

Marketing Knowledge Exchange:

A Bespoke Approach

Dr Alasdair Cameron *MInstKT*
Manager – West of Scotland KTP Centre

Knowledge Transfer Partnerships

What is it ...

Knowledge Transfer Partnerships

West of Scotland KTP Centre



West of Scotland KTP Centre

Current grant income generated per annum	£2.9M
Staffing full time equivalents	6
# live Classic KTP projects	48
# approved subject to amendment	1
# submitted last round	10
Knowledge Base Partners (HEI)	7
Knowledge Base Partners (FE)	2
Shorter KTPs	1
National Awards won	4
Financial Statement for reporting/planning per annum	80
LMCs per annum	192

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We hope you enjoy our new site

Welcome

Knowledge Transfer Partnerships is Europe's leading programme helping business to improve their competitiveness and productivity through the better use of knowledge, technology and skills that reside within the UK knowledge base. KTP is funded by the Technology Strategy Board with 17 other funding organisations.

The West of Scotland KTP Centre has been developing successful Knowledge Transfer Partnerships (KTP) for over thirteen years. During that time we have helped establish over 250 projects and generated more than £20m of KTP grant. The West of Scotland KTP Centre is the largest Centre in Scotland and recognised as one of the premier Centres in the UK.

We work with companies to identify an academic or researcher with the right knowledge and skills to assist their organisation. A project is then defined and agreed which will enable the company to draw on that expertise.

The West of Scotland KTP Centre is proud to support Universities, Colleges, and research organisations in the West of Scotland.

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Strathclyde
Glasgow

LWS UNIVERSITY OF THE
WEST OF SCOTLAND

Glasgow
CALEDONIAN
UNIVERSITY

University
of Glasgow

SAC

THE GLASGOW
SCHOOL OF ART

CENTRAL COLLEGE
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"KTP Seminar, 31 March, Glasgow"

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Facilitating Knowledge Transfer Partnerships for Higher and Further Education in the West of Scotland

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KTP Centre stats: £25.5M Grant income generated

How can KTP help my business?

Knowledge Transfer Partnerships involve the forming of a partnership between your company (the company partner) and the academic institute (knowledge base partner), enabling you to access skills and expertise to help your company develop. Each partnership employs one or more high calibre Associate (recent graduate) to facilitate this transfer of skills and expertise. The Associate works within your company on a project central to your needs and is jointly supervised by company personnel and a senior academic.

Knowledge Transfer Partnerships provide resources and expertise to thriving organisations that wish to innovate, expand or improve their performance.

Knowledge Transfer Partnerships can help your company:

- Access highly qualified people to spearhead new projects
- Develop innovative solutions to help your business grow
- Access experts who can help take your business forward
- Develop your business for today's market



How can the West of Scotland KTP Centre help me?

The West of Scotland KTP Centre will work with you to facilitate and assist in the development of your project and help you prepare the proposal for submission. We are there to help and support you at every step of the process. The Centre staff work hard to ensure that every partnership is a success by letting our partners concentrate on delivering the project while we do the administration.

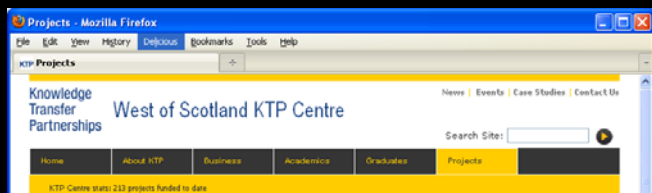


Business Brochure Download Now

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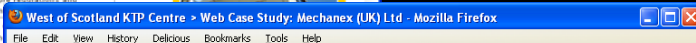


West of Scotland KTP Centre - Current Projects

At any one time the West of Scotland KTP Centre is involved in managing upwards of 40 projects involving our partner institutions and businesses all over Scotland and across the UK. You can find out more about our current projects below.

