

KTP Overview

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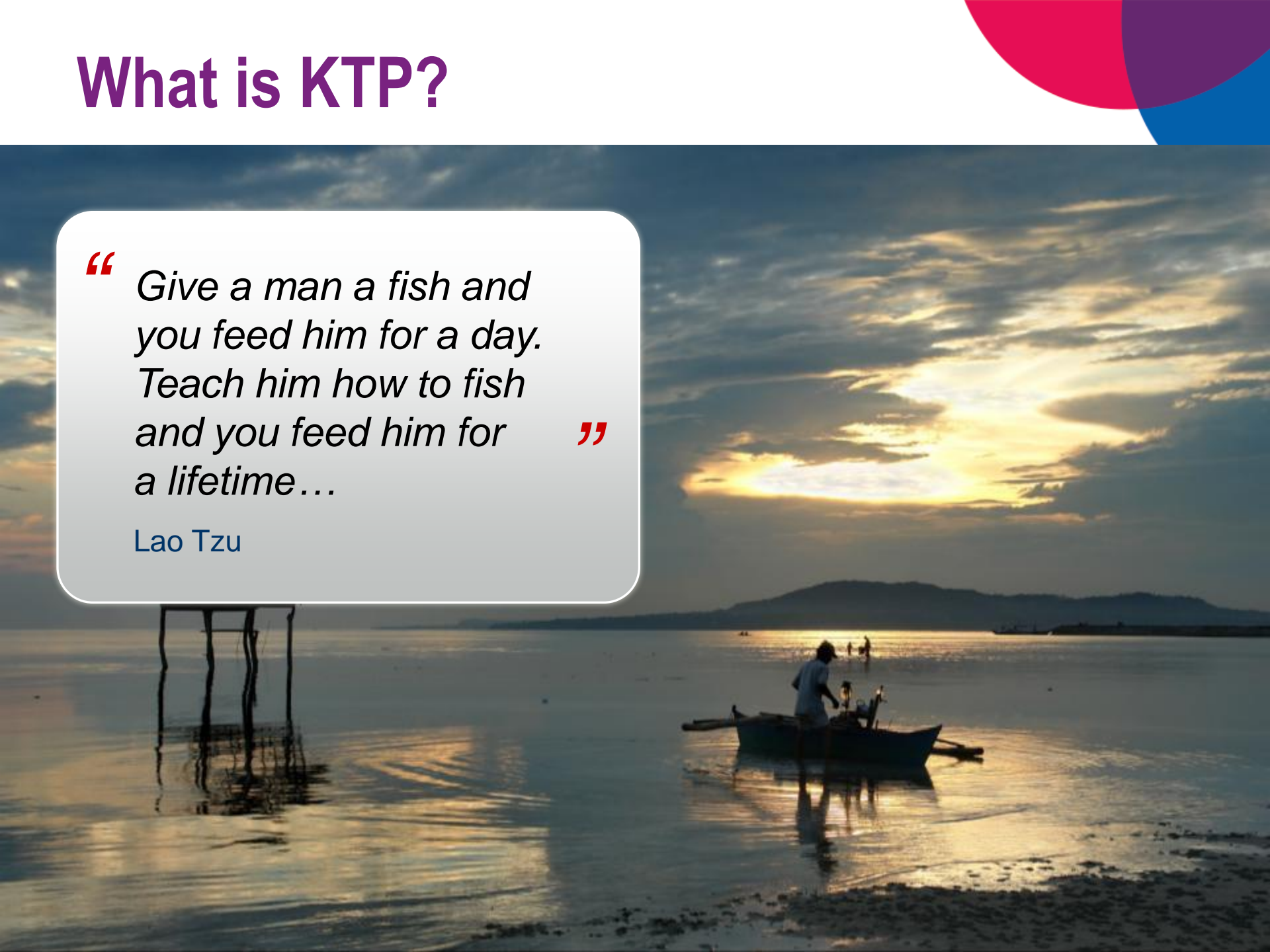
Agenda:

- What is KTP?
- The KTP Criteria for a successful application
- The benefits from KTP to all partners
- What sort of companies is KTP suitable for
- Project Examples
- Q&A

What is KTP?

