KNOWLEDGE TRANSFER PARTNERSHIPS: GOVERNMENT FUNDING FOR YOUR NEXT COLLABORATION

Owen Lloyd
Business Relationship Manager
“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
KTP – WHAT?

• Government scheme to encourage companies to access research and apply it in a commercial environment
• Substantial funding towards costs available
• Typically 2-3 year commercial projects
• Enables businesses to address a strategic project with input from academic team
• Companies gain new capabilities – improves competitiveness, productivity and performance
• Graduate employed to work on the project – employed by the University but based at the company
# KTP – WHY?

<table>
<thead>
<tr>
<th>Business</th>
<th>Knowledge Base</th>
<th>Associate</th>
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| • Develop new product / system / process  
• Embedding of new knowledge / expertise  
• Recruitment  
• Innovation culture | • Opportunity to apply research in commercial environment  
• Published papers  
• Teaching & Learning – Case Studies, Guest Lectures, Student Projects  
• Income | • Fast track career development  
• Excellent training opportunities  
• High chance of future employment with KTP company  
• Employment linked to previous study |
KTP – WHAT (PART 2)

• Costs are part-covered by grant funding with remainder covered by company partner
  ➢ 67% for Small / Medium company
  ➢ 50% for Large company
• Typical company contributions start at
  ➢ £22k pa for Small / Medium
  ➢ £33k pa for Large
• Innovate UK adviser support
• High application success rate (nationally c. 75%)
KTP – WHO?

- Established companies including SMEs & large companies
- UK base
- 5+ employees
- Suitable premises to host a graduate
- Any business sector – must be commercial (charities & 3rd sector not usually possible).
KTP – WHEN?

• Regular closing dates, typically every 2 months
• Results known within 6 weeks of submission date

Once funding secured:

• Next step = recruit graduate
• Graduate starting = trigger for funding
KTP – A QUICK (NON-DATA-Y) EXAMPLE

Medium sized company providing cut fresh herbs to supermarkets

- Recently completed 2½ year KTP with academics from Food & Nutritional Sciences
- Aim: 1. Innovate to extend shelf life 2. New product development (NPD)
- Highly successful, leading to development of internal NPD lab, with graduate appointed to manage the programme and supervise construction of new production facility
- Delivered cost savings during the programme; expecting increased turnover to follow
KTP – HOW?

- Contact KTP Team / Manager / Representative at university
- Innovate UK KTP Adviser
- Project development
- Support proposal writing
- New system & new proposal form!
Thank You!

University of Reading
Knowledge Transfer Centre

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www.gov.uk/guidance/knowledge-transfer-partnerships-what-they-are-and-how-to-apply
http://ow.ly/ZFKOF