

INNOVATION THROUGH COLLABORATION

An Introduction to Knowledge
Transfer Partnerships



WHAT ARE KTPS?	HOW DO THEY WORK?	TYPES OF PROJECTS THAT CAN BE FUNDED	THE PARTNERS	COMPANY CRITERIA	COSTS	TIMINGS AND APPLICATION PROCESS	NEXT STEPS
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WHAT ARE KTPs?

Knowledge Transfer Partnerships are all about ‘Innovation Through Collaboration’.

The KTP scheme is part-funded by Innovate UK and allows businesses to develop **working relationships with universities** to improve competitiveness, productivity and performance.

- They are one of the world’s leading knowledge transfer mechanisms
- They can run between 12 and 36 months
- The scheme has been running since 1975 and LJMU has an array of award-winning partnerships under our belt
- KTP applications have a high success rate of approvals

“KTPs are one of the longest-running schemes within the innovation ecosystem. That this scheme has continued for over 40 years is testament to its effectiveness and the ongoing demand for the support it provides”

The Dowling Review of Business-University Research Collaborations

140

KTPs HAVE BEEN RUNNING SINCE 1975 (WHEN THEY WERE CALLED TEACHING COMPANY SCHEMES). LJMU WON ITS FIRST FUNDING FOR A PROJECT IN 1979 AND WE HAVE RUN AROUND 140 PROJECTS SINCE THEN.



WATCH THE INTRODUCTION VIDEO



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HOW DO THEY WORK?

A **partnership** between a company and a university is formed to devise and deliver a **strategic, specific innovation** project that will help the business grow and develop.



The company partner can:

- Start a **strategic relationship** with the university
- Access skills, facilities and the **latest academic thinking**
- Develop **innovative solutions** for its business
- Achieve **competitive advantage** and entry to new markets
- **Embed expertise** and foster a culture of innovation



The academic partner can:

- Gain **commercial awareness** and better understand industry
- Generate **cross-collaboration** across the university
- Help **career acceleration**
- Create **journal and conference papers**
- Develop an on-going relationship with the company
- Contribute to the **Research Excellence Framework (REF)**
- Enhance the **impact of research** and create improved teaching materials



The associate can:

- Manage a **strategic commercial project**
- Enjoy a **personal development** budget and additional training in business and project management (they are expected to spend 10% of their time on personal development)
- Often be offered a **position at the company** at the end of the KTP

TRACK RECORD

KTP IS THE LONGEST STANDING AND MOST WIDELY ACKNOWLEDGED UK KNOWLEDGE EXCHANGE PROGRAMME. LJMU IS ONE OF ITS LEADING EXPONENTS WITH A TRACK RECORD OF KNOWLEDGE-EXCHANGE EXCELLENCE AND MAKING A DIFFERENCE FOR ACADEMICS, ASSOCIATES AND COMPANIES.

75%

OF ASSOCIATES OFFERED EMPLOYMENT BY THE HOST BUSINESS

31

AVERAGE AGE OF ASSOCIATE

WHAT ARE
KTPS?

HOW DO
THEY WORK?

TYPES OF PROJECTS THAT
CAN BE FUNDED

THE
PARTNERS

COMPANY
CRITERIA

COSTS

TIMINGS AND
APPLICATION PROCESS

NEXT
STEPS

TYPES OF PROJECTS THAT CAN BE FUNDED

768

CURRENT PROJECTS

1,000

PROJECTS BY 2024

Projects can be in almost any field as long as there is a **strategic need, commercial benefit** and the **absorptive capacity** to benefit from the knowledge transfer.

Innovate UK encourages projects that demonstrate **Innovation, Impact, Cohesiveness and Challenge**.

Some examples include:

- **Developing new technologies**
- **Bio-tech and medical developments**
- **Technology spin-outs**
- **Adopting emerging technologies**
- **Developing management capability and business resilience**

[VIEW CASE STUDY +](#)

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TYPES OF PROJECTS THAT CAN BE FUNDED



CASE STUDY: BEVERSTON

Beverston partnered LJMU's schools of the Built Environment and Engineering to develop a next-generation smart production management system.

BACKGROUND

Beverston Engineering is a world-class manufacturer of precision components for aerospace, oil and gas, pharmaceuticals and other industries where safety and accuracy are paramount.

CHALLENGE

The company was determined to embrace the fourth Industrial Revolution (4IR) to gain a first-to-market advantage in the development of a truly 'smart' production line and embed technical expertise in their workforce.

SOLUTION

Beverston partnered LJMU on a KTP that developed a bespoke smart production management system for the factory and upgraded their IT and network infrastructure to meet current and future demand for system connectivity, interoperability and scalability.