*“ 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



What is a KTP?

A partnership between:

- A successful, growing UK based business that needs specific, innovative knowledge in order to grow further
- A knowledge base (usually a university) which has the innovative knowledge
- An Associate (graduate) who transfers and embeds the knowledge
- Project costs are part-funded

Associate Transfers Knowledge



Academic Partner Has Knowledge



Business Partner Needs Knowledge



KTP Features



Project length of between 12 months and 3 years

Associate (ie recent graduate) recruited by University and Business partners

The Associate is employed by the University partner but works at the company location

Project located at business premises with business supervisor

Academic Supervisor spends approx. half a day per week at the business premises

KTP Project Criteria



Innovative, business-led project of clear strategic relevance

Sound, strong business case showing **significant wealth creation** for the partner company

Clear knowledge transfer and additionality (not consultancy)

Stimulating and challenging for all three partners

Demonstrating a step change in innovation

Quantifiable impact for all three partners

Organisations in UK in most sectors
(but not Public Sector)

KTP costs

a) Part-funded budget

- Large companies receive 50% grant
- SME's receive 67% grant

b) Additional Company Costs

- Paid entirely by the company partner

Budget per annum:

- Associate employment up to £35k depending on spec.
 - Associate development £2k
 - Consumables £1.5k
 - Travel / Subsistence £2.25k

 - Academic Supervisor ?????? (10% of time)
 - Overheads ?????? (fEC formula)
-

Typical budget per year £70k

A large company would contribute £35k ie 50% grant

An SME would contribute £23k ie 67% grant

Additional costs to company:

- Associate salary top up if required
- Project related costs, eg materials, prototypes, software
- Capital investment costs
- Securing IP/ Patenting
- Marketing, distribution, additional resources

(All costs potentially admissible in R&D Tax Credits' claim.)



Business Benefits

Benefits per Associate project

- Increase in annual profit before tax
- Investment in plant and machinery
- New jobs created
- Business staff trained
- Commercial benefits from application of IP
- Associates accepting job offer
- Embedding of innovation culture
- Opportunities to develop competitive advantage by linking with academia

Knowledge Base Benefits

- Income
- Published papers (av. 3 initiated)
- Teaching materials, case studies and projects; REF impact
- New research themes – commercial relevance
- Staff development – commercial awareness
- Graduate career opportunities
- Strategic relationship with business

Associate Benefits

- Good salary
- Employment within the chosen academic discipline
- Ownership of the whole project
- Fast-track career development
- 73% of Associates are offered employment by the host business
- Training and development (10% of time and a £2k pa budget)

