

Introduction to Knowledge Transfer Partnerships (KTPs)

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Outline



- What is a KTP?
- What can it be used for?
- How to identify a suitable KTP project?
- Who can apply?
- How is it financed?
- What are the benefits (company/academics)?
- What is the Application Process & indicative timeline?

Knowledge Transfer Partnerships (KTPs)



KTP is a UK-wide programme to help forward-thinking businesses to innovate and grow through the better use of knowledge, technology and skills that reside within UK's universities.

Key facts

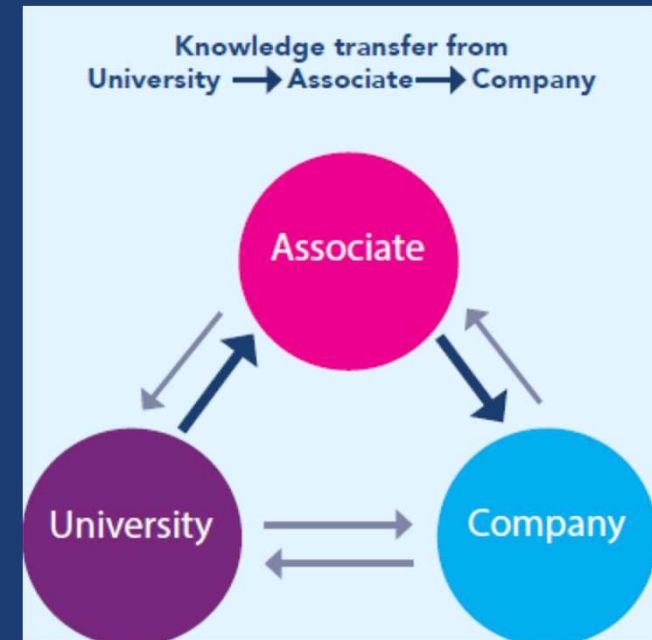
- Operated through UK's national innovation agency Innovate UK
- Running for nearly 50 years
- Currently, +700 live projects with +100 universities involved
- 6 x rounds p.a. every 2 months
- Ambition to increase number of KTPs to 1200 across all disciplines & topics by 2025 with a budget of £45m in 2023-24 & £60m in 2024-2025

What is a KTP?



3-way partnership between a **business**, at least **2 academics** and a graduate or **postgraduate**.

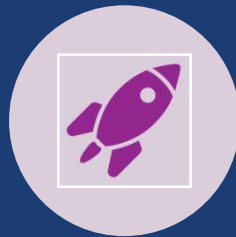
- A business identifies a strategic need for a new product or process that requires outside expertise
- An academic with experience in the relevant field supervises the project for its duration (1-3 years)
- A post/graduate is employed to work on the project under the supervision of the academic and company



A KTP can be used to



INTRODUCE NEW
TECHNOLOGY



DEVELOP AND
LAUNCH NEW
PRODUCTS



ENTER NEW
MARKETS



DEVELOP MORE
EFFICIENT WAYS
OF WORKING

Is it a KTP project?



Clear knowledge gap in company that needs academic capability -> innovation moves company towards becoming leader in the sector

Sound Business case delivering impact i.e increase profit, productivity, culture change

Challenging for academic team -> clear process of knowledge transfer

Need to permanently embed the knowledge and potential to keep innovating using the new knowledge

...or not?



A substitute for contract research or a 'fee for service' type arrangement

Project aims should not otherwise be achievable using independent consultants or a direct company hire

