

# KTP – a quick overview

## Circular Chemical Economy Workshop

8<sup>th</sup> September 2021

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[www.ktn-uk.org](http://www.ktn-uk.org)



## The UK's Innovation Agency

Innovate UK drives **productivity and growth** by supporting businesses to realise the potential of new technologies, develop ideas and **make them a commercial success.**



## Global Innovation Index

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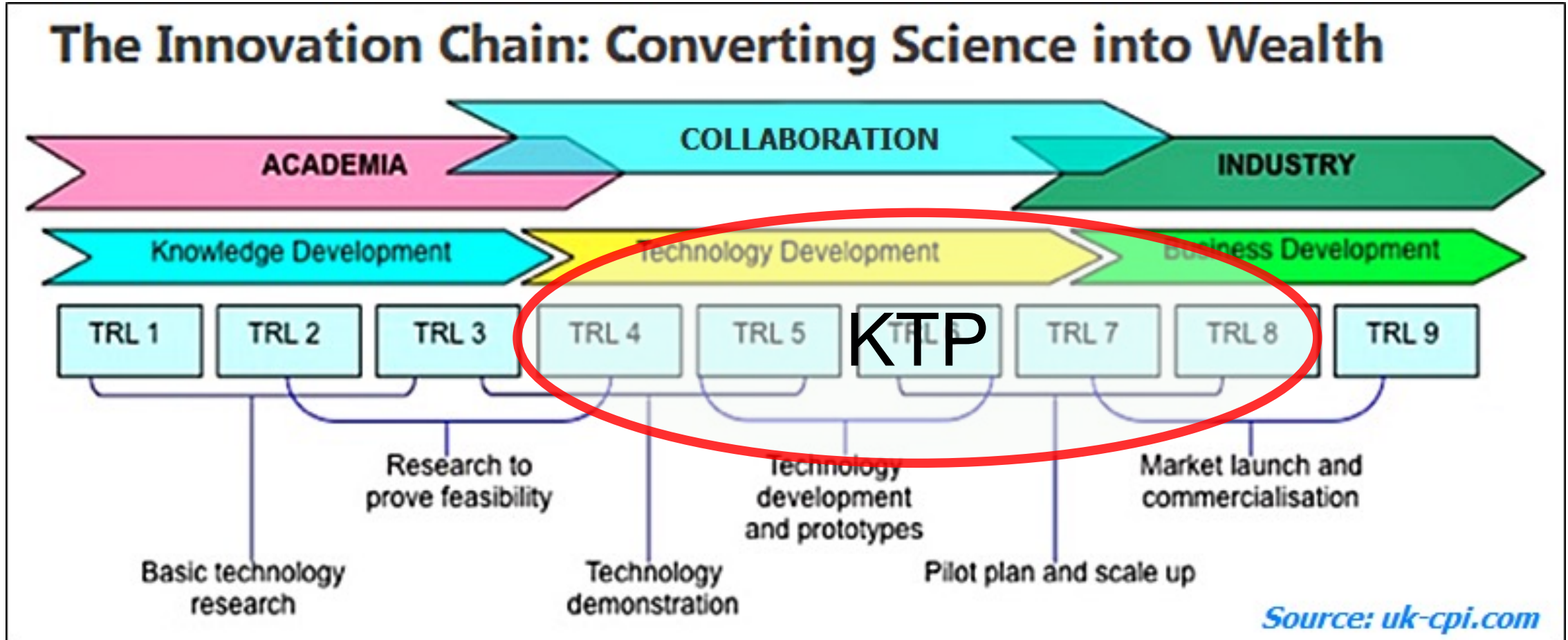
• Switzerland	66.08
• Sweden	62.47
• USA	60.56
• <b>UK</b>	<b>59.78</b>
• Netherlands	58.76
• Denmark	57.53
• Finland	57.02
• Singapore	56.61
• Germany	56.55
• Republic of Korea	56.11

# Knowledge Economy

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- Four pillars:
  - Economic incentive and culture to support creation and use of knowledge
  - An educated and skilled population that adapts
  - An 'innovation system' or network of players
  - A modern and effective information infrastructure

