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SMART PARTNERSHIP AND KNOWLEDGE TRANSFER PARTNERSHIPS

'SMES ONLY CONTRIBUTE 25% OF
KTP COSTS UNTIL FEBRUARY 2022'



WHAT IS A SMART PARTNERSHIP AND A KNOWLEDGE TRANSFER PARTNERSHIP?

Smart Partnerships (SPs) and Knowledge Transfer Partnerships (KTPs) are part-funded government programmes aimed at boosting organisational performance and productivity through collaboration with UK Universities. They are 3-way partnerships which cover businesses and organisations, along with an associate (graduate/post graduate person) and a University to work on a specific project within the organisation.

SPs and KTPs provide you with access to academic expertise and knowledge to help transform your organisation or business, solve problems, improve competitiveness, productivity & performance and ultimately transform your organisation.

HOW CAN COLLABORATING THROUGH A PARTNERSHIP HELP WITH DEVELOPMENT?

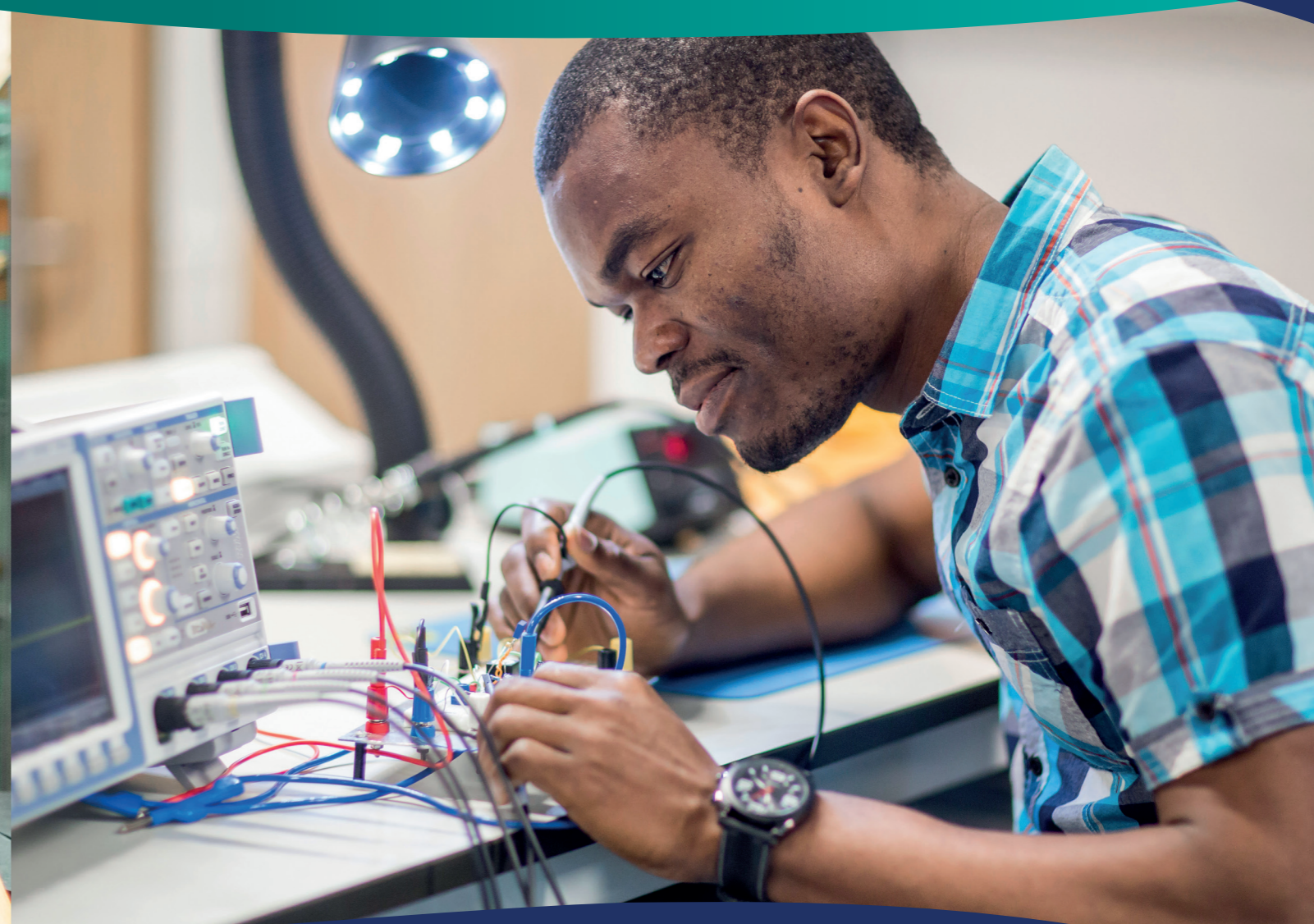
Explore the specifics of each programme and the overall benefits per partner:

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SMART PARTNERSHIPS

HOW DO SMART PARTNERSHIPS WORK?

