Introduction to KTP

Judy Brown East of Scotland KTP Centre

Facilitating Innovation Through Collaboration





Technology Strategy Board Driving Innovation





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

Partnership Structure

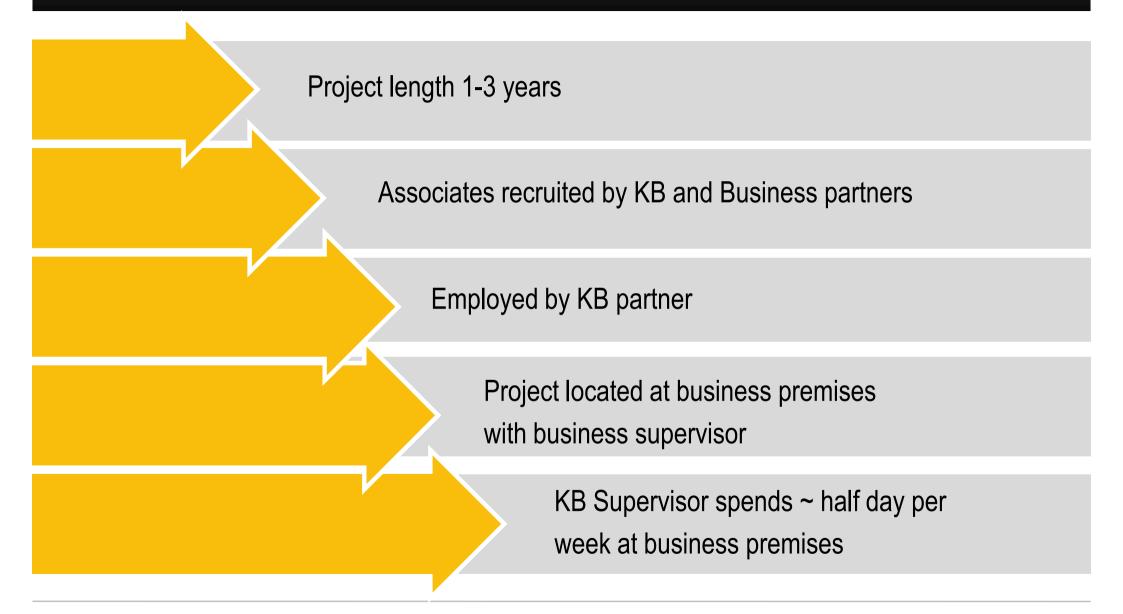








The Features: classic KTP







The Features: shorter KTP

Project length 10-40 weeks

Tackling shorter-term, more tactical issues

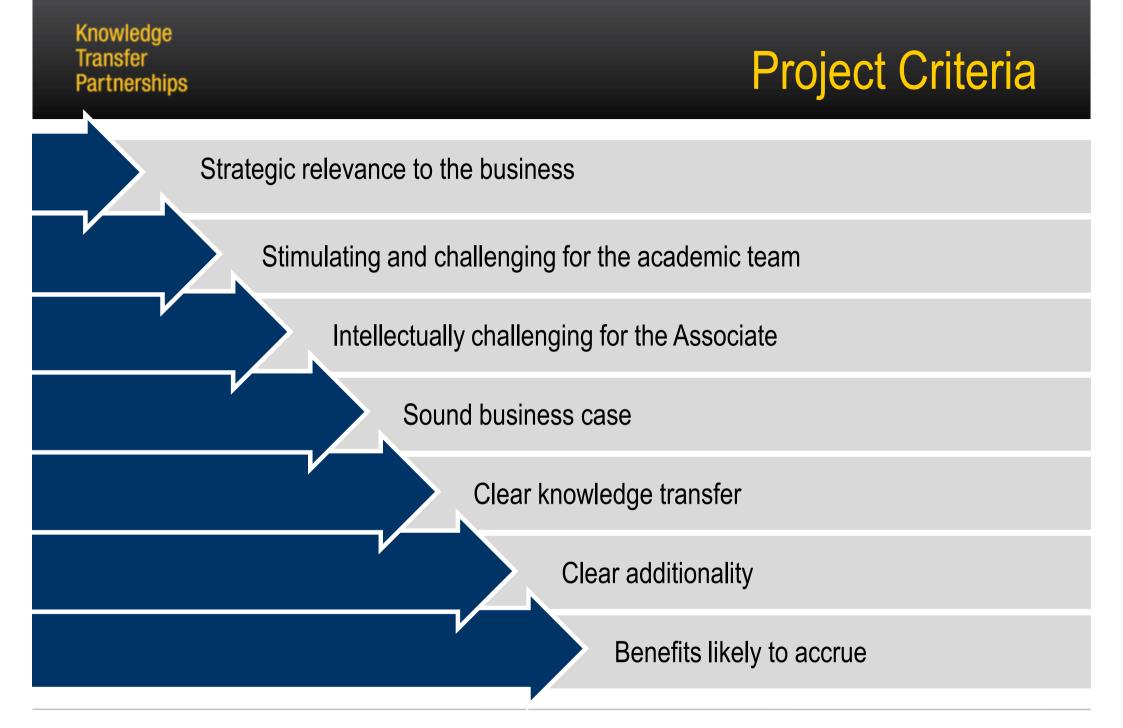
Employed by KB partner and works at business premises or can be based at the KB if already employed by the business partners