Company Partner	KTP-Partner	Partnership Objective
Aquaapac Limited	Strathclyde	To upgrade the management capabilities through the development of a robust order fulfillment process, IT infrastructure and continuous improvement culture.
Architectural Glazing Systems Limited	Strathclyde	To implement an electronic order tracking and fulfillment system which complements existing business processes and facilitates growth and efficiency gains whilst maintaining high value propositions.
Barr Environmental Limited	Scottish Agricultural College	To research and implement residual waste treatment technology as supplementary to current waste management activities in anticipation of future regulations and customer requirements.
Barr Limited	Strathclyde	To identify energy monitoring systems implementing an energy reduction strategy to maintainability agents.
Barr Limited	Strathclyde	To enable business planning systems deliver improved order fulfillment and making.
BHC Limited	Strathclyde	To design and implement software solutions.
Biofilm Limited	Strathclyde	To develop fast diagnostic active pharmaceutical ingredients.
Booth Welsh Automation Limited	Caledonian	To establish and develop system technology core technology to customer requirements leading status is in.
Bunnyfest Limited	Caledonian	To develop an email tool that can be used as game content allocation.
Calcarb Limited	Strathclyde	Develop a world class system to support new premises.
CC Technology	West of Scotland	Development of a...

New KTP Projects



Knowledge Transfer Partnerships West of Scotland KTP Centre



Mechanex (UK) Limited & Central College Glasgow and Associate Paul Johnstone

Mechanex (UK) Limited and Central College Glasgow were awarded a Knowledge Transfer Partnership on 15 June 2009. The project will aim to develop a procurement system that meets client needs in the private and public sector.

The Partnership Launch Meeting (PLM) took place on Thursday 11 June 2009.

Alan Finlayson, the Chairman and Company Supervisor says:

"I decided to collaborate with Central College Glasgow for our KTP project due to their proactive and 'Can do' approach. This, together with their knowledge base in public sector procurement made it an easy decision as ultimately we are looking to secure additional public sector works."

The KTP Associate, Mr Paul Johnstone started on the project on Monday 3 August 2009. Paul says:

"I am very excited about the prospect of my KTP project, in particular the potential to provide my company with real benefits to the area of the business I am looking at. Also from a learning and development aspect, I think that this project will help me to widen my horizons, develop my skills and also build a network of contacts who I can call upon now and at a later stage of my career."

Paul recently visited the KTP Centre for his Associate Induction.

Visit the Mechanex (UK) Limited website at www.mechanex-uk.com

Project Gallery



L - R: Alasdair Cameron, KTP Centre, Alan Finlayson, Mechanex (UK) Limited



L - R: Paul Johnstone, Mechanex (UK) Limited, Alasdair Cameron, KTP Centre

Links

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Facilitating Knowledge Transfer Partnerships for Higher and Further Education in the West of Scotland



Knowledge Transfer Partnerships West of Scotland KTP Centre



News

John Logie Baird Awards

The John Logie Baird Programme is open for entries and the deadline has been extended to 17 December 2009.

To be part of this programme and take advantage of the unique set of benefits visit www.johnlogiebairdawards.co.uk or call 0845 300 8991.

Six Grant Offer Letters Received

The West of Scotland KTP Centre has recently received Grant Offer Letters for the following projects:

- Barr Limited and the University of Strathclyde
- Fearsom UK Limited and Glasgow Caledonian University
- Biofilm Limited and the University of Strathclyde
- Cooper Software Limited and the University of the West of Scotland
- IP Only Holidays Limited and Glasgow Caledonian University
- UK Whitegoods Limited and the University of the West of Scotland

KTP Centre generated £25.5M in KTP Grant

The West of Scotland KTP Centre has now generated £25.5M in KTP Grant.

KTP Associate Seminar - 28 October 2009

50 delegates attended the last Associate Seminar for 2009 at the Piping Centre in Glasgow on 28 October. The Seminar showcased a variety of companies showing the benefits from working with academics and also provided an opportunity for knowledge exchange professionals to share best practice.

Glasgow 2014 Business Portal Launched

New KTP Associates



Liam Hastie, Aquaapac Limited

[Find out more](#)



David Small, Roswell IT Services Limited

[Find out more](#)



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KTP - Thomas Taylor Bowls Limited & University of Strathclyde

