



2 MAY 2019
BURLINGTON HOUSE, LONDON W1

KTP
BEST
OF THE
BEST
AWARDS
2019





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ktp-uk.org



KTP 2018/19:
 798 companies
 105 Knowledge Base partners and
 838 Associates;
£218 million of investment
 in KTP is delivering an
 average of £8 for every
 £1 invested



Colin Tattam, Director, KTN, comperes the Awards Ceremony

Ideas, expertise and collaboration lead to innovation via Knowledge Transfer Partnerships

Innovation requires skills, knowledge, technology and adaptability; and Knowledge Transfer Partnerships (KTPs) bring all those elements together. A three-way partnership between a business or not for profit organisation, an academic team and a suitably qualified graduate, the KTP team collaborates on a strategic innovation project driving change and growth, and embedding knowledge.

Everyone benefits: businesses improve competitiveness, knowledge and performance; academic bodies improve their industry links and draw on real-world experience to enrich their teaching and research; and high-calibre graduates kick-start their careers working as the project manager (Associate) in a KTP.

ABOUT THE KTP AWARDS

The KTP Best of the Best Awards recognise the people and partnerships behind the most inspiring and successful KTP projects in the UK.

Highlighting these outstanding partnerships is the tip of the iceberg. There are currently more than 800 inspiring collaborations across the country, shaping the future of British innovation.

AWARDS CATEGORIES 2019:

BEST KTP PARTNERSHIP: recognising the collaboration that has excelled in the benefits achieved by all three participants – business partner, academic partner and associate.

BUSINESS IMPACT AWARD: the partnership that has continued to demonstrate outstanding impact.

ENGINEERING EXCELLENCE AWARD: celebrating partnerships that have demonstrated excellence in the application of engineering skills.

BEST KNOWLEDGE BASE KTP TEAM: for the team that has most influenced the uptake of KTP in their institution.

FUTURE INNOVATOR: for Associates who have demonstrated outstanding leadership skills, above and beyond the normal expectations of a KTP Associate.

Find out more about being involved in a KTP as a business, academic team or graduate at www.ktp-uk.org



FOREWORD

Dr Steve Welch DIRECTOR, THE KNOWLEDGE TRANSFER NETWORK (KTN)

“ We are thrilled to have brought back the KTP Best of the Best Awards this year – an opportunity to celebrate the very highest calibre projects from this enduringly successful programme.

Nominations reflected the breadth and depth of positive outcomes as well as the extraordinary quality and diversity of projects benefiting from these unique partnerships. All categories were heavily contested and judges had a very tough task.

As we reflect here on the exceptional impacts of this year’s winners and finalists, we can also look forward to the continued success of the KTP programme as it builds on its 44 year legacy and introduces new initiatives such as the ‘Management KTP’. The programme simply goes from strength to strength.

We trust you’ll be inspired by the outcomes, individuals and innovations outlined here and hope to explore with you ongoing KTP opportunities to drive forward transformative change through collaboration. ”



KEYNOTES AT THE KTP AWARDS EVENT

2 MAY 2019, BURLINGTON HOUSE, LONDON W1

Dr Ian Campbell INTERIM EXECUTIVE CHAIR, INNOVATE UK

“ Collaboration is at the heart of innovation.

It's the KTP collaborative approach to innovation that has enabled the successes we are celebrating with these Awards.

Radical innovation happens when you connect previously unconnected organisations and people. That's why we fund Knowledge Transfer Partnerships – forming new collaborations to improve UK competitiveness and productivity by making better use of the knowledge, technology and skills that reside within the UK's knowledge base.

The UK Government's modern Industrial Strategy is also taking a collaborative approach: the Industrial Strategy Challenge Fund is strengthening the UK's innovation, skills, infrastructure, business environment and places, as well as taking action to put the UK at the forefront of global changes such as new technologies, climate change and helping people to live longer, healthier lives.

But we will we also need extraordinary individuals, like you, to be ambassadors for change. We need you to champion the benefits of working in partnerships across academia and business - identifying innovative solutions that help businesses grow and scale. Through these partnerships the UK can continue to take advantage of major global changes and improve people's lives. ”

Innovate UK



Clive Grinyer DESIGN ADVOCATE

“ Innovation excites us all.

