



UNIVERSITY OF  
LIVERPOOL



# Knowledge Transfer Partnerships

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# Welcome

The Knowledge Transfer Partnership (KTP) scheme is Europe's leading programme for helping businesses to improve their competitiveness and productivity through the better use of knowledge, technology and skills residing within organisations such as the University of Liverpool. KTPs enable businesses to access highly qualified graduates to spearhead new projects backed by academic experts to take your business forward by developing and implementing innovative solutions to impact on business growth.

Knowledge transfer is key to unlocking innovation and a KTP opens the door to strategic change, new opportunities and capabilities for a business by enabling collaboration with the University of Liverpool and a highly qualified graduate.

From a commercial standpoint KTPs represent a 'gold standard' method for UK businesses to innovate by accessing and harnessing university expertise to enhance performance, shape leading edge products and services and enable growth and increases in profitability.





# Companies

Do you want to improve the competitiveness, productivity and performance of your business? What would really make a difference to your organisation?

KTPs enable you to work in a mutually beneficial, grant-funded partnership with our academic experts to achieve your strategic goals.

Maybe you have innovative ideas but lack the internal expertise or funding to make them happen. Through the formation of a partnership with the University of Liverpool, our skills and expertise can help you bring those ideas to life.

91% of businesses that have participated in a KTP say the results they have achieved will significantly improve their future business performance.

The University of Liverpool has a highly successful track record in securing KTP funding (converting more than 95% of grant applications submitted over a 20 year period); and shaping the grant application is part of the service provided by the KTP team.

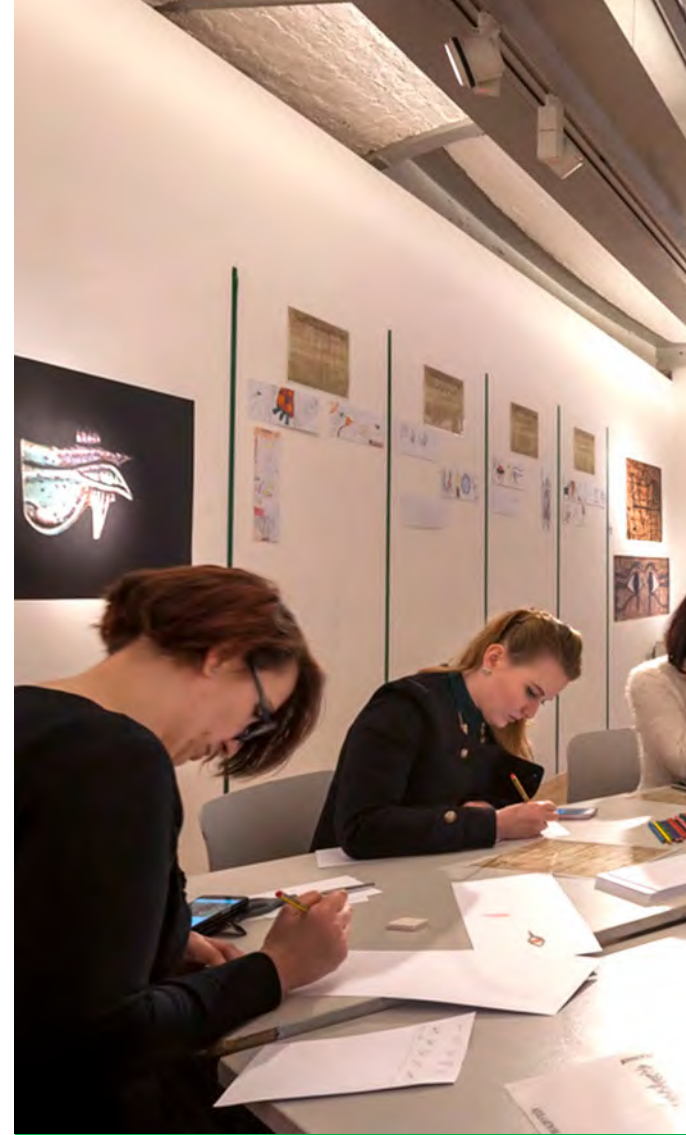
## What is KTP and how does it work?

