

Introduction to Knowledge Transfer Partnerships

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www.ktn-uk.org



InnovateUK
KTN

Innovate UK KTN

Innovate UK KTN exists to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.

Net Zero | Diversity & Inclusion | Global Innovation |
Innovation Adoption & Diffusion | Place



**We
connect**

Diverse communities

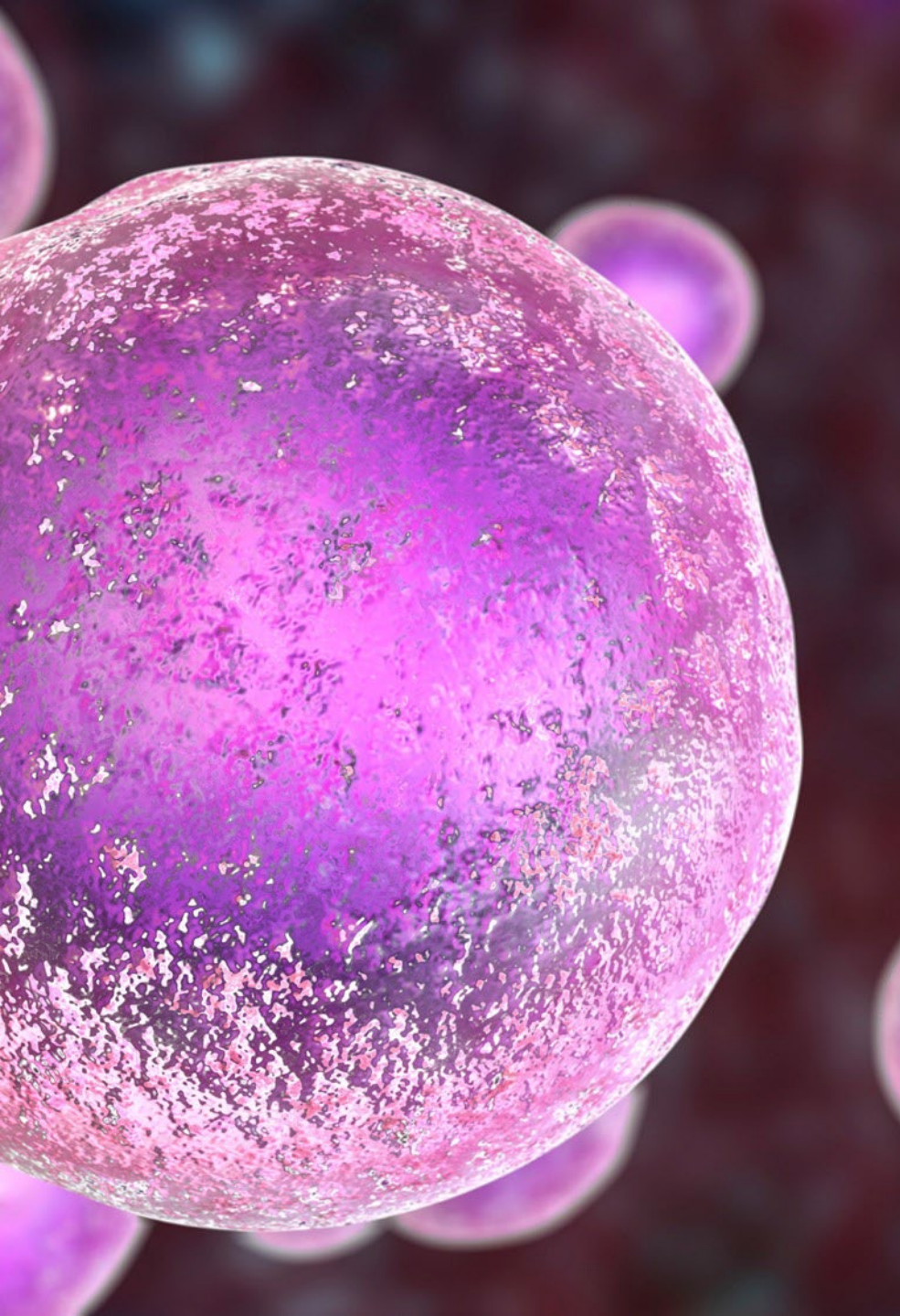
Regional, national and global

Research and business

Innovators, funders and collaborators

Insight to impact

...for positive change



Cross-Sector Expertise

Agrifood

Biotechnology

Chemistry

Creative Industries

Design

Digital

Electronics

Energy

Geospatial

Health

Industrial Maths

Infrastructure

Manufacturing

Materials

Photonics

Quantum

Robotics & AI

Security & Defence

Sensors

Space

Transport

Water



InnovateUK
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UK Research and Innovation

UK Research and Innovation brings together the 7 Research Councils, Innovate UK and Research England.