Finding the new ideas that transform processes, businesses and the way we live is our constant pursuit.

Innovation and design have always been closely linked. The interactions between humans, objects, software and services are the interface that helps us understand what something is for, how to use it and whether we desire it.

It won't surprise you that designing any part of that interface requires a huge amount of collaboration, with engineers, programmers, systems designers, managers and most importantly users themselves. However, we have all heard of famous designers, such as my colleague of 20 years ago, Sir Jony Ive, and his work at Apple with Steve Jobs who are individually credited with incredibly successful innovation. But the role of the individual designer has decreased as we have come to realise that design embraces everyone and that we all have a part in it - design is an act of collaboration on a gigantic scale. ”



Associate Dr Mark Jenkins collects the trophy from Dr Ian Campbell on behalf of the winning partnership

More than 100% increase in turnover to £3.6m

Tenfold increase in profit

50% increase in employees

£2.2 million increase in turnover, expected after three years achieved in first year.

BEST KTP PARTNERSHIP - WINNER

Award presented by Dr Ian Campbell, Interim Executive Chair, Innovate UK

Geckotech Solutions Glasgow Caledonian University Dr Mark Jenkins

KTP co-funded by Innovate UK and Scottish Funding Council
geckotechsolutions.com

THE AIM: To develop a data acquisition system and software package to help examiners with visual inspection and monitoring of railway tunnels using Computer Vision and Machine Learning.

THE STORY: This project involved the development of unique hardware and software technologies, chief amongst which was work on the application of Artificial Intelligence and Computer Vision techniques to automate the assessment of structure conditions; and the use of Image Processing and Deep Learning algorithms to automatically analyse images of surfaces using defect Detection and Segmentation techniques.

A key part of the work was the visualisation of the output of these algorithms prompting work in the 3D Visualisation and Virtual Reality space.

“ Geckotech’s experience with KTP has been incredibly positive...and allowed the company to continue to explore and develop new technology which will lead directly to more efficient and safer working practices, improved customer service and reduced operating costs. ”

JACK PATON, CHAIRMAN, GECKOTECH SOLUTIONS

KEY ACHIEVEMENTS:

- Geckotech is the only structural monitoring company in Scotland using Artificial Intelligence, Deep Learning and Virtual Reality to improve its services
- The partnership is now supporting a second KTP, a Data Lab PhD and another GCU PhD studentship
- Knowledge Base gains increased research funding and reputation in AI and Deep Learning; plus publication and contribution to high-end academic conferences and journals
- Associate completed his PhD and now leads R&D at the company within a newly developed R&D unit
- Significant advances in employee and public health & safety.





BEST KTP PARTNERSHIP - FINALISTS

Gloucestershire Wildlife Trust (GWT) University of the West of England Dr Gemma Jerome

KTP co-funded by Innovate UK and Natural Environment Research Council
gloucestershirewildlifetrust.co.uk

THE AIM: To develop a new commercial product, based on a highly innovative whole-life integrated approach to green infrastructure planning and development, in order to provide a sustainable new revenue stream.

THE STORY: Despite Green Infrastructure (GI) becoming a requirement in new developments, GI guidance in one easily accessible format was not available.

GWT decided to take its proposed service to a different level and establish a new Benchmark for GI: "Building with Nature" (BwN). This was piloted with frontrunner developments and launched in November 2017. It is now quickly becoming the national go-to benchmark and assessment system for environmental planning.

KEY ACHIEVEMENTS:

- Creation of market-disrupting Green Infrastructure Benchmark
- Secured and implemented infrastructure projects including 10,465 homes
- 108 hectares of employment land, including a 10ha new business park and two motorway service areas; and one 860 in-patient bed hospital
- Transformational impact on GWT: creation of new subsidiary company and 3 new jobs
- Additional funding for UWE from NERC Innovation Fund and increased profile for UWE in sector
- The project won the RTPi (Royal Town Planning Institute) Research Excellence Award - Sir Peter Hall Award for Wider Engagement in 2018.

