

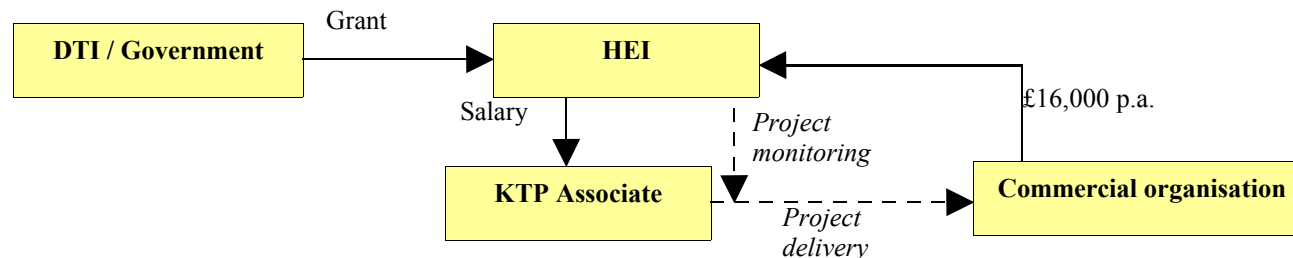
## Knowledge Transfer Partnership - Scheme Outline

KTP is a government sponsored scheme to help businesses access expertise from the UK's universities, college and research organisations. Expertise that could be of value in developing new products, services and processes. The scheme involves the attachment of an HEI (Higher Education Institute) graduate for a project within a commercial business.

Businesses with a specific project that might meet the scheme criteria source a partner HEI with appropriate specialist expertise and request a KTP Associate be identified. Projects are usually of around two years duration.

Government grant available to HEI's to cover the direct costs of a 'KTP Associate' and ancillary costs minus £16,000 per annum (2005), which is paid by the commercial partner.

### Funds flow



The concept is to benefit all parties:-

- Business – acquires new knowledge and expertise from HEI and gains contacts for further possible partnership work.
- The KTP Associate – gains business-based experience and personal professional development.
- HEI – achieves commercial exposure to enhance business relevance of research and teaching.

Key success factors:-

- ◇ Matching Business to HEI – intermediaries can help (Business Links and KTP Consultants) charges will vary for service.
- ◇ Identifying Associate with appropriate skills and motivation for individual business.

Danger / drawbacks for HEI's to be aware of and so they need to focus upon 'good' proposals to gain maximum benefit from scheme;

- Application form is 30 pages long and time consuming to complete and need to vet businesses as partners in the scheme.
- Motivation by (smaller) companies can be purely to acquire a 'cheap' graduate, HEI's need to be wary of this.
- Time involved by University to monitor project – at least half a day a week by departmental staff in addition to time of KTP.