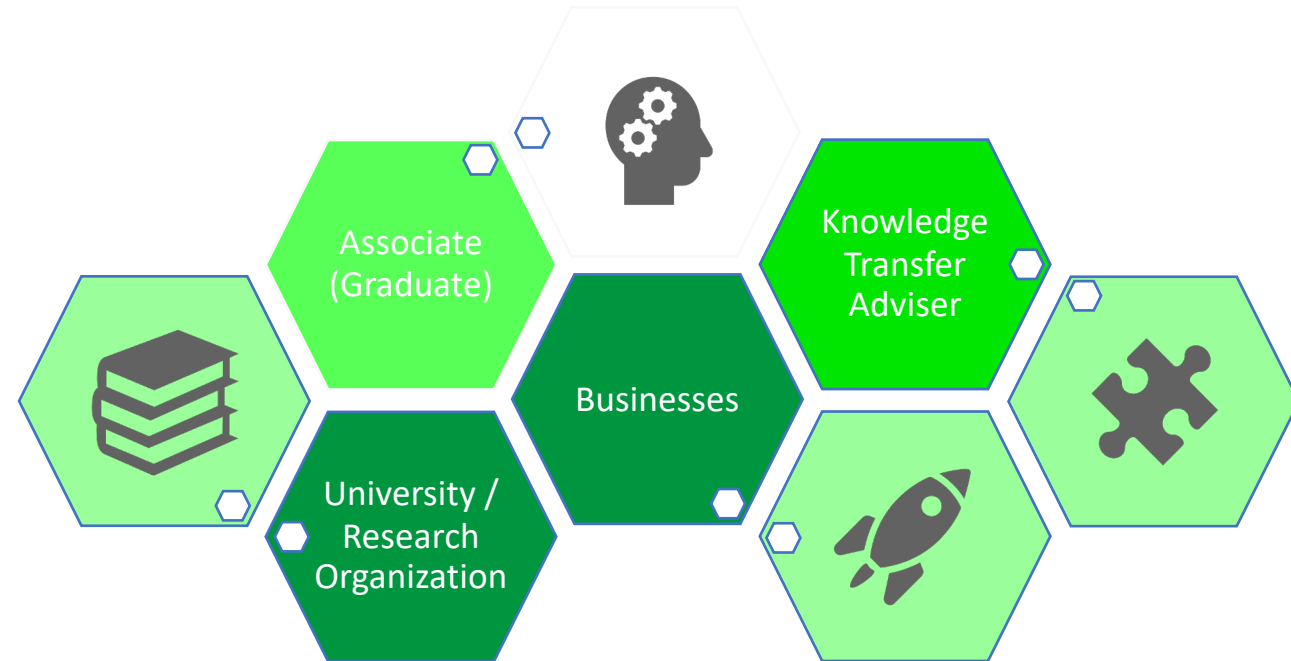
# Technology Readiness Level (TRL)



# KTP is a partnership

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- 3 Way Partnership:
- **Company** led initiative
- Team of **academic** specialists
- Highly qualified **associate**
- **Any** subject area....
- **...including Management**



## KTP Numbers

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- Around since 1975
- 820+ current projects
- Average project value £100,000 per annum
- Average duration 2 ½ years

# KTP - living by numbers



**1975** - scheme started  
**30** advisers UK-wide  
**8:1** average return on investment\*  
**2 ½** years average duration

APPLICATIONS	2019/2020
Applications received	418
Funding success	72%
Average grant/project	£132,000
Programme value	£125m

BUDGET	2020/2021
Core Grant	£25m
Management KTPs	£10m
African Agriculture KTPs**	£6m

\*The Dowling Review of Business-University Research Collaborations, July 2015

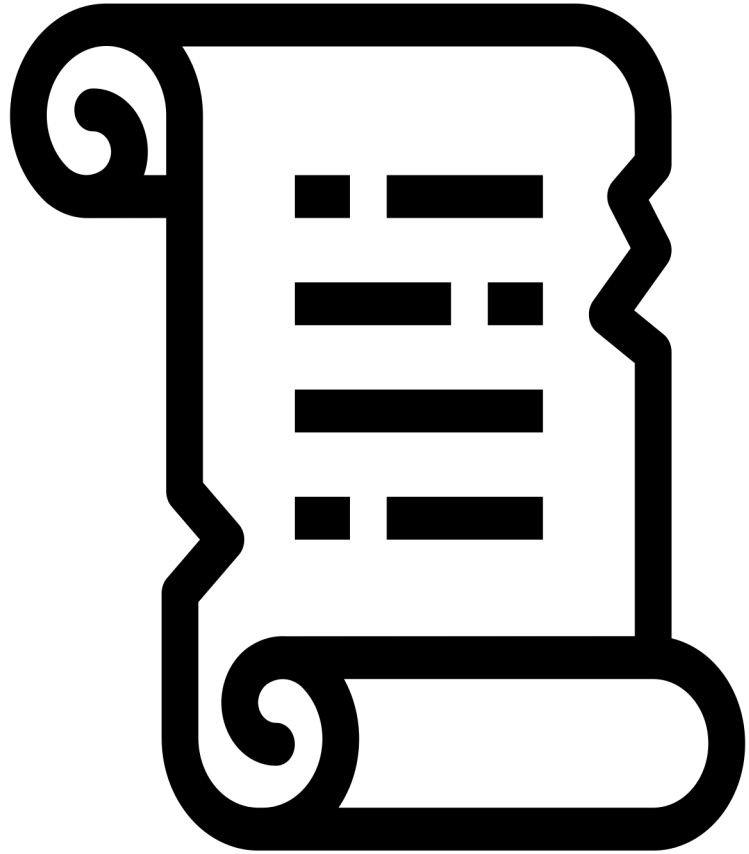
\*\*ODA reduction – 8 have been funded and will continue