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

> > Supervision ~ half day per week working within the project













Typical Projects

- 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









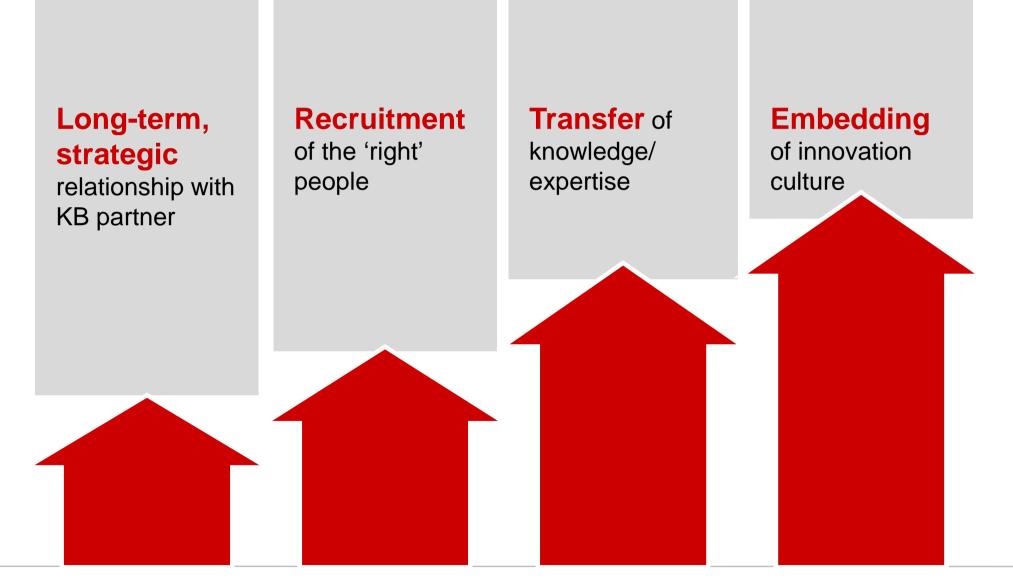








Business Benefits



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Business Benefits

		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%











Caledonian Aerotech Ltd

HWU - School of Management and Languages/ Engineering and Physical Sciences



To optimise existing logistics processes; develop a strategic & tactical supply-chain planning tool & develop & implement new supply-chain strategies & 'closed loop supply chain management' services.

> Winner of UK KTP award for Engineering Excellence 2010

"The KTP Associate provided the company with a focus for research, development and innovation... We got clarity and projects started to happen. Getting involved with KTP had the effect of broadening our horizons and I have no doubt it will help us enter new markets "

Hugh Stewart, Chairman, Caledonian Alloys







Case Study 1

- 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 preproject 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.





Case Study 2

Balfour Beatty Rail Ltd

HWU - School of Engineering and Physical Sciences

- To improve production efficiency by identifying, evaluating and implementing improved processes for machining manganese steel and developing a comprehensive strategy for capacity scheduling and planning.
- Determining the focus for improving the company's manufacturing processes.
- Implementing a Lean Manufacture project to improve the process flow and reduce manufacturing costs, stemming from suggestions and recommendations made during the KTP project.
- Cost reductions of 10% through improved milling and drilling processes for AMS
- Identification of KPI's for machining CMX crossings.
- Acquisition of key equipment
- Improving the company's competitive position mainly through industrial visits to overseas customers.

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2nd project with Balfour Beatty Rail Ltd – 2 associates

To map current product engineering processes, identify process bottlenecks and provide/implement computer aided solutions to specific company AMS casting design, analytical engineering and knowledge capture tasks

To improve downstream manufacturing by mapping mould design/manufacture/analysis methods, identify computer aided manufacturing solutions and implement a strategy for integration/knowledge capture with upstream processes.

Watch this Space !!







Thankyou

www.ktponline.org.uk









European Regional

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