

Introduction to KTP

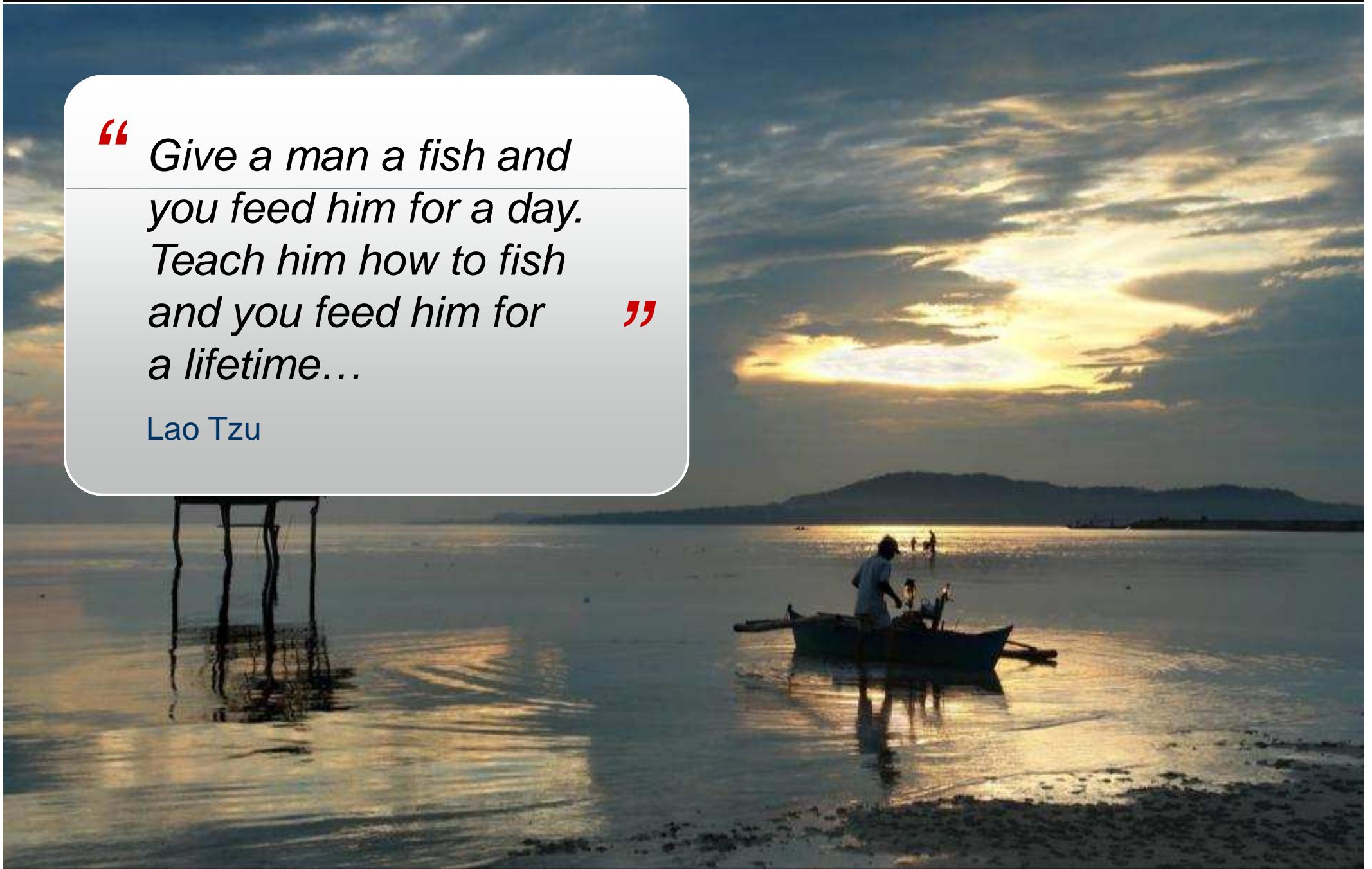
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Facilitating Innovation Through Collaboration