The KTP scheme is a UK-wide, government-funded programme, established in 1975, aimed at helping UK businesses to improve competitiveness, productivity and performance through better use of the knowledge, technology and skills available within universities and other UK knowledge bases.

The agreed KTP project could be for any duration from one to three years, with the overall aim being to assist your business to make a step change in an area that you have identified as high priority.

The knowledge and skills from the University are transferred to and embedded in the business through the employment of one or more highly skilled graduates (the Associate(s)) backed by an academic mentor and jointly supervised by you and the academic partner. The Associate is recruited jointly at the beginning of the partnership to work in the business specifically on the project, and is employed by the University.

Businesses of all sizes in most industries and commercial sectors can take part. We will provide guidance on eligibility.



## What does it cost?

Small and medium-sized enterprises (SMEs) can expect to contribute just under a third of the total project cost (typically around £27,000/annum).

Large companies would typically pay half of the total cost (typically around £40,000/annum).

The budget covers the cost of employment of a full-time Associate, 10% of the time of an Academic to provide mentoring support, travel, consumables and training for the Associate.



## KTP Process

We provide support to all partners involved in a KTP; from your initial enquiry through assistance with grant application to the delivery of the partnership.

- ✓ Understanding your project requirements and the knowledge gap within the company
- ✓ Check for eligibility – does it meet KTP criteria (is it KTP)?
- ✓ Identifying academic experts with the right knowledge for the partnership
- ✓ Relationship facilitation
- ✓ Intensive support in proposal development
- ✓ Grant preparation and submission into competitions
- ✓ Associate recruitment
- ✓ Post award support right through to project completion

## Benefits for companies

With such a wide variety of projects undertaken, the outcomes for businesses vary on a case by case basis. However, on average, the business benefits arising from a KTP can include:

<b>£365k</b>	<b>£194k</b>	<b>£967k</b>
An increase of more than £365k in annual profits before tax	£194k invested in plant and machinery	An anticipated increase in annual exports of £967k
<b>3</b>	<b>31</b>	<b>75%</b>
The creation of 3 new jobs, in addition to the recruitment of the Associate	An additional 31 staff trained	Over 75% of participating businesses plan further collaboration with the knowledge base.

Statistics courtesy of Innovate UK and The University of Liverpool.





# Academics

KTP enables Higher Education Institutions to apply their wealth of knowledge and expertise to important business problems, facilitate collaborations that lead to measurable, evidenced research impact, and provide an employment opportunity for high-calibre graduates.

## Funding

KTP is classed as research-related income. Most partnerships are funded by Innovate UK.

## Impact

KTP is a particularly attractive scheme for those looking to contribute an Impact case study in the next REF cycle.

## Further benefits

A sample of final reports on 15 recently completed University of Liverpool KTP projects highlights further benefits:

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Almost all resulted in opportunities for ancillary postgraduate student projects running alongside the main KTP

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Half the KTPs also produced undergraduate projects

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Two thirds of the KTPs resulted in case studies to inform teaching

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Two thirds of the KTPs produced material for conference/peer reviewed publications (one project produced 10 publications)

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Two KTPs led to licensing deals, a third led to a commercial partnership

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Further collaboration and partnerships planned with companies after official end of individual KTPs.

## Your commitment

Knowledge is transferred via the Associate throughout the partnership; your commitment is to spend 10% of your time, overall, supervising the graduate. In the initial, proposal stage additional time may be required to help shape the application; however, the KTP team at Business Gateway will assist you to minimise the impact on your time.



# Graduates

## Fast track your career by becoming a KTP Associate

As an Associate in a KTP you will be able to enhance your career prospects by benefiting from business-based training and personal and professional development whilst managing a challenging project within a company that often leads to a permanent job.

Depending on the nature of the Project, a KTP Associate may be a:

Recently qualified first degree graduate

Master's degree graduate

PhD Graduate

## Take up the challenge

Typical challenges you could encounter as a KTP Associate, depending on your qualifications, include:



Designing and introducing new or improved products, processes or services



Reorganising production facilities and assisting with culture change



Introducing and embedding leading edge technologies; eg AI or sensor systems



Developing and implementing strategies to break into new markets

You will need to work hard but the rewards are substantial; as an Associate you will earn a competitive salary.