As part of UK Research and Innovation, Innovate UK drives productivity and economic growth by supporting businesses to develop and realise the potential of new ideas including those from the UK's world-class research base.



**UK Research
and Innovation**



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Innovate UK

To help UK businesses grow through the development and commercialisation of new products, processes, and services, supported by an outstanding innovation ecosystem that is agile, inclusive, and easy to navigate.

- The UK's innovation agency
- Support business-led innovation in all sectors, technologies and UK regions
- A key delivery body of the Government's Innovation Strategy

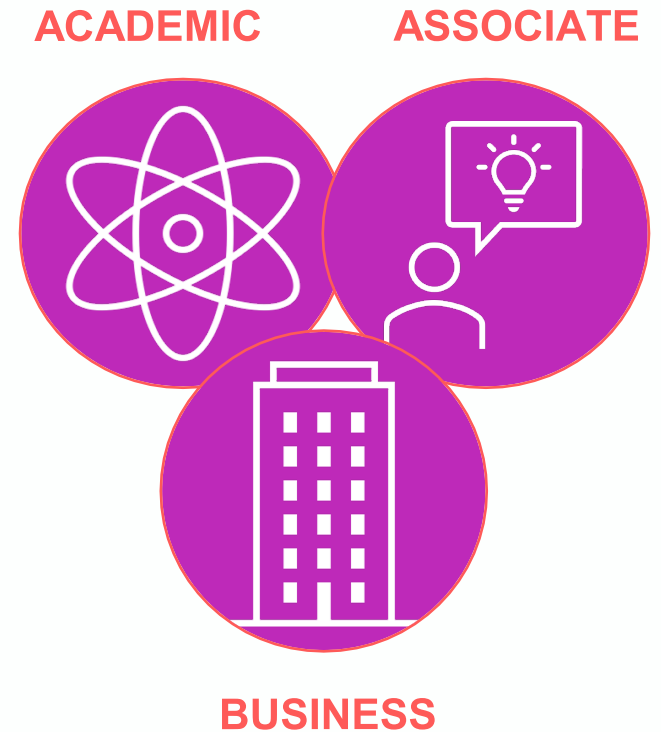
Introducing Knowledge Transfer Partnerships (KTP)

KTP is:

A three-way partnership that provides

- **expertise** to innovate
- **funding** to enable
- **resource** to deliver transformational positive change

This change can be economic, societal and environmental



KTP Project Profile

WHO

Any size, any sector including **virtual UK** based business & third sector

Public sector for **Management KTP** only

WHAT

Any subject that is **innovative, business-led, strategically relevant**

Demonstrates **commercial impact, innovation, knowledge transfer** > **embedded** capability & coherent plan