Toffeln (now WearerTech) University of Salford Jenny Anderson

KTP funded by Innovate UK
wearertech.com

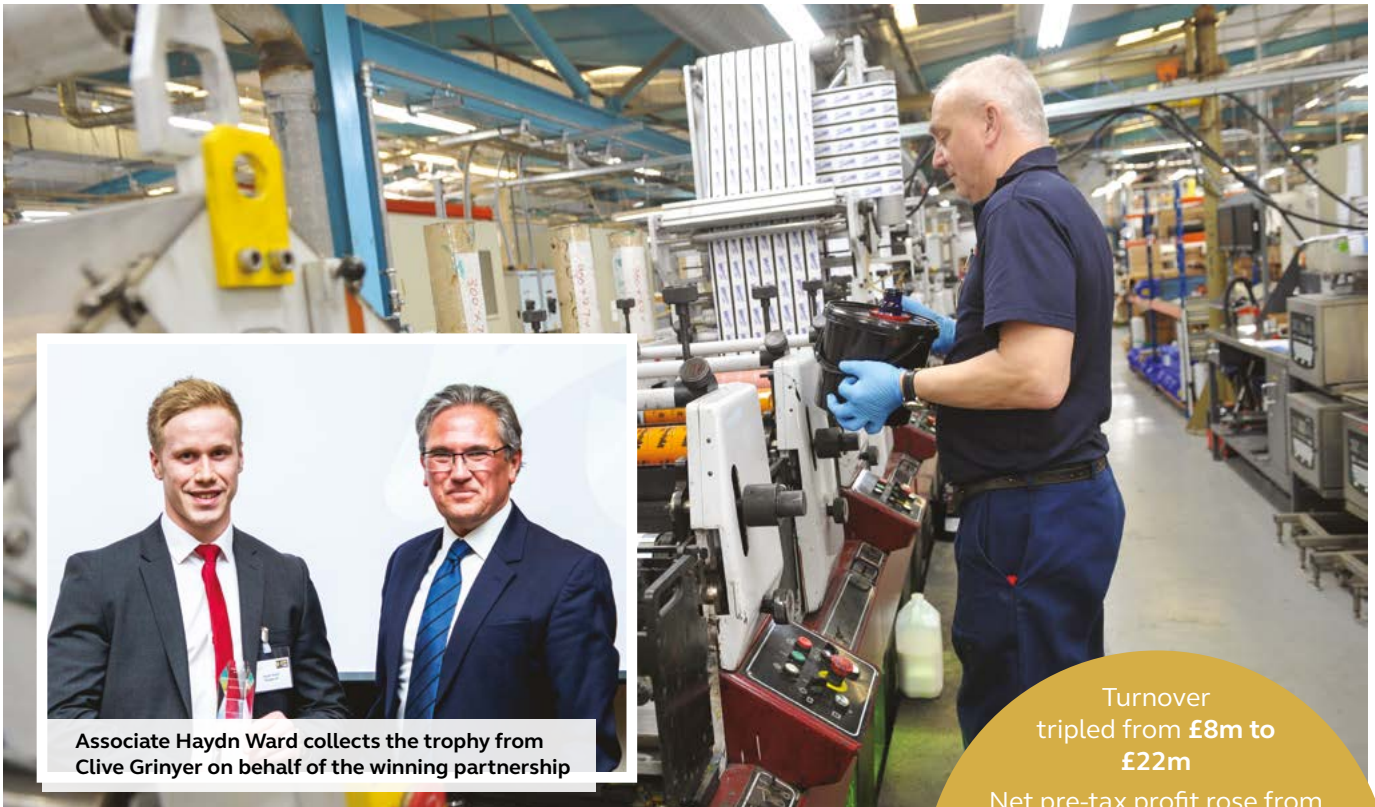
THE AIM: To embed an 'applied research function' into product development for footwear for demanding environments.

THE STORY: The KTP substantially increased company knowledge and technical differentiation from competitors through its research. This led to new insights and products that opened occupational and geographical markets.

The KTP outcomes were transformational, permeating all aspects of the business and resulting in the creation of a new brand (WearerTech) and associated market repositioning. Through this strategic change, new shareholding and financial investment were acquired, leading to new senior leadership and far more ambitious commercial growth expectations.

KEY ACHIEVEMENTS:

- Establishment of new footwear brand and company (WearerTech)
- New customisable product concept developed (Custom Pro Range)
- Transformation of research function and New Product Development
- Significant research outputs and new methodology and research paradigm
- Knowledge Base publication of 4 journal papers of high standing with two further pieces of work in process
- Associate now leads research at WearerTech and is completing a PhD through publication. A second KTP and further collaboration between the company and University is underway.