# KTPs....the evolution of the model

- 1975 Teaching Company Scheme (TCS)
- **2003 Classic KTPs** – TCS with a name change
- 2009 - 2015 Short KTPs - 6-12 months duration.
- **2019 mKTPs** – management productivity and culture change
- **2020 Innovation Strategy** Course delivered to Associates
- **2020 International KTP**
  - Africa Agri KTPs – African based company, one UK and one African University. 8 approved.
  - Developing strategy for wider international community of KTP
- 2021 AHRC and Design Museum collaboration - Design Exchange Partnerships.
- 2021 Accelerated Knowledge Transfer – in development. Watch this space.

## Adviser role....formally

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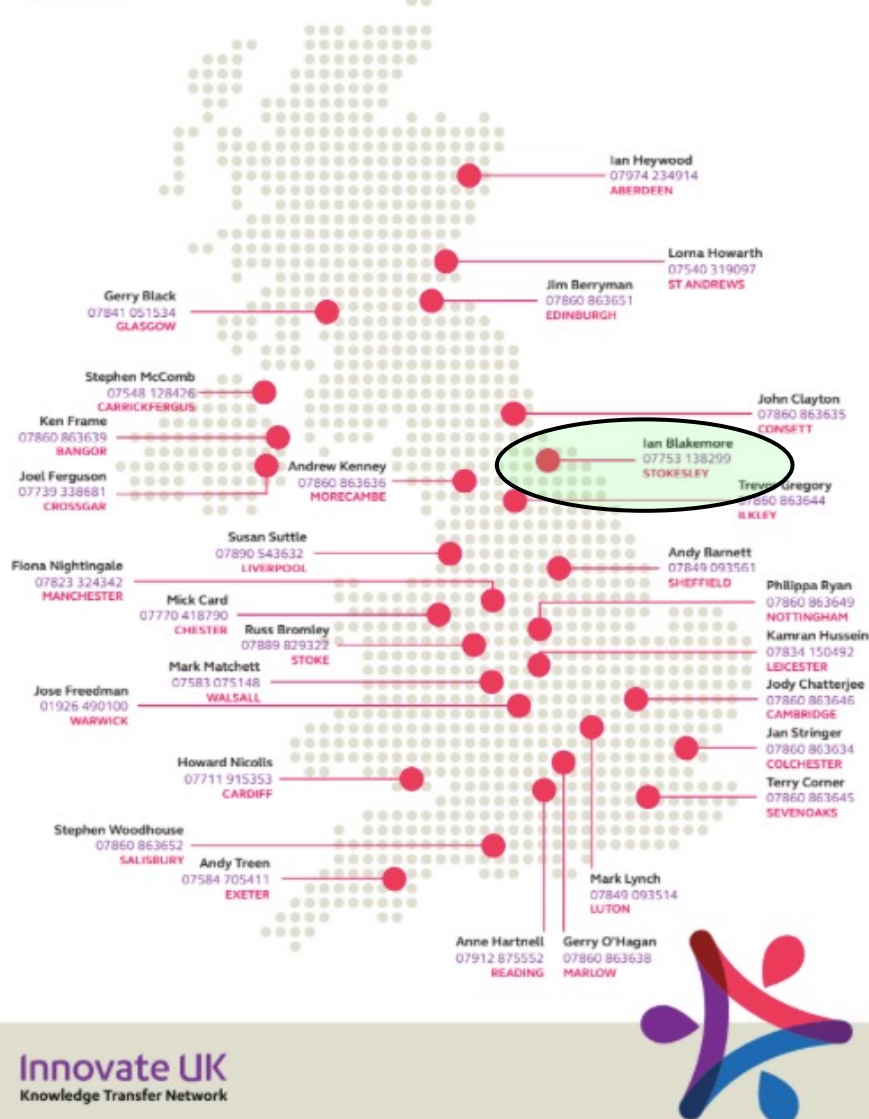