WHY

Delivers quantifiable benefits for all three partners

Creates economic, societal & environmental impact

KTP in Numbers

Partnerships



Company Size	
Micro	17%
Small	38%
Medium	22%
Large	23%

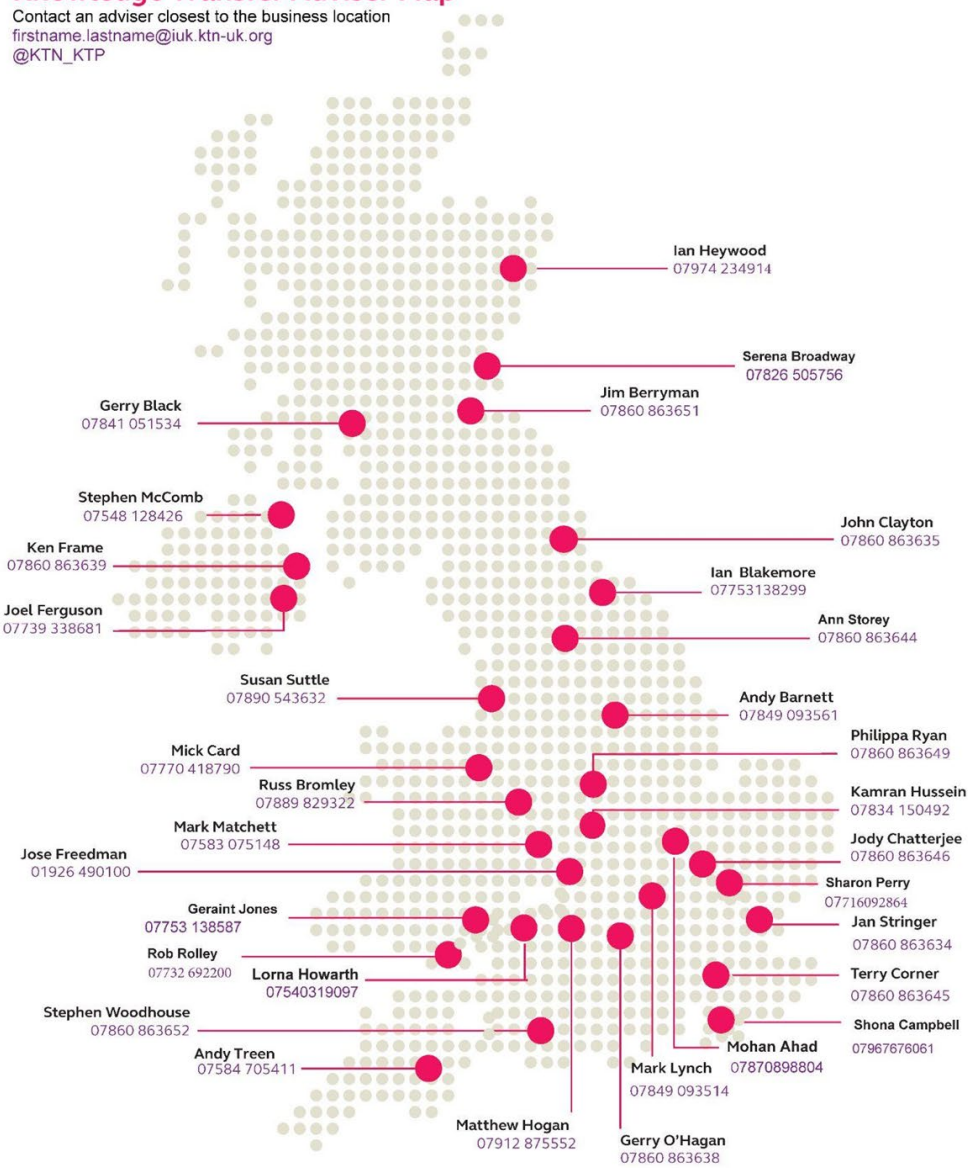
APPLICATIONS	
Funding success	79%
Average cost/project (per annum)	£80-100K

Knowledge Transfer Adviser Map

Contact an adviser closest to the business location

firstname.lastname@iuk.ktn-uk.org

@KTN_KTP



Knowledge Transfer Adviser (KTA) Support

- Locally based Expert Support and Advice throughout the project lifecycle
- Mentoring for KTP Associate
- Support and monitor the project
- Interface with other IUK-KTN resources/networks/sector specialists
- Support more than 100 KBs active or interested in participating in KTPs

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

- Stable companies of all sizes from all industrial sectors
- Charities and not-for-profit organisations,
- Public Organisations can do management KTPs
- 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