RESULTS

As a result of the KTP, graded Outstanding by Innovate UK, Beverston have become a leading early-adopter and implementer of 4IR technologies. The company has become more efficient and resilient – despite the impact of Covid-19 – and has attracted further funding and strategic partnerships.

[VIEW CASE STUDY +](#)

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THE PARTNERS



The Academic Supervisor commits to spend half a day per week (or equivalent) on the project. Academic partners who take part in a KTP produce on average more than three new research projects and two research papers for each project.



The KTP Associate is recruited by the company and university in partnership. The university is the employer of the graduate, but they work at the company for the duration of the project.



The Company Supervisor is a nominated person in the business who acts as the Associate's day-to-day manager, is involved and interested in the project, and will help ensure the knowledge is embedded in the company by the end of the KTP.



The Knowledge Transfer Advisor is a representative of Innovate UK and supports their nominated KTPs for the duration of the project. They provide advice and project management solutions, and attend meetings with the project team.



The university provides administrative and financial support throughout the project.

AWARD-WINNING

LJMU WON BEST KTP IN THE NORTH WEST WITH OUR RISKTEC PROJECT AND NUMEROUS KTP ASSOCIATES OF OURS HAVE WON THE BUSINESS LEADER OF TOMORROW AWARD.

731

BUSINESS PARTNERS

108

KNOWLEDGE BASE PARTNERS

[VIEW CASE STUDY +](#)

THE PARTNERS



CASE STUDY: RISKTEC SOLUTIONS

Risktec partnered LJMU's School of Engineering to fill a skills and knowledge gap in safety and risk management training.

BACKGROUND

Risktec is an international safety and risk management consultancy based in Warrington with a growing customer base.

CHALLENGE

The company was receiving many requests to provide safety and risk management training, and saw an opportunity to develop a professional training business alongside its consultancy.

SOLUTION

Risktec partnered LJMU on a KTP to develop a menu of flexible training modules for clients – but quickly recognised that the market would be better served by a structured programme of post-graduate qualifications.

RESULTS

Risktec offer LJMU-accredited qualifications in Risk and Safety Management to MSc level – a unique offering in their sector. It has opened new revenue streams and attracted business from major customers in the nuclear, oil and gas, and rail sectors. The KTP was graded Outstanding by Innovate UK and was named Best KTP in the North West.

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TIMINGS AND
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NEXT
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provides
and financial support
project.

[VIEW CASE STUDY +](#)

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COMPANY CRITERIA

Companies will need to demonstrate that they are:



UK-BASED



LARGE ENOUGH TO SUPPORT THE PROJECT AND ASSOCIATE



FINANCIALLY STRONG ENOUGH TO AFFORD THE KTP AND COMMERCIALISE THE RESULTS



ABLE TO EMBED THE KNOWLEDGE AND KNOW-HOW GENERATED WITHIN THE COMPANY FOR FUTURE DEVELOPMENT

VIEW CASE STUDY +



WHAT ARE KTPS?	HOW DO THEY WORK?	INDUSTRY	COMPANY CRITERIA	COSTS	TIMINGS AND APPLICATION PROCESS	NEXT STEPS
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COMPANY CRITERIA



CASE STUDY: RAPID PROTOTYPING SYSTEMS LTD

Rapid Prototyping Systems Ltd partnered LJMU's School of Computer Science in a KTP to develop design software based on the latest game-engine technology.

BACKGROUND

RPS was already a leader in conservatory design software in the UK (RoofWright) and had established a US partnership with TEMO for sunroom and orangery software.

CHALLENGE

The company recognised that by developing better software and incorporating latest developments in game-engine technology, they could take their products to the next level – with life-like 3D visualisations for homeowners.

SOLUTION

The KTP developed virtual reality and augmented reality software that brought customers' visions to life – a game-changer in the industry.

RESULTS

As well as developing new capabilities and supporting an ongoing R&D culture, the KTP has inspired an MSc programme in VR/AR for gaming students to apply their skills in industry. It all adds up to a KTP graded Outstanding by Innovate UK.



[VIEW CASE STUDY +](#)