- Three-way partnership between a Welsh Research Organisation, a Wales-based Business, and an Associate
- Associate based within the business to develop and implement the project
- Projects last between 6 and 12 months
- Funding is awarded to the Research Organisation
- Welsh Government contributes 50% of costs
- Businesses contribute the remaining 50% in cash OR in-kind i.e. staff time or company materials
- Associate needs qualifications/experience to match project delivery requirements with a minimum of BTEC / Diploma Level
- Applications are assessed against the following criteria: Impact, Innovation, Challenge, Cohesiveness

HOW DOES THE APPLICATION PROCESS WORK?

- Applications can be submitted at ANY time
- The application should be jointly contributed between the business and the University, as there needs to be an obvious business case for the project (SPs are not research initiatives)

WHAT PROJECTS ARE FUNDED BY SMART PARTNERSHIPS?

- Collaborative projects that will enhance the capability of Welsh businesses to develop R&D activities whilst facilitating the spread of technical and business skills
- Projects that will develop new products, processes and services in alignment with Smart Specialisation – businesses need to demonstrate the capacity to exploit the outcomes of the project
- Projects that facilitate knowledge transfer from researchers to businesses to foster innovation – especially in the fields of science, technology, and engineering.
- Projects that are aligned with the Wellbeing of Future Generations Act (2015)



KNOWLEDGE TRANSFER PARTNERSHIPS (KTPS)

WHAT IS A KNOWLEDGE TRANSFER PARTNERSHIP?

- A three-way partnership between a Research Organisation, a Business, and an Associate (suitably qualified graduate)
- The associate is based within the business for 12 - 36 months to develop and implement the project
- Projects are part funded by Innovate UK and Welsh Government
- Businesses contribute the remaining amount in cash
- Businesses contribute between 33% (SMEs) and 50% (Large Businesses) AND affordability must be proven
- Associate needs to be a suitably qualified graduate with the ability to lead a strategic business project
- Applications are accepted at intervals throughout the year, and are assessed on: Impact, Innovation, Challenge, Cohesiveness
- There are a handful of competitions each year when applications can be submitted

MANAGEMENT KNOWLEDGE PARTNERSHIPS (MKTPS)

HOW DO MANAGEMENT KNOWLEDGE TRANSFER PARTNERSHIPS WORK?

- THREE-WAY partnership between a Research Organisation, a Business, and an Associate
- Associate based within the business to develop and implement the project
- Projects typically last 24 months
- Funding is awarded to the Research Organisation
- Projects are part funded by Innovate UK and Welsh Government
- Businesses contribute the remaining amount in cash
- Associate needs to be a suitably qualified graduate with the ability to lead a strategic business project
- Applications are assessed against the following criteria: Impact / Innovation / Challenge / Cohesiveness
- There are a handful of competitions each year when MKTP applications can be submitted for consideration

WHO SHOULD APPLY FOR MKTPS?

- Growth-oriented SMEs from any sector, eager to build and execute their ambitious management strategy by introducing better management practices.
- Businesses seeking significant productivity gains, recognising that good management and leadership can help deliver this.
- Organisations looking to up-skill their people and make improvements in productivity by deploying industry-leading practices and innovation processes.

WHAT DO MKTPS COVER?

MKTPS cover all key business functions from marketing to IT, creativity to strategic management, HR to employment relations, and finance to logistics.

KEY AREAS OF FOCUS CAN INCLUDE:

- Monitoring and target setting
- Communication and motivation
- Organisation, resource planning and strategic thinking
- Problem-solving and decision-making
- Commercial awareness and risk management
- Coaching and mentoring
- Options evaluations, horizon scanning and strategic foresight

SMES ONLY CONTRIBUTE 25% TO KTPS/MKTPS FOR APPLICATIONS SUBMITTED BEFORE FEB 2022



BENEFITS OF THE KTP SCHEME



FOR THE BUSINESS

- Access to expertise not available in-house
- Enhanced business performance and processes
- Increase revenue through access to new markets and product development
- Mitigated financial risk due to Innovate UK and Welsh Government contributions
- Strategic input from an experienced Knowledge Transfer Advisor and support from the Knowledge Transfer Network throughout the project's life cycle
- Strengthened competitive advantage through innovation
- Possibility of creating Intellectual Property



FOR THE ACADEMIC/UNIVERSITY

- Income
- Published papers
- Teaching materials, case studies and projects
- New research themes – commercial relevance
- Staff development – commercial awareness
- Higher degree registrations
- Graduate career opportunities
- Exploitation of IP developed during project
- Strategic relationship with business



FOR THE ASSOCIATE

- Full time based in the company to transfer knowledge from the academic into the company
- Competitive salary PLUS £2,000 personal development budget for each year the project runs
- Part of one of the country's largest graduate recruitment schemes
- Employment within the chosen academic discipline and Project Ownership
- Fast-track career development
- Opportunity to register for higher degree during project
- Many companies offer full time employment to the Associate following the conclusion of the KTP



CONTACT US

WE'RE HERE FOR YOU!

Our Knowledge Transfer team provide support and can help with any queries concerning applying for a partnership.

For more information on SMART or Knowledge Transfer Partnerships, please contact our knowledge transfer team on knowledgetransfer@swansea.ac.uk