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[Russell Hepworth AMInstKT](#)  Business Development Manager at Institute of Knowledge Transfer, United Kingdom
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[Janette McAlpine](#)  IKnowledge Transfer Manager at Glasgow Caledonian University, Kilmarnock, United Kingdom
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[Stuart McDowall](#)  Business Development Officer, Central College Glasgow with experience in SEO/SEM, Strategic Marketing and eProcurement, Glasgow, United Kingdom
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[Christopher McLean](#)  Senior Executive at Scottish Enterprise, Glasgow, United Kingdom
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[Jeremy Davenport](#)  Deputy Director/Co Founder The Creative Industries Knowledge Transfer Network, London, United Kingdom
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[Pascoal Boinard](#)  R&D Group Leader at StyleMark UK Ltd - Polaroid Eyewear, Glasgow, United Kingdom
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[Mairead Wood](#)  Policy Advisor, Opportunities for Business, Third Sector Division at The Scottish Government, Glasgow, United Kingdom
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[Chris Moule](#)  Commercial Director at Distance Lab, Inverness, United Kingdom
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[Derek Gallaher](#)  Project Manager at Glasgow Caledonian University, United Kingdom
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[Alison Reith](#)  Business Development Officer at West of Scotland KTP Centre, United Kingdom
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[Alasdair Cameron](#)  Manager - West of Scotland KTP Centre
Alasdair has just completed a survey on unlocking Knowledge Transfer in the Creative Industries at htp://www.ktpws.org.uk...
21 days ago

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PARTNER PROFILE: Central College Glasgow

Knowledge Transfer Partnerships

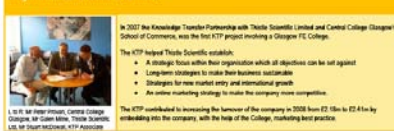
KTP BENEFITS

Knowledge Transfer Partnerships provide resources and expertise to bring organisations who wish to innovate, expand or improve their performance. Each KTP is designed to benefit everyone involved.

- Businesses will acquire new knowledge and expertise
- KTP Associates will gain business-based experience and personal and professional development opportunities
- Universities, colleges, or research organisations will bring their experience to enhance the business relevance of their research and teaching

Central College Glasgow supported by the [West of Scotland KTP Centre](#)

Project: Rhodie Scientific Limited



L to R: Dr David Jones, Central College Glasgow, Mr Colin Lewis, Rhodie Scientific, L&M Stuart-Newton, KTP Associate

ABOUT THE COLLEGE

Central College was established in 1983 to provide technical and vocational training in management and distribution for local businesses. It has a long history of excellence in the provision of courses covering Business, Administration, Management, Accounting, Finance, Retail, Marketing, Human Resources, Procurement, Law, IT, and Social Studies.

Operating out of three buildings in the city centre of Glasgow, Central College is one of the largest providers of business education in Scotland. It is a member of the Scottish Association of Colleges (SAC) and is a member of the Scottish Association of Colleges (SAC) and is a member of the Scottish Association of Colleges (SAC).

ABOUT KTP

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FAST FACTS

- The first KTP project commenced in 2007
- Central was the first College in Scotland to participate in KTP
- Central College Glasgow is the only Specialist business College in Scotland
- Currently the only College to deliver a KTP as a institution



PARTNER PROFILE: University of Glasgow

Knowledge Transfer Partnerships

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University of Glasgow supported by the [West of Scotland KTP Centre](#)

Projects



Dr David Jones, Monstera Transfer Limited and Mr Lynn Macdonald, KTP Associate

ABOUT THE UNIVERSITY

In the top 1% of the world's universities, the University of Glasgow has a strong track record of working with business and industry, and has a wealth of knowledge, technology, equipment and services available to companies which can be tailored to meet the needs of an individual project or organisation. With one of the largest research bases in the UK, the University of Glasgow has the research expertise to help a wide range of companies turn ideas into reality.

Working closely with the West of Scotland KTP Centre and other organisations the University of Glasgow leads cutting-edge research into industry, helping companies increase their global competitiveness through product development, feasibility studies and new technology learning. The University's Innovation Network, the Glasgow 2002 Collaboration programme, recently launched their first three research centres for feasibility studies with STFC as a first step towards a KTP. The Glasgow 2002 Collaboration programme is funded by the Scottish Government, the European Regional Development Fund and Scottish Enterprise.

