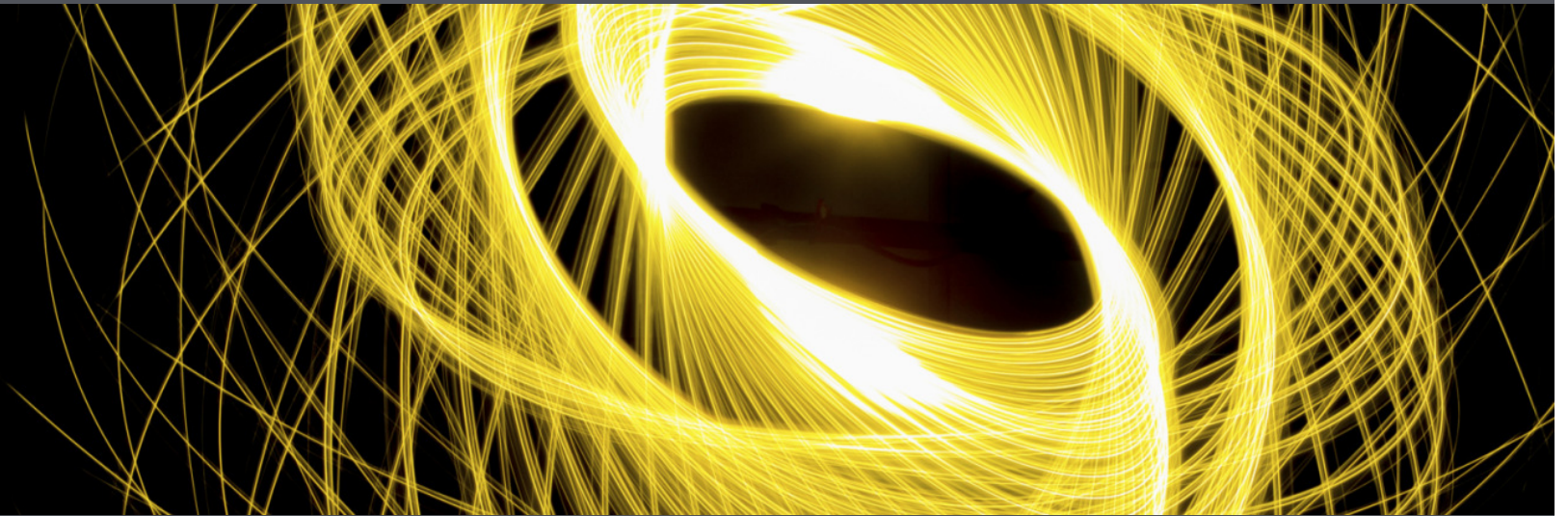


# KNOWLEDGE TRANSFER PARTNERSHIPS: GOVERNMENT FUNDING FOR YOUR NEXT COLLABORATION



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?

Business	Knowledge Base	Associate
<ul style="list-style-type: none"><li>• Develop new product / system / process</li><li>• Embedding of new knowledge / expertise</li><li>• Recruitment</li><li>• Innovation culture</li></ul>	<ul style="list-style-type: none"><li>• Opportunity to apply research in commercial environment</li><li>• Published papers</li><li>• Teaching &amp; Learning – Case Studies, Guest Lectures, Student Projects</li><li>• Income</li></ul>	<ul style="list-style-type: none"><li>• Fast track career development</li><li>• Excellent training opportunities</li><li>• High chance of future employment with KTP company</li><li>• Employment linked to previous study</li></ul>

# 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 & 3<sup>rd</sup> 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