- 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



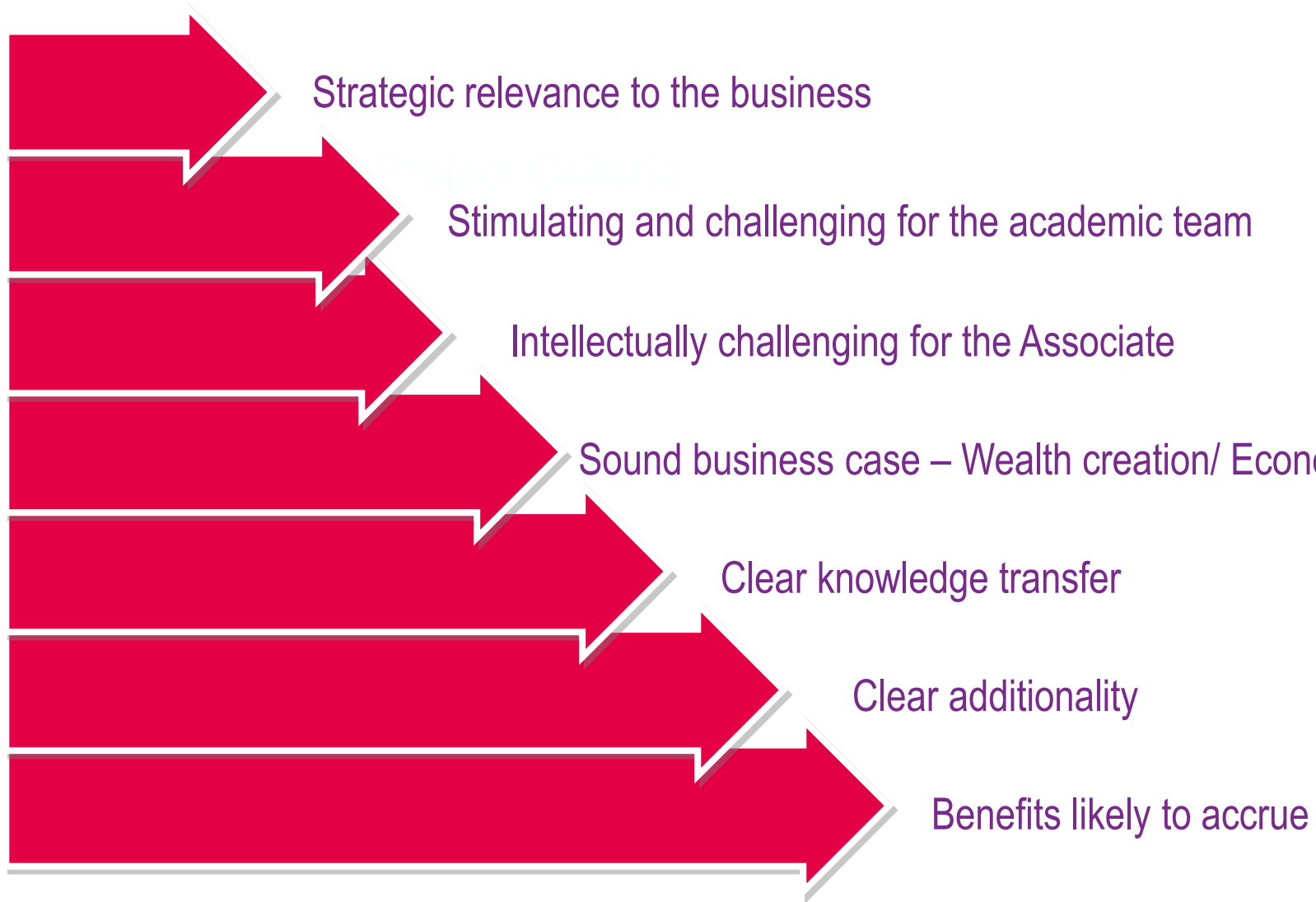
Typical Projects

- 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

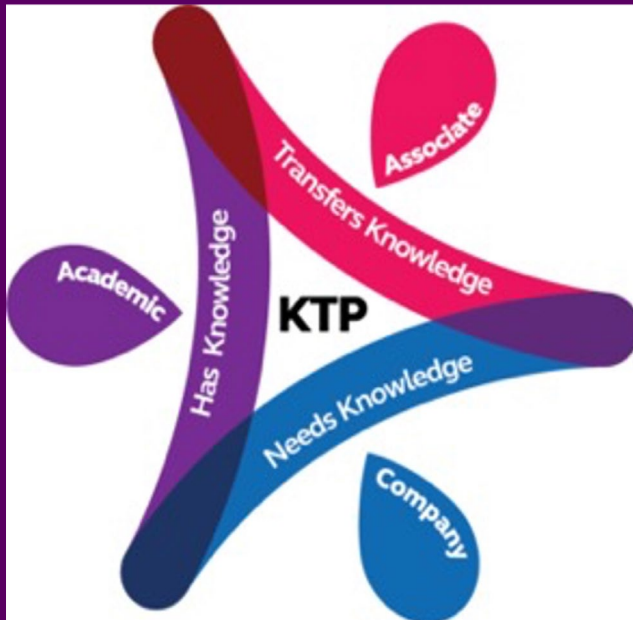
- Helps de-risk change

- Expert support of KTA and KTN throughout project and beyond

- New jobs created (including Associate job)

