

# PARTNER PROFILE: University of Glasgow

## Knowledge Transfer Partnerships

### KTP BENEFITS

Knowledge Transfer Partnerships provide resources and expertise to thriving 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

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

### ABOUT THE UNIVERSITY



# University of Glasgow

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 feeds cutting-edge expertise into industry, helping companies increase their global competitiveness through product development, feasibility studies and new technology licensing. The University's Innovation Network, their flagship SME collaboration programme, recently launched their First Step Awards funding for feasibility studies with SMEs as a first step towards a KTP. The Innovation Network and First Step Awards are funded by the Scottish Government, the European Regional Development Fund and Scottish Enterprise.

### ABOUT KTP

Knowledge Transfer Partnerships (KTP) is Europe's leading programme helping businesses 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.

Each partnership employs one or more high calibre Associates (recently qualified people) to work on a project, which is core to the strategic development of the business.

### FAST FACTS

- Involved in KTP projects since 1979.
- Up to £5k 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 £2.7M initiative designed to increase engagement by Scottish companies in innovation, product development and new supply chains by collaborating with the University.

## Projects



Dr Doug Jones, Moredun Scientific Limited and Ms Lynn Macdonald, KTP Associate

**Scotprime Seafoods Limited** – to develop a new state-of-the-art transportation system to maximise both product and quality and profit. The development of the new system helped boost company sales and opened up new markets.

**Brush Barclay Limited** – to develop processes that integrate factory planning with demand and logistics flow to enable high quality service and value to be provided to customers.

**Moredun Scientific Limited** – to develop an interpretive service allowing the company to integrate their services and offer a more appealing package to clients.

**Lorne Fisheries Limited** – to develop and implement a robust strategic plan designed to maximise brand potential and contribution (to ensure business growth and sustainability).

**Delta Electronics** – to develop low-profile battery charger electronics and packaging, through to full qualification and pre-production sample products.



## Research Expertise

The University of Glasgow has a long-established reputation as a major research-led institution that is recognised internationally for its groundbreaking work. The University's world-class research base includes pioneering work in the fields of medicine, engineering, ethics, physics, and astronomy as well as leading the way in ultramodern disciplines like bioelectronics, cell signalling, nanotechnology, and optoelectronics. Interdisciplinary research is a key strand of the University's Research Strategy.

We have highlighted a few key areas of interdisciplinary strength which showcase the work being carried out at the University:-

Life Sciences, Medicine and Veterinary Medicine

Nanotechnology

Public Health

Systems Biology and Systems Medicine

Sustainability

Digitisation

International Development

Materials

For more information about research at the University of Glasgow visit [www.glasgow.ac.uk/research](http://www.glasgow.ac.uk/research)

## Case Study

A PhD graduate from the University's department of Business and Management has played a key role in helping a Kilmarnock-based engineering firm to significantly increase its turnover. Following her graduation, Amaia Ibanez who is originally from the Basque Country in Spain, was seconded to Hunslet-Barclay, now Brush Barclay, in June 2006 as part of the Knowledge Transfer Partnership (KTP) Scheme.

Brush Barclay offers a wide range of products to the rail traction market and specialises in the design and manufacture of components for use in the repair and refurbishment of rail vehicles.

The remit for this particular KTP was to assist Brush Barclay in growing the component side of its business, by developing a more transparent planning process that would ultimately improve the information flow between the company and its customers.

"Amaia has done a fantastic job at Brush Barclay and I know that the company is more than happy with her work, so much so that they are planning on offering her a permanent position. To have been part of a team that has had such a dramatic effect on the profitability of the business is a tremendous achievement and it clearly demonstrates the value of KTPs"

**Professor Douglas Macbeth**, University of Glasgow

### BENEFITS

Some of the initiatives suggested by Amaia included the introduction of performance-related KPIs, the implementation of new procedures for managing existing contracts and the tendering process, improving communication channels between the shopfloor and account managers and identifying new global suppliers.

Amaia said: "When I joined, there were a number of issues which needed to be resolved in order for the company to move forward, so I conducted a thorough evaluation and identified the areas within the business that required support."

### RESULTS

Brush Barclay's component division increased its turnover from £1.7M in 2006 to £3.2M in 2007.

## West of Scotland KTP Centre

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



The West of Scotland KTP Centre has been developing successful Knowledge Transfer Partnerships for over a decade. Working with colleagues at the University of Glasgow, staff at the KTP Centre help businesses to identify an academic or researcher with the right expertise to assist their organisation. A project is then defined and agreed which will enable the business to draw on that expertise.

To date the West of Scotland KTP Centre has assisted the University of Glasgow to establish over 15 projects and generate over £1.5m of KTP grants.

### Contact details

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