The project must not replace solutions that can be obtained off the shelf

Company is looking to make incremental improvements

Who can apply



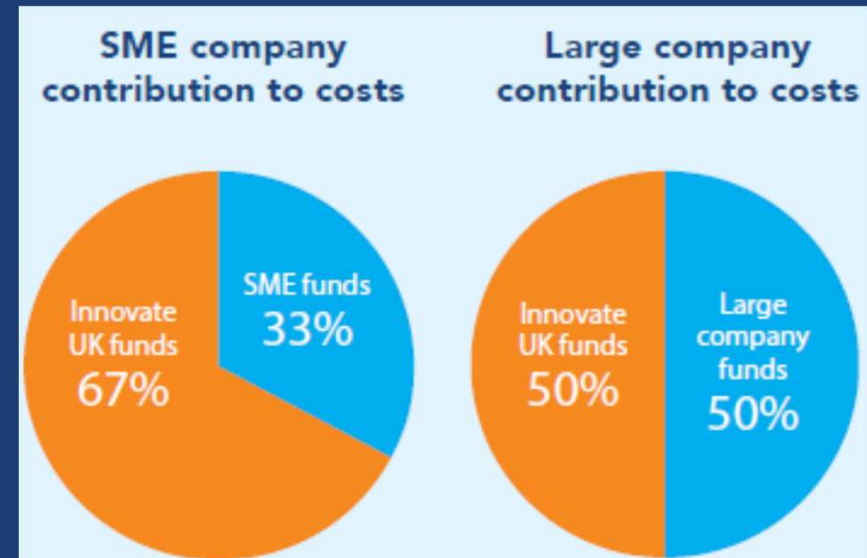
- Any UK-based business including not-for-profit organisations of sufficient size to support the project (usually at least 5 employees)
- Have the financial capacity to fund the project costs and related commercialisation
- Typically, demonstrate two years or more profitable trading (pre-revenue and start-ups in scope but extra requirements needed i.e. support letters from investors, potential customers, etc.)
- Good environment for Associate to learn and develop

Financing of KTP



Funding contributions depend on the size of business. The size of business is determined by several factors, including:

- ✓ number of employees
- ✓ turnover
- ✓ location
- ✓ if the business is part of a group of business



Total project costs: approx. £100K per year of project

Company benefits



- Access to highly qualified and motivated graduates (at 33%/50% of project cost)
- Gain privileged and cost-effective access to cutting-edge research and world class facilities
- Drive competitive advantage through accelerated innovation and the possibility of creating Intellectual Property
- Increased profitability (Av. increase of £600,000 in profits before tax three years after KTP ends)
- Creation of two genuine new jobs within the company
- Great opportunity to invest in R&D co-funded by government

Academic benefits



- Source of valuable research income
- On average three new research projects and two research papers are created for each KTP project
- Enhanced relationships with industry
- Contribute to Research Excellence Framework (REF) impact case studies

Current KTP success rate is 90%

Application Process



Next KTP deadlines



- KTP R3 23-24 5 July 2023
- KTP R4 23-24 6 September 2023
- KTP R5 23-24 1 November 2023
- KTP R6 23-24 13 December 2023
- KTP R7 23-24 7 February 2024

Queen Mary's current KTP portfolio



Current Portfolio

- 12 live KTP projects (3 in FMD)
- 2-3 projects in development at any given time

QMUL policy

- No projects less than 18 months in duration
- Salary top-up for the Associate to be paid by the company (variable according to market demands)

BD Team Support

- KTP Manager to support the proposal development & project management



More information



KTP on Gov.uk contains all the contact details for Universities and Knowledge Transfer Advisers

<https://www.gov.uk/guidance/knowledge-transfer-partnerships-what-they-are-and-how-to-apply>

KTP on KTN website

<https://www.ktp-uk.org>

Project Search

<https://info.ktponline.org.uk/action/search/current.aspx>

QM KTP Case studies

<https://www.qmul.ac.uk/research/collaborate-with-us/>

Upcoming FMD event on 22 June



How to work with Industry and more

Register here: <https://www.eventbrite.com/e/fmd-event-how-to-work-with-industry-and-more-tickets-633904323897>

Topics:

- How to protect and value your work. What is IP?
- Commercialisation – Licensing and Spin out creation
- Industry Partnerships - Collaborative Grants, Contract Research and KTPs
- Consultancy
- Case Studies from academics working with industry across FMD

Collaborate with us



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