



Funded skills support to help you develop your people and your business

Building back with a better skilled workforce

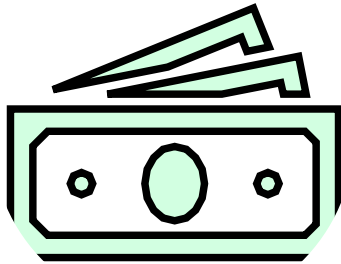
Knowledge Transfer Partnerships (KTPs)



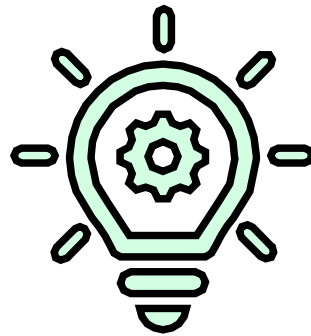
What should a KTP Demonstrate?

Is there a knowledge gap in the company and is KTP the best way to fill this?

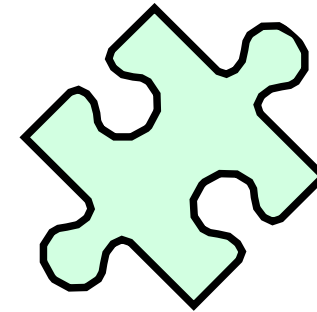
Is there a need to embed a new capability – not a one-off need for new knowledge?