*“ 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





The Features: classic KTP



Project length 1-3 years

Associates recruited by KB and Business partners

Employed by KB partner

Project located at business premises
with business supervisor

KB Supervisor spends ~ half day per
week at business premises

The Features: shorter KTP



Project length 10-40 weeks

Tackling shorter-term, more tactical issues

Employed by KB partner and works at business premises or can be based at the KB if already employed by the business partners

Partnerships may have more than one 10-40 week KTP running in parallel or sequentially

Supervision ~ half day per week working within the project



Strategic relevance to the business

Stimulating and challenging for the academic team

Intellectually challenging for the Associate

Sound business case

Clear knowledge transfer

Clear additionality

Benefits likely to accrue

- improving existing products or developing new products
- developing new systems and frameworks to improve efficiencies in staff or processes
- streamlining a design, manufacturing or logistics process
- Development of Diagnostic/analytical tools
- Introduction of new capabilities
- New strategy development - management, HR, marketing

Concept generation....to full commercial implementation /
commercialisation

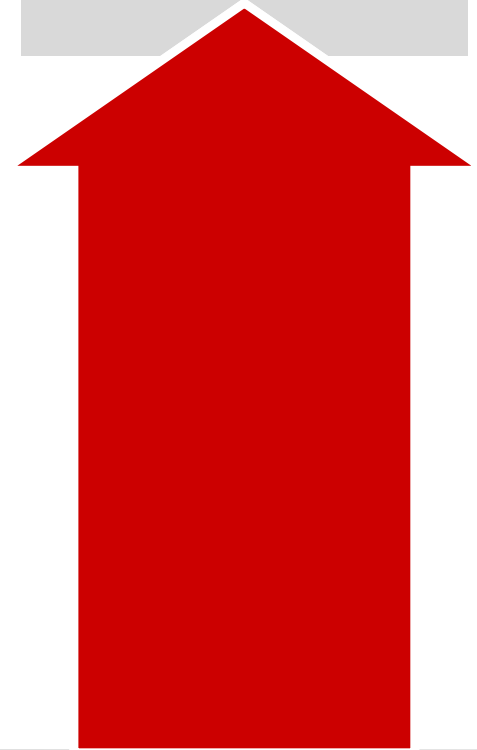
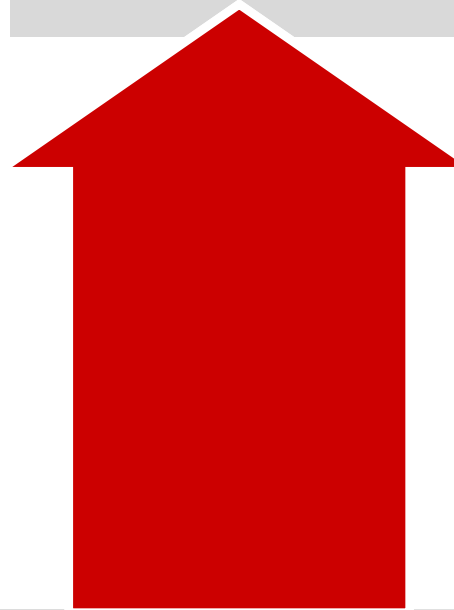
- FEC effective from 1 January 2006
- Available to HEIs and RTOs
- Annual budget ~£70k
- Includes T&S, consumables and training
- SMEs contribute 33%
- Large businesses contribute 50%

**Long-term,
strategic**
relationship with
KB partner

Recruitment
of the 'right'
people

Transfer of
knowledge/
expertise

Embedding
of innovation
culture





Benefits per Associate project:

Increase in annual profit before tax	~ £270,000k
Investment in plant and machinery	~ £165,905k
New jobs created	3
Business staff trained	14
New research projects initiated	3
Commercial benefits from application of IP	~26%

- The KTP project has resulted in the development of a dedicated transport function, transport procedures and an innovative integrated IT system (CALM) to control logistics management.
- This has led to significant reductions in transit times and rates
- The project created direct savings, inventory reduction and new business worth £2.1M, 15x the £145K pre-project projection
- In the 3 years following the KTP, net profit increase is estimated to be £3.9M against pre-project estimation of £2.15 M
- As a result of the project, logistics management has moved from being an activity with the potential to constrain growth, to a highly structured and organised function. Logistics management has been central to the company's continued expansion over the past three years and now provides a real competitive strength.

Thankyou

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