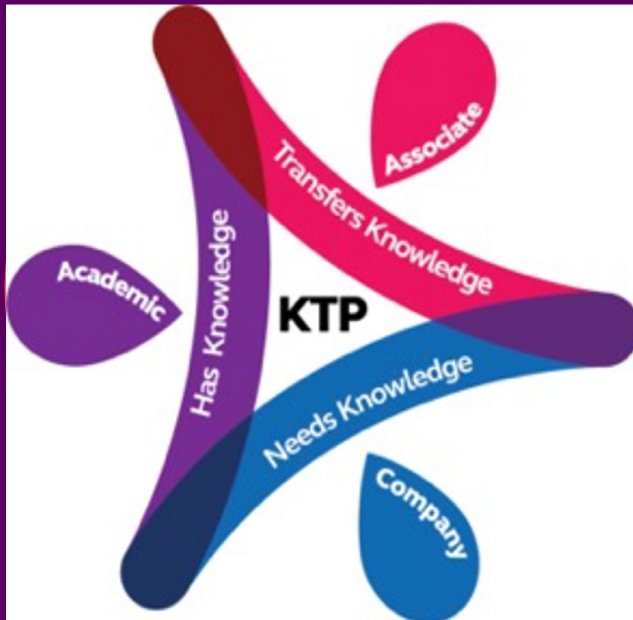
- Business staff trained

- 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

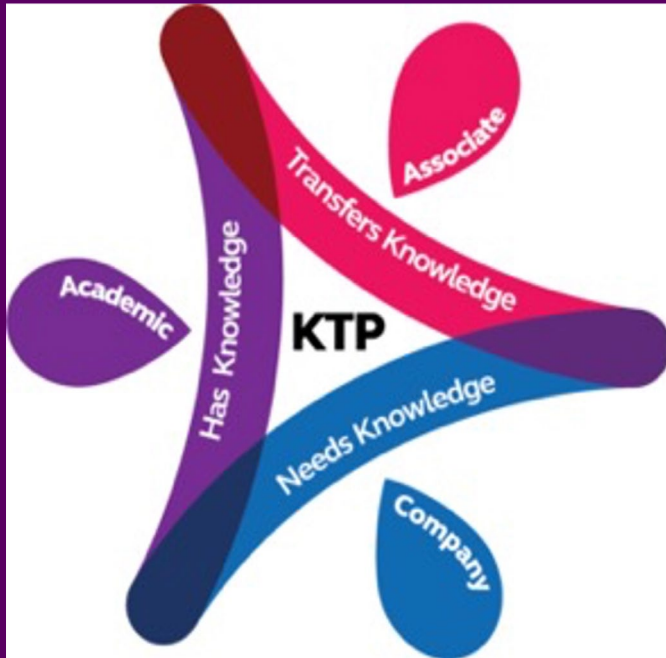
Fast-track career development

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, test and deploy innovative Artificial Intelligence based approaches to improve accuracy of Individual fish identification and sea lice detection
Ace Aquatec Ltd

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

To improve customer experience through intelligent workflow.
Verint Systems UK Limited

To develop and implement an innovative and bespoke framework and recommendations to enable more effective BIM implementation in an SME.
Camerons Ltd (CSY Architects)

To develop, test and commercialise a customised deep-learning framework on open hardware platform for assistive diagnostic applications.
Codeplay Software 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 Limited

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

"Facilitating Knowledge Transfer Partnerships with industry for the Universities of Edinburgh, Stirling & St Andrews; Edinburgh Napier, Queen Margaret & 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 to overcome challenges, achieve strategic goals and become more profitable and competitive
- Proven track record of introducing innovation and embedding new knowledge and capabilities into companies
- Ideal way for academics to demonstrate impact
- It is always open - Seven rounds in 2023/24
- Increased levels of funding available
- High Success rate for applications
- High level of support - KTP Centre- KTP Adviser
- Become part of the KTP community

Thank You

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