- Monitoring Officer for Innovate UK
- Helps scope projects
- Reviews proposals before submission
- *Assesses other projects for funding*
- 'Kicks off' projects
- Ensures best value
- Approves claims
- Supports and monitors progress
- Mentors and coaches the associate
- Recommends final project grade

# ...informally

## Knowledge Transfer Adviser Map

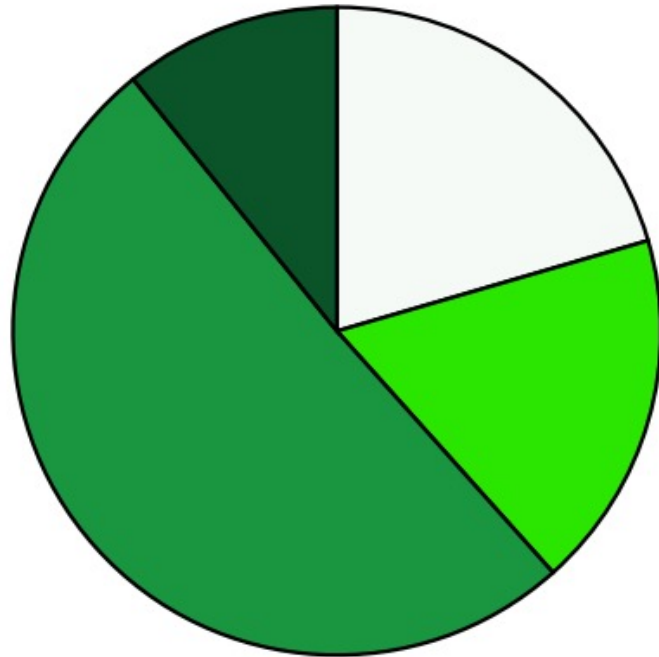
Contact an adviser closest to the business location  
firstname.lastname@ktn-uk.org  
@KTNUK\_KTP



- National network, regional presence
- Most are STEM and have multi-sector experience
- Work closely with regional universities
- Best practice from portfolio of circa 30 live projects... and more
- Part of the team from beginning to end
- Maximise benefits for all

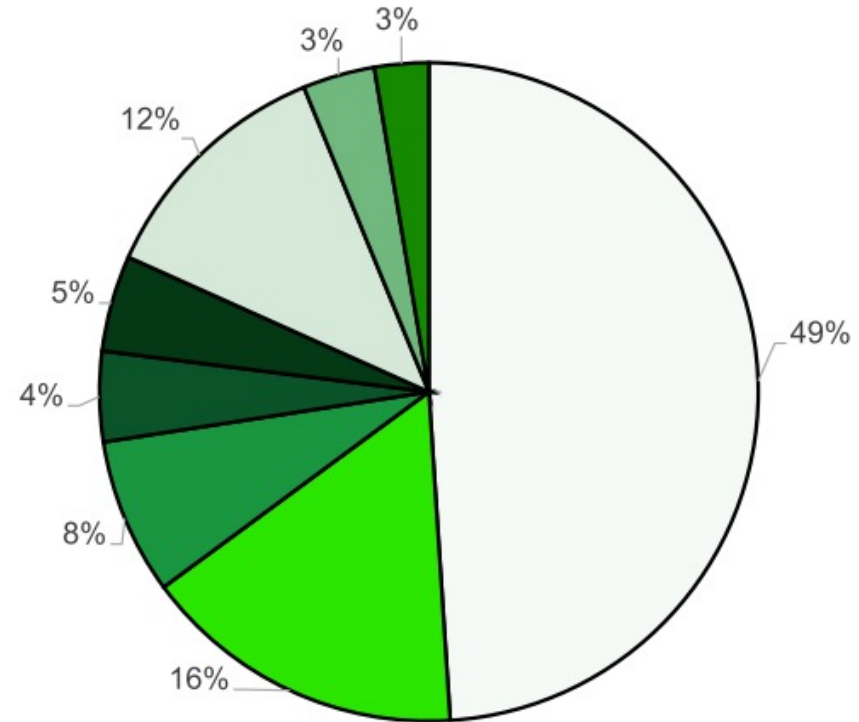


# KTP proximity to Knowledge Base and business size



□ Large ■ Medium ■ Small ■ Micro

80% of applications are from Micro, Small and Medium sized businesses.



