Knowledge Transfer Partnership Case Study

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Introduction

• What is a KTP?
• Who is involved in a KTP?
• Who funds a KTP?
• Who manages a KTP?
• The role of the Associate
• Case study
What is a KTP?

- KTP is a programme designed to help businesses improve their competitiveness and productivity through better use of *knowledge, technology* and *skills* that reside within the UK knowledge base.
- This is achieved by the formation of a partnership between a company and academic institution.
- The knowledge sought, is embedded into business from the knowledge base through a project undertaken by a recently qualified person (the Associate) recruited to specifically work on that project.
- KTPs can vary in length from *1 to 3 years* (classic KTP) and from *10-40 weeks* (shorter KTP) depending on business requirements and desired outcomes.
What is the purpose of a KTP?

• Key objectives

1. Facilitate transfer of knowledge and technical and business skills
2. Stimulate and enhance business specific research and training undertaken by the Knowledge Base
3. Provide company training for graduates to develop business/specialist skills
Knowledge Base Partner
A university, college or research organisation

HAS THE KNOWLEDGE

Associate
One or more graduate

REQUIRES THE KNOWLEDGE

Company Partner
Usually a company but can be a health or education organisation

HAS THE KNOWLEDGE

REQUIRES THE KNOWLEDGE

TRANSFERS THE KNOWLEDGE
Who is involved in a KTP?

- **Associate**
- **Company**
  - Company Supervisor
    - Experienced company employee
    - Associate manager and guide
  - Partnership Facilitator
    - Senior company employee
    - Ensures objectives are achieved and resources are available
- **KTP Programme Office**
  - KTP Advisor
    - Attends quarterly Local Management Committee meetings
    - Provides Associate with mentoring and coaching support
    - Provides independent advice

- **Knowledge Base**
  - Knowledge Base Supervisor
    - Employee of the knowledge base who is an expert in the project area
    - Spends 0.5 day/week with Associate and Company Supervisor to
      - Assist technically
      - Guide Associate's professional development
  - Knowledge Base Leader
    - Senior knowledge base employee
    - Ensures objectives are achieved and resources are available

- **KTP Sponsors**
  - Biotechnology & Biological Sciences Research Council
  - Welsh Assembly Government
  - Led by Technology Strategy Board
    - Executive non-departmental public body, established by the government
The role of the **Associate**

- **Project manage**
  - Manage and implement business development
  - Manage all meetings
- **Transfer knowledge**
- **Complete the tasks**
  - Stipulated in the grant application and proposal
  - Gantt chart

- **Develop management skills**
  - PDP
  - Register with Chartered Management Institute
  - Study for Diploma in Management (Level 5)
    - 3, 6-day residential course
    - Assessment through a series of assignments and project reports (8 - 15,000 words)
    - 8 units
  - Training budget
Who funds and manages a KTP?

- The government typically encourages partnerships by providing the Knowledge Base Partner with a grant (60%)
- The Company Partner pays the remaining costs (40%)
- These joint funds contribute to the cost of:
  - Associate employment
  - Knowledge Base Partner input
    - Including supervisory and secretarial costs
  - Project resources
  - Any specialist training the Associate may require
- Expenditure of the grant and Company Partner's contribution is controlled by the Partnership's Local Management Committee
- The Company Partner also meets the full cost of its input to the project
- Each KTP has a Local Management Committee who are responsible for making top-level decisions regarding the conduct of the partnership
  - Quarterly meetings
Case Study of a KTP

• Project Aim
  – Development and launch of a family of weight management products based around long-chain fatty acids that stimulate digestive tract hormones with appetite suppression properties
    • Split into 8 stages to be completed within 36 months
Strategic Partnership

Problems

• Novel field
• Knowledge of weight management and appetite suppression is limited
• Lack skills and equipment
• Require innovative, effective product

Opportunities

• Access to expertise
• Access to state of the art facilities
• Expansion
  – Rapidly growing market
• Provide academics with first hand experience of problems that arise when developing a product for introduction into the commercial sector
  – Obtaining scientific and consumer acceptance
Case Study

- Sensory Analysis
- Cell Culture
- Formulations
- Acute Intervention
- Salivary diurnal variation study
- 12 week human intervention
Current and Future Benefits

COMPANY BENEFITS
- Increase knowledge on testing/measuring physiological impact of LCFA based product
- Gain knowledge related to methodology and controls required for conducting effective feeding trials
- Develop greater understanding of the multifactorial aspects of appetite regulation
- Development of a range of nutritional weight management products which are anticipated to contribute extra turnover and profit

KNOWLEDGE BASE BENEFITS
- Creation of a multidisciplinary collaboration between the Sheffield universities and Cultech
- Address a significant gap in the literature base relating to the role of lipids in appetite modulation
- Allows a greater understanding, by the academic team, of the processes involved with taking a product through from concept, to formulation and development, to its final industrial application

ASSOCIATE BENEFITS
- Project management skills due to exposure to a challenging commercial environment
- Specialist technical skills related to cell culture work, ELISA and Western Blot analysis, emulsion formulation, in vitro and in vivo efficacy and acceptability testing
- Substantial training budget
- Qualifications
- These experiences will enhance research skills and enable effective liaison between the academic and commercial partners
Thank you for listening

Any questions?