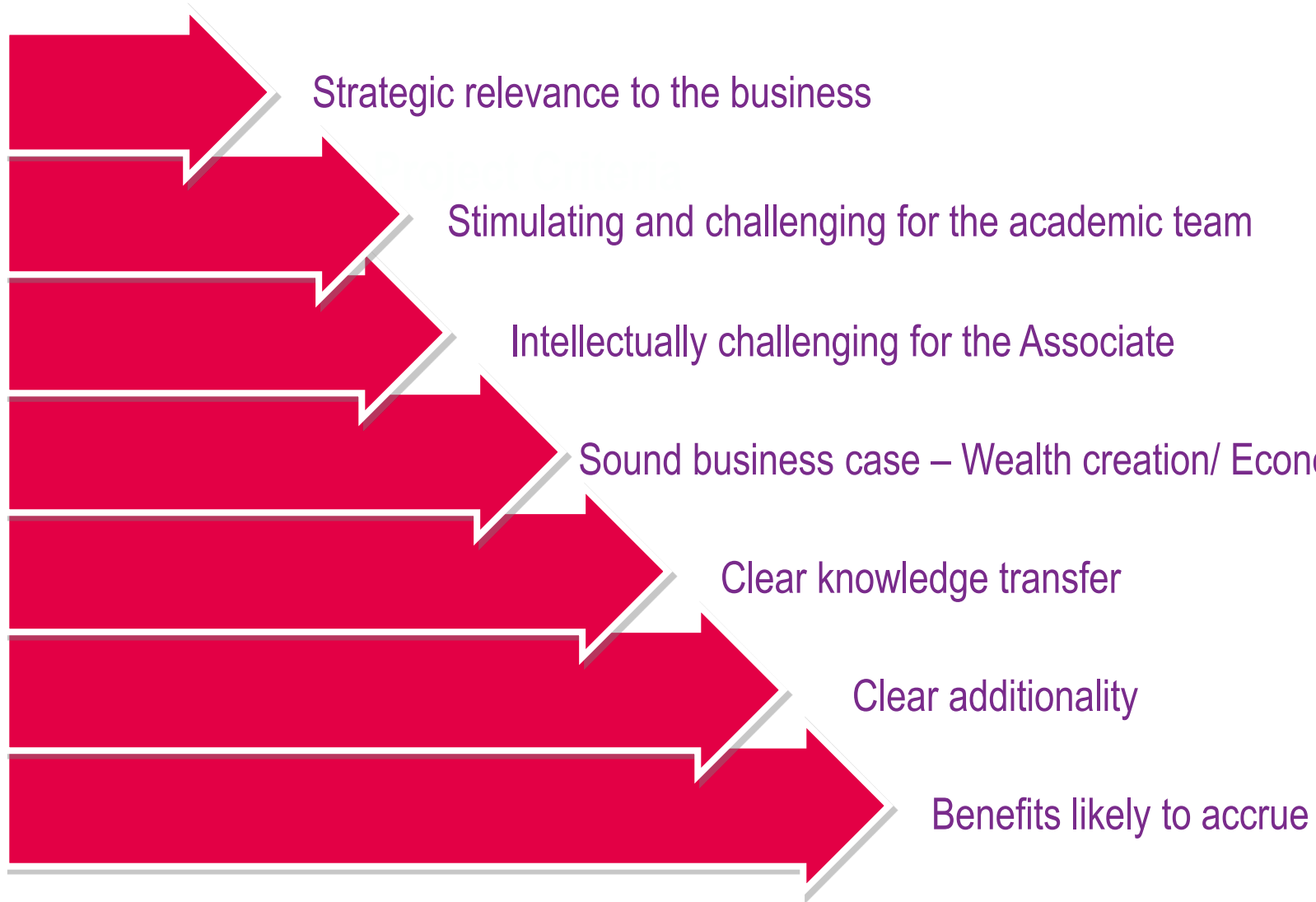
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- improving existing products or developing new products
- developing new systems and frameworks to improve efficiencies in staff or processes
- streamlining a design, manufacturing or logistics process
- development of diagnostic/analytical tools
- Introduction of new capabilities
- New strategy development - management, HR, marketing

**Concept generation....to full commercial implementation / commercialisation**

*Give a man a fish and you feed him for a day. Teach him how to fish and you feed him for a lifetime...*

Lao Tzu





# Industry Benefits

- Opportunity to adopt latest thinking and technologies:  
competitive advantage

turnover / profit growth company/product differentiation  
positive societal/environmental impact / new markets / new products / IP

- Access to world class expertise embeds new thinking, knowledge & approaches - Encourages culture of innovation

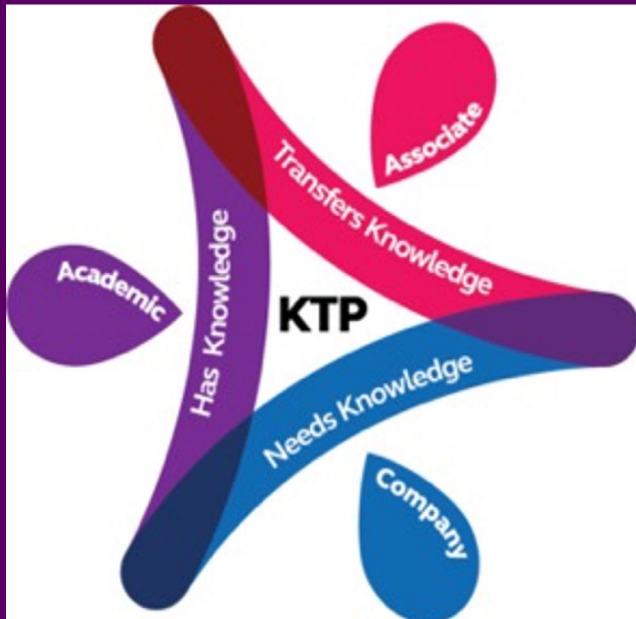
- Helps de-risk change

- Expert support of KTA and KTN throughout project and beyond

- New jobs created (including Associate job)