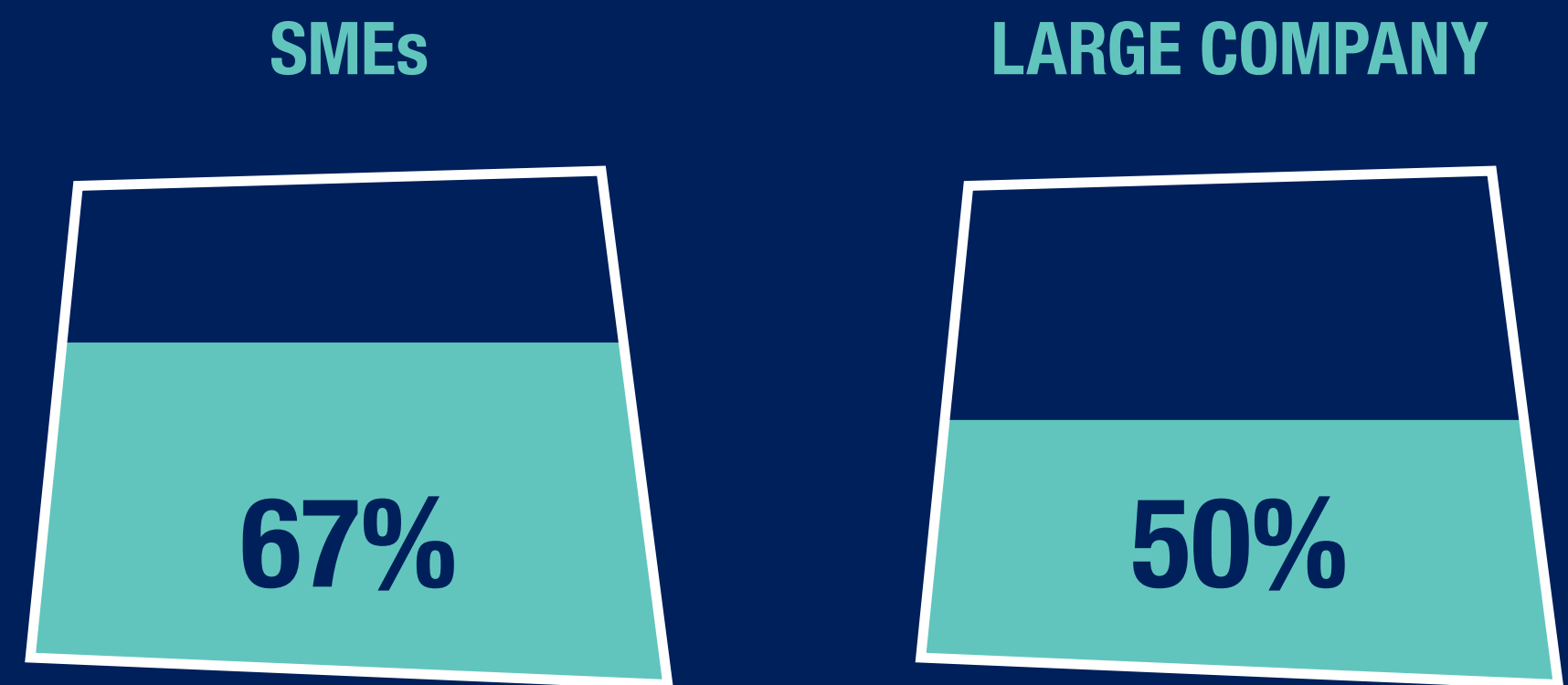
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COSTS

KTPs are part-funded by Innovate UK at a level depending on the size of the company. A small-to-medium company will receive 67% funding and a large company 50%.

The costs are comparable to those of employing a well-qualified graduate, but with academic time included at a more affordable rate than consultancy or contract research. The KTP also includes help and guidance from the KT Advisor and university support teams.

Get in touch for current costing examples.



AVERAGE TOTAL KTP PROJECT COST PER ANNUM: £80-100K

MANAGEMENT KTP

LJMU IS ONE OF THE LEADING UNIVERSITIES IN THE NORTH WEST FOR MANAGEMENT KTP PROJECTS, A TYPE OF KTP TO INCREASE PRODUCTIVITY BY IMPROVING BUSINESS PROCESSES.



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TIMINGS AND APPLICATION PROCESS

The application is led and submitted by the university, supported by our regional Knowledge Transfer Advisor.

A KTP application must be completed jointly by the prospective business and the academic partner. It asks for information about each of the participants, their objectives, the proposed tasks and deliverables for the Associate. The company, with guidance from the university and advisor, provides details of the projected profits and a business case to explain how this is to be achieved.

Applications can take some time to put together, and we recommend thinking at least three months ahead to allow enough time to prepare a good quality proposal, and planning to start the project around six months after submission.

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WE RECOMMEND THREE MONTHS FOR APPLICATION PREPARATION

LEADING

LJMU IS ONE OF THE LEADING NORTH WEST UNIVERSITIES RUNNING THE NEW ACCELERATED KNOWLEDGE TRANSFER SCHEME (AKT), A FORM OF SHORT KTP.

NEXT STEPS

Estelle Hargraves is the Knowledge Transfer Officer at LJMU, and is happy to talk more about the process.

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More information:

www.gov.uk/guidance/knowledge-transfer-partnerships-what-they-are-and-how-to-apply