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FAST FACTS

- Involved in KTP projects since 1978
- Up to £10 funding is available through the University's First Step Awards to help kick-start a KTP
- The University of Glasgow was the recipient of the largest Knowledge Transfer Grant in Scotland for 2009-2010 in recognition for its Knowledge Transfer activities
- The University of Glasgow's Innovation Network is a KTP initiative designed to increase engagement by Scottish companies in innovation, product development and new supply chains by collaborating with the University

PARTNER PROFILE: Glasgow Caledonian University

Knowledge Transfer Partnerships

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Glasgow Caledonian University supported by the [West of Scotland KTP Centre](#)

Design Related Projects



Gavin Smart, KTP Associate, Hanning Limited

ABOUT THE UNIVERSITY

Glasgow Caledonian is one of Scotland's most dynamic, innovative and forward-looking universities, committed to providing the highest quality teaching and student experience, underpinned by strategically focused areas of national and international research excellence. 16,000 students are based at the university's modern, city-centre facilities in Glasgow, the heart of which is the £22 million Salford Centre, listed as one of the most innovative learning environments in the UK.

The university strives to align its teaching, research and business development activities with Scotland's social and economic priorities, and has a strong track record of collaboration with a range of businesses and public sector organisations such as the World Health Organisation, Shell, B&M and Historic Scotland.

The University has for many years been associated with the KTP Programme through the West of Scotland KTP Centre. The KTP Programme is an ideal way for the University to work with local businesses, transferring skills and expertise.

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FAST FACTS

- The first KTP project with Glasgow Caledonian University was in 1996 with Monstera Construction PLC
- 41 projects to date, 17 projects within the School of Engineering & Computing (SEC)
- SEC was awarded a Collaborative Training Award (CTA) from the EPSRC in 2002 as a direct result of earlier successful KTP projects which is leading further KTP, and strengthening the Subjects into its industry



PARTNER PROFILE: University of the West of Scotland

Knowledge Transfer Partnerships

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University of the West of Scotland supported by the [West of Scotland KTP Centre](#)

Projects



KTP Award for Engineering Excellence Brevor Environmental Ltd

ABOUT THE UNIVERSITY

UWS is Scotland's largest modern university, with campuses in Paisley, Dunfermline and Paisley. We aim to be an innovative provider of accessible higher education across the West of Scotland - an inspiring place to study and a rewarding place to work.

We have a dedicated and inspired regional role. Our purpose is to work in partnership across the region in which we're based to make them more successful and to contribute to becoming a better future for the people of Scotland.

ABOUT KTP

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FAST FACTS

- Scotland's first active university with KTP access in design, engineering, social sciences, computing, marketing and strategic development
- Coastal Scientific KTP project awarded 'winning project award' at UK Knowledge Transfer Awards 2009. The project involved developing an offshore programme in Artificial Chemistry
- Pilot Composite Transducers KTP activity recognised for its success. The project explored the development of Scotland's high power ultrasonic transducers
- Advancing and continuing professional development for UWS graduates often resulting in full time positions
- Successfully leveraging the leading academic talent at UWS in areas such as Thin Film Technology, Phase Stability and Computing



PARTNER PROFILE: University of Strathclyde

Knowledge Transfer Partnerships

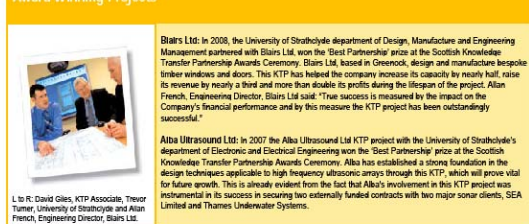
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University of Strathclyde supported by the [West of Scotland KTP Centre](#)

Award Winning Projects



L to R: David Giles, KTP Associate, Trevor Turner, University of Strathclyde and Alan French, Engineering Director, Blairs Ltd

ABOUT THE UNIVERSITY

The University of Strathclyde was established in 1796 as a 'place of useful learning' and is helping to develop a new scene of entrepreneurs and the highly skilled professionals needed by employers. The University is also committed to working directly with businesses to help them innovate, explore their potential, and become more competitive.

With over 29,000 full and part-time students, and over 3000 staff, the University of Strathclyde is the third largest in Scotland but the most active in Knowledge Transfer Partnerships with industry.

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University of Strathclyde supported by the [West of Scotland KTP Centre](#)

FAST FACTS

- The University of Strathclyde has had 164 KTP projects since 1977, the highest number of any Scottish institution
- Currently 8th in UK, and top in Scotland for number of active KTPs
- Projects with a wide range of organisations from Rolls Royce and Kwik-Fit Insurance Services to Honeywell Control Systems and The Scotch Whisky Research Institute



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Knowledge Transfer Partnerships

West of Scotland KTP Centre

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