Associate Haydn Ward collects the trophy from Clive Grinyer on behalf of the winning partnership

Turnover tripled from £8m to £22m
 Net pre-tax profit rose from £107k to £299k
 Workforce doubled: 83 to 162 employees
 EBITDA increase by a factor of eight (from £110k to £813k)
 Magnetic ink sales post-KTP has led to revenue worth £2.23m

BUSINESS IMPACT AWARD - WINNER

Award presented by Clive Grinyer, Design Advocate

BemroseBooth Paragon University of Hull Haydn J Ward

KTP co-funded by Innovate UK and the Engineering and Physical Sciences Research Council
paragon-id.com/en

THE AIM: To develop innovations to improve processes and security features; and to internalize out-sourced manufacturing in ink formulation and manufacture for ticket technology.

THE STORY: Through this partnership, Bemrose Booth Paragon (BBP) gained the knowledge to transform its operations, developing ink formulations for ticketing purposes, and significantly expanding its manufacturing plant and protocols for magnetic ink production.

As a result its products are available in four continents and Paragon Group is now the world's largest producer of magnetic tickets for mass transit, car parks, toll and financial institutions.

The impact throughout the business was significant, enabling substantial wealth through a tripling of the business turnover for BBP, and through gains in contracts. These successes led to a restructuring and re-branding of the business; BBP is now part of ParagonID, listed on the Euronext exchange in Paris.

KEY ACHIEVEMENTS:

- Complete company transformation and restructure
- KTP forms an impact case study for KB's REF2021 submission
- University of Hull now expanded its KTP activity
- Associate retained and shortlisted for both the Times Higher Education Leadership & Management Award and by The Manufacturer magazine as Young Manufacturer of the Year 2018
- 2nd KTP is underway.

“ KTPs are a fantastic route for companies to innovate, revitalise and as frameworks through which to develop strong, long-lasting relationships with local universities. The structure of the KTP and the structure of the process of qualifying for a KTP enable a deliverable commercial benefit to an organisation's knowledge. ”

MR ROB BURGIN, FORMERLY MANAGING DIRECTOR, BEMROSEBOOTH PARAGON



BUSINESS IMPACT AWARD - FINALISTS

Recycling Lives University of Central Lancashire Dr Ala Khodier

KTP funded by Innovate UK
recyclinglives.com

THE AIM: To develop an innovative approach to utilising automated shredder residue to produce sustainable green energy, generate new income streams and fulfil closed loop recycling requirements.

THE STORY: The university and Recycling Lives now have a joint research and demonstration facility that will have both national and international impact on the treatment of waste - a solution for the UK automotive industry to meet DEFRA's recovery targets of 95%wt of a vehicle. The KTP has taken the company to the forefront of closed loop recycling within the UK, and its new commercial treatment plant will ensure the future of the company, safe-guarding existing jobs, creating additional jobs and maximising the social value and social good central to the company's ethos.

KEY ACHIEVEMENTS:

- Reduced landfill - annual saving of £108k
- 10 extra staff
- TRAD facility investment of £750k (opening May 2019)
- ASR treatment plants add £6m to the regional economy, produces energy and has potential additional income of £129k pa.
- Improved profitability leads to reinvestment of £5.1m in social value.
- 10 employees have progressed through the Recycling Lives charity.

Principle Healthcare University of Bradford Suyog Aher

KTP co-funded by Innovate UK and the Engineering and Physical Sciences Research Council
principlehealthcare.com

THE AIM: To develop in-house granulation technology to replace costly imported pre-granulated materials.

THE STORY: This partnership resulted in substantial transformation of the company's manufacturing and supply processes, security and costs. The new manufacturing facility - itself prompted by the research initiated by the KTP - brings the capacity to compete in new product categories, new markets, facilitates import-substitution and increases international export opportunities.

As well as the significant commercial impact of the KTP the partnership has also inspired a new culture of open innovation, ideas generation, and cross-disciplinary working.

KEY ACHIEVEMENTS:

- Improved Control of Supply Base
- Energy saving in mixing
- Enhanced productivity.