IMPACT



INNOVATION

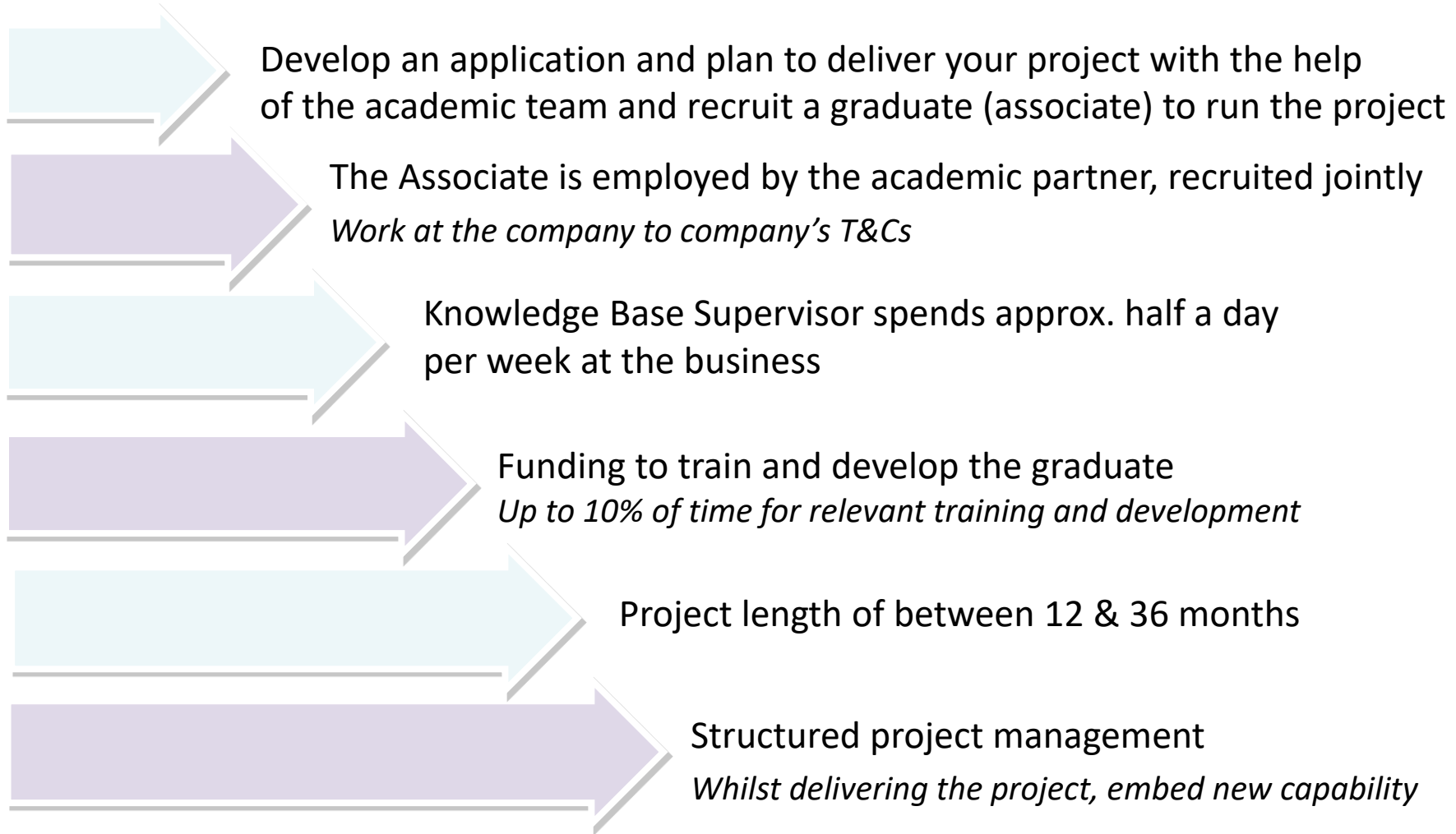


CHALLENGE



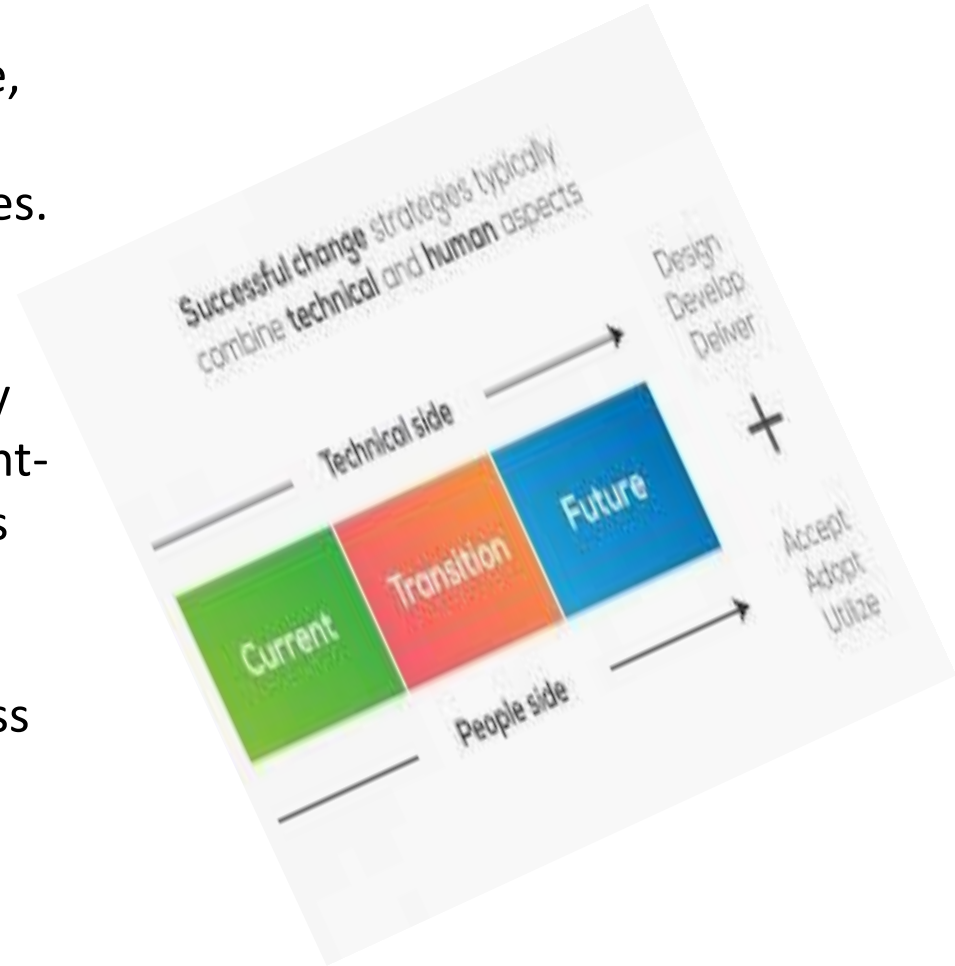
COHESIVENESS

KTP Journey



What are Management KTPs (mKTPs)?

- Focus specifically on increasing productivity, effectiveness, resilience, sustainability and improving results through better management practices.
- Enable transformational improvement and positive change by identifying key, strategic management-based initiatives to increase business effectiveness.
- Partnerships with the UK's world class Business Schools' and Management academics.



Which businesses could benefit from MKTPs?



Growth-oriented SMEs (<500FTE)



Businesses seeking significant productivity gains and enabling resilience and sustainability



Organisations looking to up-skill their people and deploying industry-leading practices and innovation processes: Good leadership and management



Subsidiaries of larger conglomerate businesses – however, some restrictions apply



Companies from all sectors prepared for holistic changes

Breadth and scope of mKTPs



mKTPs take a wide view, deploying a range of management practices, driving business performance at the strategic level



Projects can and should work across different business functions – e.g. ops, logistics, IT, finance, production etc.



Different management practices deployed across different business functions, should come together as a top-level management strategy



Must present a business case demonstrating commercial impact

Potential mKTP Management Skills

Knowledge Transfer Examples

Monitoring and target setting

- *Using data, KPIs to drive performance*

Communication and motivation

- *People-skills, appraisals, incentives*

Organisation, resource planning and strategic thinking

- *Business agility, sustainability, robustness*

Problem-solving and decision-making

- *Adapting to new trading conditions*

Commercial awareness

- *Finance, costings, budgets, value creation*

Coaching and mentoring

- *Training as a facilitator of KT and up-skilling*

Typical KTP Costs

		Approximate Cost Per Year
<ul style="list-style-type: none">• Employment Costs <i>Salary £18-35k + NICS + Pension</i>• Associate development, travel, consumables• Access to academic expertise		£25-45k
		£5k
		£30k
Total Budget		£60-80k pa
<u>SME</u> grant rate 67%	Cost to Company 33%	<u>£20-27k pa</u>
<u>Large Company</u> grant rate 50%	<i>Cost to Company 50%</i>	<u>£30-40k pa</u>

Innovation Vouchers



- **Funded by Invest Northern Ireland and Enterprise Ireland**
- **Designed to stimulate innovation, business growth, sustainability and competitiveness**
- **SME's (plus sole traders etc in NI) apply for a voucher to access knowledge/expertise to develop innovative solutions to business issues.**
- **Businesses select from a pool of universities, colleges/other publicly funded research organisations in NI/ROI.**
- **Straightforward procedures, fast turnaround times.**



**Voucher Value: £5,000 (EI €5,000).
Company must pay the VAT (in NI)**

Innovation Vouchers

Next call dates:

- Invest NI: April 2021
- Enterprise Ireland: open call
- Great opportunity for a business to take a first step into working with Ulster University
- We proactively seek projects, match voucher holders to academics, manage the funder relationship and review and submit all final project reports and sign off evidence. Review on completion for follow on opportunities to look at KTP, FUSION...
- **Achievements: over 700 completed to date (over 100 cross border)**

Innovation Vouchers

Tourism & Hospitality Examples



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HOSPITALITY AND TOURISM SKILLS

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