- Business staff trained

- Ongoing opportunities for competitive advantage by linking with academia



# Academic (Knowledge Base) Benefits

- Income
- Published papers (av. 2 or 3 initiated)
- Teaching materials, case studies and student projects
- New research themes – commercial relevance
- Staff development – commercial awareness
- Graduate career opportunities
- Strategic relationship with business
- Development of longer-term relationships with industry
- Case studies to enrich teaching material
- Project counts to REF / KEF
- Great stepping stone for early career researchers
- Opportunity to promote research outcomes at international conferences
- KTPs have IMPACT



# Associate Benefits

Unique **career launchpad**, driving a strategic innovation project

Opportunity to apply academic knowledge to a real-world challenge - **making positive change happen**

**Employment** within the chosen academic discipline

Ownership of the whole project – **management skills**

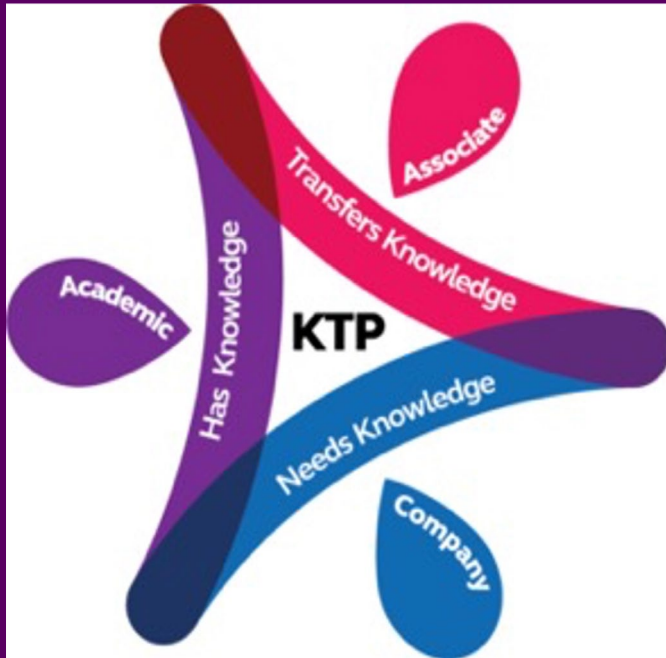
**Fast-track** career development

73% of Associates are offered employment by the host business

**Customisable Training** and development (10% of time and generous c £2k pa budget)

**Mentoring** support from KTA - accelerating skills development

Competitive **salary**



# Criteria – What are assessors looking for ?

- **Innovation**

- Significant step change in company , create capability to do something new. At least at company level and ideally at sector level. Not available off the shelf, needs university expertise
- At academic level – not necessarily leading-edge but at least a bespoke development/application

- **Challenge**

- Not routine for academic but stretches ability in some way
- Requirement for research
- Element of risk
- KT required throughout

- **Impact**

- Quantifiable business case –new commercial opportunity , short to longterm
- Beyond the company – sector/Scotland/UK/ societal/ cultural/environmental
- Increase academic knowledge/enhances reputation of dept/university. Publication and teaching

# Project Budget

Ballpark figure for cost of KTP is £90k-£100k per year of project

A SME would get a 67% grant ,a large company 50% grant, NFP 75%

This comprises:

- 🌀 Contribution to associates salary
- 🌀 Personal development for Associate
- 🌀 Travel
- 🌀 Consumables
- 🌀 KB supervisor (based on 10% of their time )
- 🌀 University resources/overhead
- 🌀 Pro rata estate costs if associate to spend significant time at university (max 30%)





## Some Current and Previous KTP Projects with Edinburgh Napier University

To develop building membranes for acoustic isolation in sustainable homes and embed the capability to design and test further acoustic products.

*Icopal Ltd*

To develop a dedicated methodology and benchmarks for the whole life carbon assessment of lighting products.

*Mike Stoane Lighting Ltd*

To develop, test and deploy innovative Artificial Intelligence based approaches to improve accuracy of Individual fish identification and sea lice detection

*Ace Aquateq Ltd*

To develop an academically robust and unique consumer insight tool.

*Multiply UK Ltd*

To advance digital access rights using attribute-based encryption enabling the protection of sensitive public and private assets in a controlled fashion.

*Miracl Technologies Ltd*

To explore, understand and develop intuitive interaction technologies for simultaneous multi-user collaborative experiences in immersive digital domes.

*Soluis Group Ltd*

To design and build a web interface providing unified, consistent access to dynamic, real-time financial, geographical and forest-mensuration data for company staff, clients and customers.

*Scottish Woodlands Ltd*

To develop and incorporate effective information visualisation tools for generating insight through visual exploration and discovery of relationships in customers' business data.

*Zonefox Ltd*

*"Facilitating Knowledge Transfer Partnerships with industry for the Universities of Edinburgh, Stirling & St Andrews; Edinburgh Napier & Heriot Watt Universities "*

**Central aim:**

**.....to make the KTP development experience as  
'seamless' as possible for company and academic  
project partners**

**Please involve the centre at the earliest opportunity**

## In Summary

- KTP is a very cost effective way for companies/organisations to collaborate with Universities
- Proven track record of introducing innovation and embedding new knowledge and capabilities into companies
- Ideal way for academics to demonstrate impact
- Increased levels of funding available
- High Success rate for applications

# Thank You

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<https://ktn-uk.org/programme/knowledge-transfer-partnerships/>



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