□ 0-19 ■ 20-39 ■ 40-59 ■ 60-79 ■ 80-99 □ 100-200 ■ 200-300 ■ 300+

- Average distance between university and company = 52 miles.
- 50% projects are with companies less than 20 miles from KB
- 72% are within 60 miles.

## Benefits to business and UK economy

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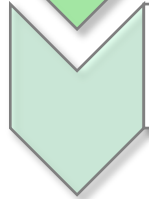
58% of associates offered employment



86% of businesses plan further collaboration




Typically 3 new jobs created for every successful KTP



For every £1 invested return is around £8 (GVA)

## Typically....

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Projects have 2-3 year duration



Each KTP costs IUK £60-80,000 and the business £30-50,000 per year



SMEs contribute 33%; large businesses contribute 50%



Additional costs for the business include management time, capital equipment, additional materials

## Knowledge Base benefits:

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- KTP projects are delivered on a **full economic cost** basis
- Contributes towards impact success metrics - **REF / KEF** case studies.
- Academic partners typically generate 3 or more **new research projects**
- Produce high quality journal and conference papers – **2+ research papers** per project
- Identify undergraduate / postgraduate placements, projects and new research areas
- For the university, **all costs covered** by the grant
- Academic staff 'bought out' for **half a day per week**
- Associate paid a salary appropriate to the sector and the business
- Development of Early Career Researchers
- 80+% application success rate

## Business benefits

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- Full support package to apply knowledge for commercial gain
- Drives competitive advantage
- IP usually rests with the company
- Profile and awareness raising at strategic level and to the wider community
- Associate is a dedicated specialist project manager and more
- Payback – ROI is significant
- Embeds innovation culture and often leads to wider review

# What should a KTP Demonstrate?



## IMPACT

- Credible Business case?
- ROI?
- Competitive advantages?
- New market Opportunities?



## INNOVATION

- Creation of a new product, process or services?
- Improvement of existing ones?
- Innovative to company, sector, industry?



## CHALLENGE

- Challenging to all parties?
- Does it stretch the team?
- Is it achievable?



## COHESIVENESS

Does it tell a good story?

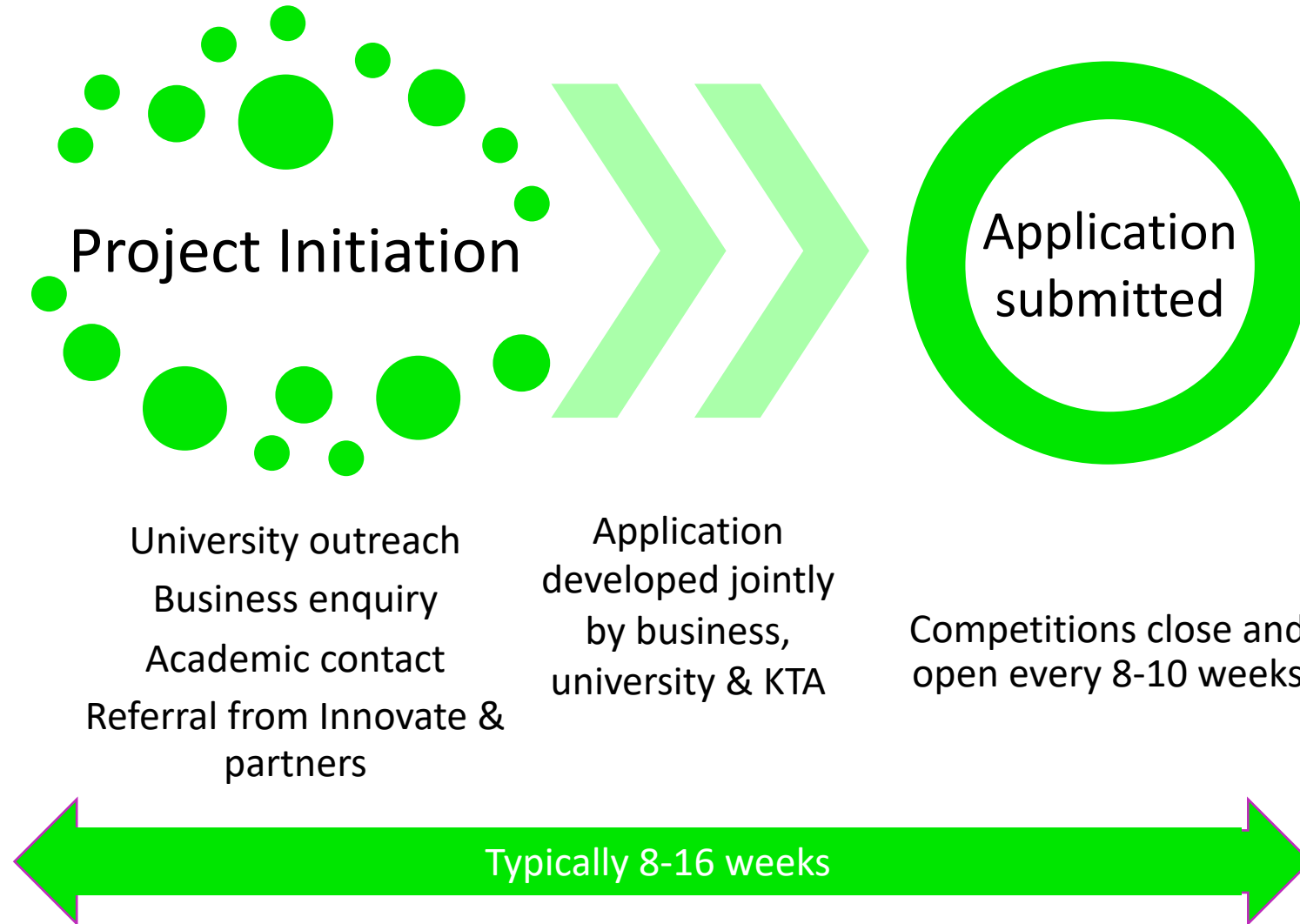
What knowledge is being transferred?