Associate Harshit Porwal collects the trophy from Richard Lamb on behalf of the winning partnership

ENGINEERING EXCELLENCE AWARD - WINNER

Award presented by Richard Lamb, KTP Programme Manager, Innovate UK

LMK Thermosafe Queen Mary, University of London Dr Harshit Porwal

KTP co-funded by Innovate UK and the Engineering and Physical Sciences Research Council

lmkthermosafe.co.uk

THE AIM: To develop novel conductive polymer-graphene composites, characterised by tunable pyro-resistive properties, to be used in self-regulating heating devices.

THE STORY: The main hurdles of the project involved developing a new material, which worked as a heater with self-limiting temperature characteristics in harsh environments (material science); then using this material to design innovative commercial industrial products (mechanical, electrical and production engineering).

A huge challenge was bringing lab scale research to commercial reality. After optimising the material science the partnership proved capability with lab scale devices (1 to 3 cm) and then developed this for industrial scale (2 meters) and higher volume heater membrane production (100s of meters).

Finally, extensive testing and validation were essential and new methods were explored for sustainable production of the devices.

KEY ACHIEVEMENTS:

- Development of 'game-changing' smart heating materials/devices, which are IP protected for use within established markets, and leading to world leadership in new areas
- Dramatic increase market share by exploiting new core IP
- The project went beyond the original vision and led to establishing a new business unit, investment in new machinery, and raw materials for production.

“ The KTP has exceeded all my initial personal expectations. We had previously used other EU funded research programs and this KTP has truly delivered well beyond any of those. The KTP structure is flexible, adapting over time to the current needs of the project and imposes good project management disciplines on the entire team. ”

MARK NEWTON, MANAGING DIRECTOR, LMK THERMOSAFE





ENGINEERING EXCELLENCE AWARD - FINALISTS

Geckotech Solutions Glasgow Caledonian University Dr Mark Jenkins

KTP co-funded by Innovate UK and Scottish Funding Council
geckotechsolutions.com

THE AIM: To develop a data acquisition system and software package to assist examiners with the visual inspection and condition monitoring of railway tunnels.

THE STORY: The standout engineering challenge was the application of Artificial Intelligence and Deep Learning techniques to the automation of the assessment of surface conditions.

The hardware component was a bespoke image acquisition rig. The software component had a much more significant impact.

KEY ACHIEVEMENTS:

- The hardware system provided Geckotech with a unique service
- The software provides much more consistent inspection outcomes
- The visualisation components were fundamental in presenting these benefits to customers
- New hardware and software technologies were expanded to include virtual and augmented reality components which increased usability and the usefulness of the Deep Learning algorithms.

Spirent Communications University of Bath Dr Talini Pinto Jayawardena

KTP funded by Natural Environment Research Council
spirentcommunications.com

THE AIM: To improve Global Navigation Satellite System simulator capabilities to underpin future capability in robust position, navigation and timing. Develop improved GPS receiver robustness testing for scintillation effects, atmospheric delays etc.

THE STORY: Satellite navigation systems such as GPS are arguably the most challenging engineering systems in existence. The outcome from this KTP is a product that will make GPS more robust and thereby protect the UK and overseas countries from serious damage to commercial interests, security and safety. This makes it possible for us all to live in a safer world where our satellite navigation is robust and reliable.

KEY ACHIEVEMENTS:

- Technical implementation of space weather scintillation effects into the GNSS simulator
- Rigorous statistical analysis of real-world scintillation scenarios applied to the simulation
- Ongoing collaboration to support more than £1 million in further research projects
- Development of a single simulation file library and internet-based simulation file distribution process together comprising a Beta test version of a Threat Simulation Capability (TSC).





In 2014
REF, 6% of the
university's impact
case studies were based
on KTP activity - double the
national average
In the last year, 53% of its
projects were assessed as
'Outstanding'
40% increase in projects
during the last year

BEST KNOWLEDGE BASE KTP TEAM - WINNER

Award category sponsored by Ashorne Hill and presented by
Terry Gordon, Director, Ashorne Hill

Queen's University Belfast

Lorraine Marks
Karen McGeough
Lisa Kirkwood
Simon Patterson
Emma Beattie

qub.ac.uk

THE STORY: Queen's University Belfast (QUB) has been leading KTP development and delivery since its KTP office was established in 1993. It has won more national KTP awards than any other institution and is the first Knowledge Base to deliver over 50 KTPs.