Projects from 12 to 36 months long

Achieve strategic ambitions of the company

Potential to recruit the associate afterwards

Partnership between a UK business & a UK university

Associate Transfers Knowledge

Apply via Sector Calls

Acquire new knowledge which is firmly & sustainably embedded in the business



90% of proposals approved for funding

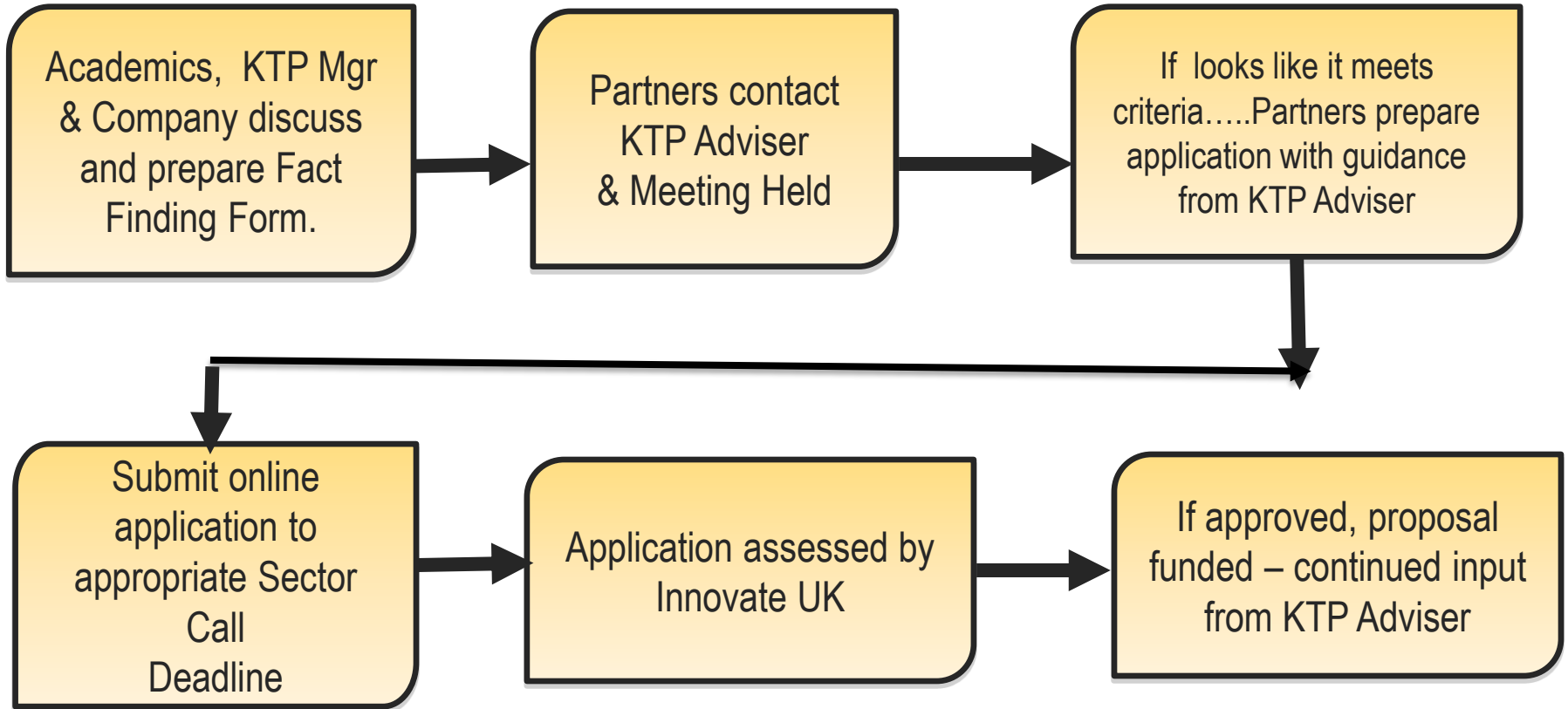
Funding, structure & ongoing support

WIN-WIN-WIN Benefits for all partners

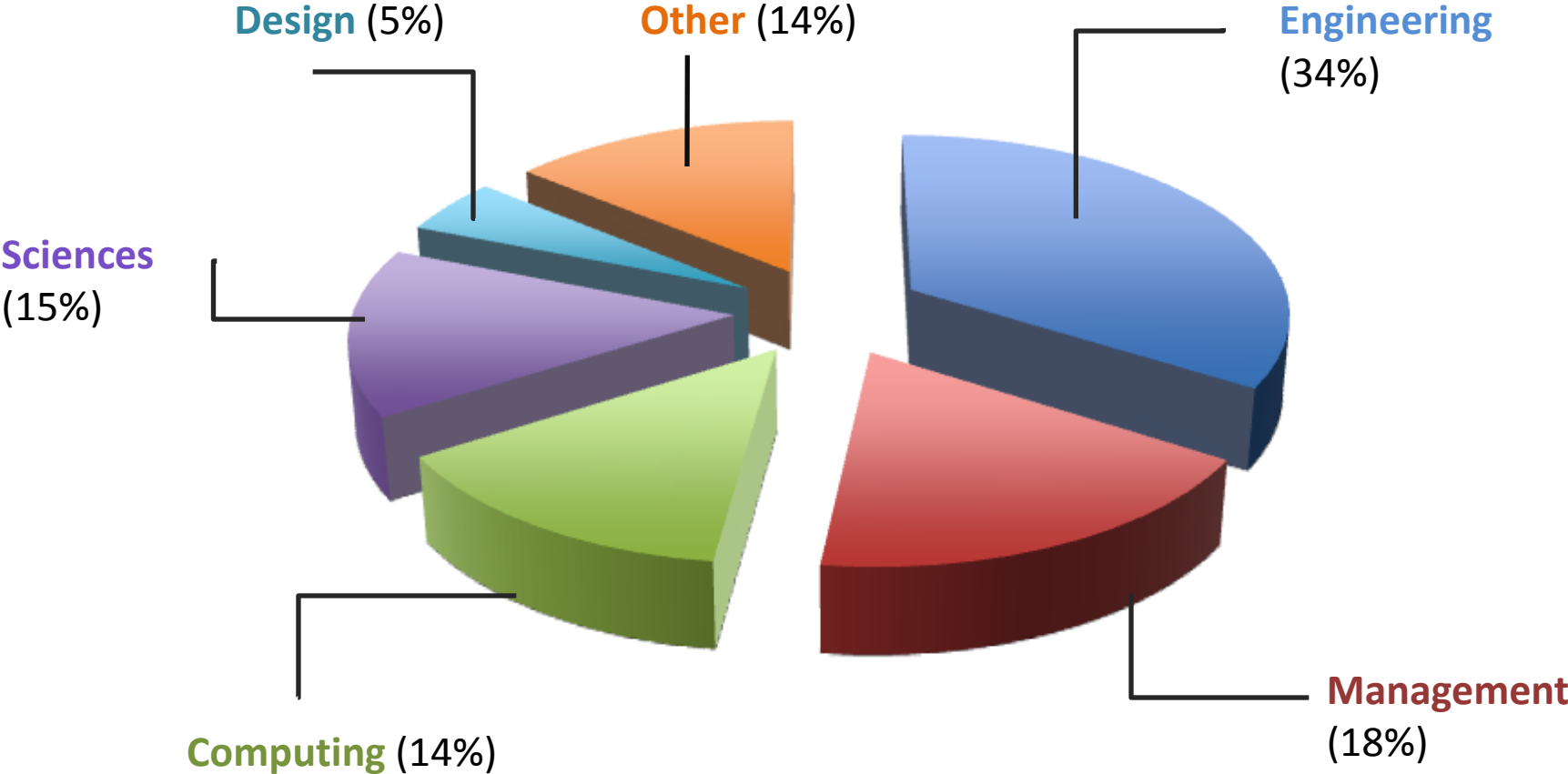
“The scheme is excellent value for money and is a great way to boost your ability to innovate”

Stefan Cherry, Business Development Director, Cherry Pipes Ltd

The Online Application Process



KTPs by Academic Department



Suitable company partners:

- UK based, Plc or Limited
- All sectors except Public Sector
- Track record of profitability and growth
- Can fund the project costs and related commercialisation / cap ex costs
- Sufficient number of staff so new knowledge can be embedded
- Good working environment
- 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

U of Birmingham Project Examples

Truflo Marine Ltd:

3 year project To understand the physics of severe service tribological interactions and the development of a substantiated range of valves using the latest technologies

(Karl Dearn & Hanshan Dong)

U of Birmingham Project Examples

Kuka Robotics Ltd:

3 year project to develop software and algorithms to extend capabilities on advanced computer vision and vision based robot control

(Ales Leonardis & Rustam Stolkin)

U of Birmingham Project Examples

Webster & Horsfall:

30 month project to embed a science based approach to drawing wire using new metals and alloys including; materials characterisation, quality control & testing of raw materials, die design & process optimisation, specification & control

(Martin Strangwood)

HLS Project Example

Arden Wood Shavings Ltd (Lincoln University):

3 year project to develop effective biocontrol against pathogens in the poultry industry in producing novel supplemented wood shaving products to manage disease burden by environmental decontamination.



Any Questions?

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