KTP Overview
Jose Freedman
Knowledge Transfer Adviser
Jose.freedman@ktn-uk.org
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
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

Partnership between a UK business & a UK university

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

Funding, structure & ongoing support

Potential to recruit the associate afterwards

Apply via Sector Calls

90% of proposals approved for funding

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

Academics, KTP Mgr & Company discuss and prepare Fact Finding Form.

Partners contact KTP Adviser & Meeting Held

If it looks like it meets criteria…..Partners prepare application with guidance from KTP Adviser

Application assessed by Innovate UK

If approved, proposal funded – continued input from KTP Adviser

Submit online application to appropriate Sector Call Deadline

Innovate UK

ktn-uk.org @KTNUK
KTPs by Academic Department

- Engineering (34%)
- Management (18%)
- Computing (14%)
- Sciences (15%)
- Other (14%)
- Design (5%)
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?
Contacts:

- Kate Jermey
  UoB Business Engagement Manager (KTP)
  k.jermey@bham.ac.uk

- Jose Freedman
  Regional KTP Adviser, Southern part of West Midlands
  jose.freedman@ktn-uk.org