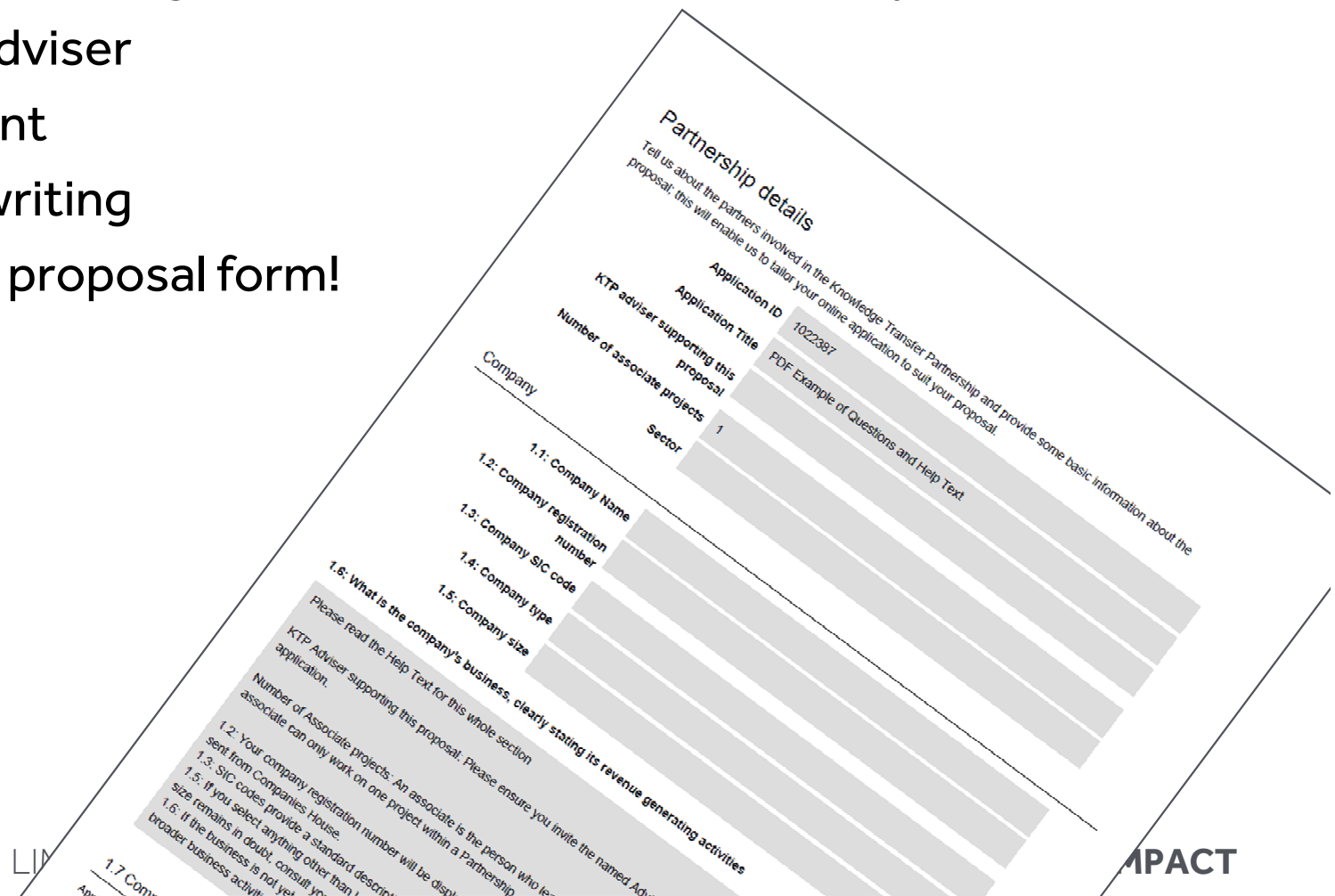
# KTP – A QUICK (NON-DATA-Y) EXAMPLE

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!



**Partnership details**  
Tell us about the partners involved in the Knowledge Transfer Partnership and provide some basic information about the proposal; this will enable us to tailor your online application to suit your proposal.

Application ID	1022387
Application Title	PDF Example of Questions and Help Text
KTP adviser supporting this proposal	
Number of associate projects	1
Sector	

Company

- 1.1: Company Name
- 1.2: Company registration number
- 1.3: Company SIC code
- 1.4: Company type
- 1.5: Company size
- 1.6: What is the company's business, clearly stating its revenue generating activities

Please read the Help Text for this whole section

KTP Adviser supporting this proposal. Please ensure you invite the named Adviser to support your proposal. An associate is the person who leads the project. An associate can only work on one project within a Partnership application.

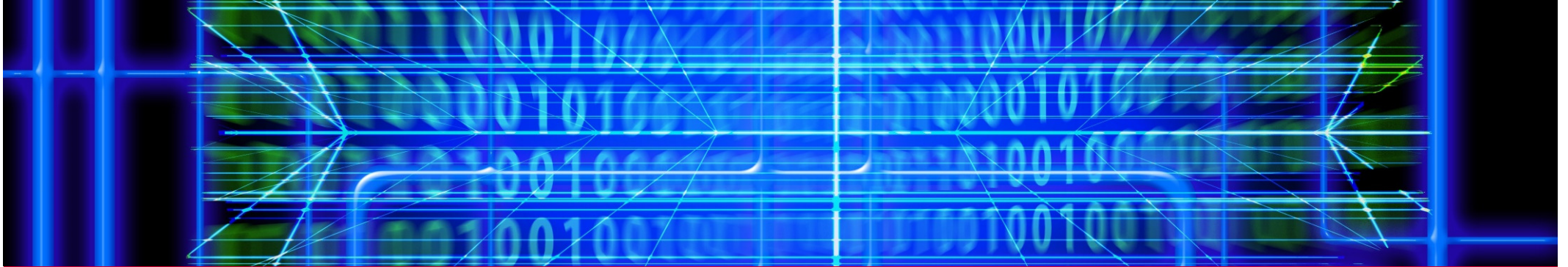
Number of Associate projects: An associate is the person who leads the project. An associate can only work on one project within a Partnership application.

- 1.2: Your company registration number will be displayed on Companies House
- 1.3: SIC codes: provide a standard description of your business
- 1.5: If you select anything other than 1, please provide a description of your business size remains in doubt, consult your KTP Adviser
- 1.6: If the business is not yet trading, please provide a description of your broader business activities

1.7 Company size

IMPACT

# Thank You!



## University of Reading Knowledge Transfer Centre

*Owen Lloyd*  
0118 378 5380  
owen.lloyd@reading.ac.uk

[www.rdg.ac.uk/workingwithbusiness](http://www.rdg.ac.uk/workingwithbusiness)  
@UniRdg\_KTP

## University of Brighton KTP Centre

*Shona Campbell*  
01273 642426  
ktp@brighton.ac.uk

[www.brighton.ac.uk/ktp](http://www.brighton.ac.uk/ktp)  
@KTPBrighton

[www.gov.uk/guidance/knowledge-transfer-partnerships-what-they-are-and-how-to-apply](http://www.gov.uk/guidance/knowledge-transfer-partnerships-what-they-are-and-how-to-apply)  
<http://ow.ly/ZFKOF>