



Edinburgh Napier  
UNIVERSITY

Research, Innovation  
& Enterprise

## KNOWLEDGE TRANSFER PARTNERSHIPS at Edinburgh Napier University

# Access expertise and innovation for your business

### How will it benefit my company?

#### A KTP can help you:

- Access experts who can help deliver a step change in your organisation's capability and performance
- Access qualified people to spearhead new projects
- Develop innovative solutions to help your business grow
- Develop your business for today's market
- Increase your competitive advantage
- Improve your performance / business operations
- Increase profitability

On average, businesses generate an increase of over £240,000 in annual profits before tax, the creation of two jobs and upskilling of existing staff.

**Knowledge Transfer Partnerships (KTP)** are a UK-wide programme that helps businesses to improve their competitiveness, productivity and performance by forming a partnership with an academic institution and accessing their knowledge, skills and expertise. KTP projects apply the world-leading knowledge and expertise of academics to business-critical projects.

#### How do they work?

Part-funded by Government organisations led by Innovate UK, KTPs involve the forming of a partnership between your company (known as the company partner) and the academic institute (known as the Knowledge Base Partner), enabling you to access skills and expertise to help your company develop.

The partnership also involves one or more recently qualified people (known as KTP Associates) to facilitate this transfer of skills and expertise. The Associate works within your company on a project central to your needs and is jointly supervised by company personnel and a senior academic. Projects can be from 1-3 years in length.



### How can we help you?

For a discussion on how Knowledge Transfer Partnerships (KTPs) might help your business, contact our Business Engagement Team at [innovation@napier.ac.uk](mailto:innovation@napier.ac.uk)

**Knowledge Transfer Partnerships**  
[innovationhub.napier.ac.uk](http://innovationhub.napier.ac.uk)





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### What will it cost?

The budget for any individual Knowledge Transfer Partnership, and a company's contribution to it, depends on the details of the specific Partnership. However, annual company contributions per KTP Associate employed could be at around the following levels:

- Currently, average annual project costs are around £100,000
- Contribution by an SME company, that is one with fewer than 250 employees\* can expect to contribute a third of the project costs
- Contribution by a large company or group, i.e. with more than 250 employees\* or a company that does not qualify as an SME, would be around half of the project costs.
- Contribution by a not-for-profit organisation would be 25% of project cost

*\*Where a company is part of a group, the company size is determined by the number of employees in the group as a whole. There is also balance sheet and turnover criteria.*

### What can the scheme be used for?

Projects should introduce transformational or disruptive innovation and can be undertaken in a wide range of areas including:

- Improving existing products
- Developing new products
- Improving manufacturing processes
- Business processes (including IT and management)
- Commercial development

### Does my company qualify?

Companies from a broad range of industrial and commercial sectors are eligible to participate.

Partnerships are particularly appropriate for independent small to medium sized enterprises (SMEs), which have the potential for growth and have a project requiring expertise not available within the company, but larger companies can also participate.

***"The KTP Associate provided the company with a focus for research, development and innovation... we got clarity and projects started to happen. Getting involved with KTP had the effect of broadening our horizons and I have no doubt it will help us enter new markets."***

*Hugh Stewart, Entrepreneur and Investor, Former Chairman Caledonian Alloys Ltd.*

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