Embedding a new capability?

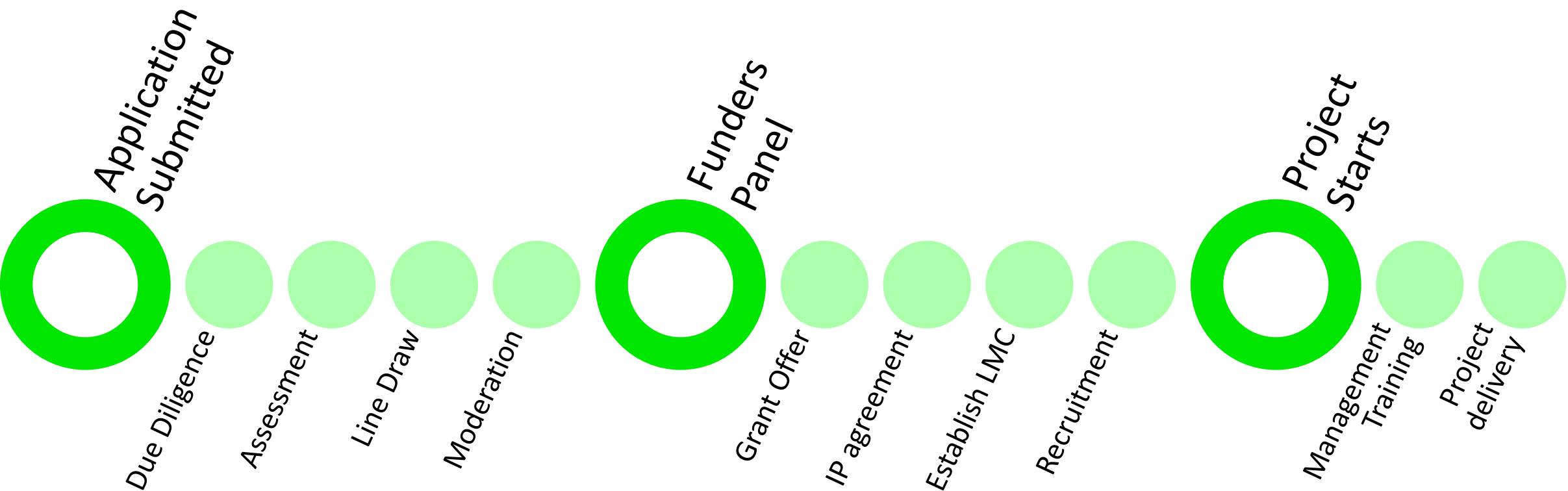
Transformational?

# Route to application

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# Approval Process



2 months

up to 9 months

12-36 months