In response to Innovate UK's challenge of growing the portfolio, QUB has been proactive in developing initiatives to increase academic participation, for example pairing Early Career Researchers with experienced KTP Supervisors.

For 25 years QUB has led best practice developing procedures that have driven national standards, actively shared expertise and knowledge with other KTP offices, and led Northern Ireland's regional KTP activity. QUB has developed a model for engaging non-academic RTOs in KTP and plans to use this to engage Catapults in KTP.

“ I am delighted that the KTP team in Queen's has won this award. KTP activity is highly regarded in the University and the programme has been a foundation for many research and teaching success stories...To have our activities recognised by Innovate UK and the wider KTP community is hugely gratifying and we will continue to work with our colleagues, customers and friends to build on this achievement. ”

LORRAINE MARKS, HEAD OF KTP & BUSINESS ENGAGEMENT PROGRAMMES, QUB





BEST KNOWLEDGE BASE KTP TEAM - FINALISTS

University of Essex

Robert Walker
Amy Woodhatch
Robert Schatten
Patricia Hurley
Egle Kersanskaite

essex.ac.uk/knowledge-transfer-partnerships

THE STORY: Essex's commitment to business collaborations has increased the number of Academic investigators by 400% in 36 months and driven its portfolio from top thirty to top five in the UK for number of KTPs.

Endorsed by its Vice-Chancellor, Essex's approach was recognised in a House of Commons debate that highlighted how Essex researchers impact businesses in the region, and the KTP portfolio growth was cited as a contributing factor to Essex winning the coveted Times Higher Education University of the Year 2018.

The KTP team has grown from two to five members to provide the best level of service to over thirty project stakeholders and deliver a wide programme of outreach activities.

KEY ACHIEVEMENTS:

- **Highly effective KTP promotion sees coverage for Essex team in The Times, The Telegraph, BBC Breakfast television and many more**
- **The team accelerates development by providing partners access to other funding streams; and has significantly increased grant income for the Faculty of Science and Health.**

University of Nottingham

Paul Yeomans
Nikita Vyas
Andrea McCluskey
Nicola Moules
Linda Molyneux

nottingham.ac.uk

THE STORY: In ten years the KTP portfolio has grown from ten projects (mainly engineering) to almost forty. Over this period the team has worked hard to ensure the portfolio more accurately matches the strengths of the University, and schools with no previous KTP experience have begun to engage with the scheme: Medical School, Bio-Sciences, Physics, Maths & Chemistry, English and Psychology.

The team has led external marketing campaigns to drive new projects, created the National KTP week campaign and, in the last two years, attended more than 25 events to promote KTP to students.

Sharing best practice, the team also supports a number of HEIs to develop their own internal systems.

KTP is now at the heart of the KE agenda, seen as an important engagement tool for businesses and a key element in the REF process, with seven KTP projects referenced in successful case studies in the last REF.

KEY ACHIEVEMENTS:

- **Secured £19m of KTP funding (125 projects); current portfolio is worth £7m**
- **KTP has initiated a number of significant commercial relationships for the University.**



FUTURE INNOVATOR - WINNER

Simon Kingston

EventMAP
 University of Nottingham
 KTP co-funded by Innovate UK and Invest Northern Ireland
 eventmapsolutions.com

THE AIM: To develop next generation scheduling and timetabling tools for television spot advertising using cutting edge techniques.

THE STORY: A recent graduate Simon took on the challenge of developing ad-scheduling technology that directly affects revenue from Channel 4 advertisers. Within only 6 months Simon had gained a high level of expertise, achieving a significant increase in revenue via vastly improved schedules from the system.

The success of the project, the opportunities for significant company growth, and the reputation of the company are a direct result of his dedication, ideas and skills.

KEY ACHIEVEMENTS:

- **Enhanced purchasing options and refined the scheduling and distribution of linear TV ads across national and regional buying packages for Channel 4**
- **Peer-reviewed academic (including journal) publications and conference presentations**
- **Spring-board for several other KTP projects within the ASAP group for the academic partner.**

“ The KTP programme provided the support network of academic expertise alongside commercial insight to achieve real innovation. This award shines a spotlight on the contribution of the partnership in cementing the company’s place in the challenging market of television advertising spot scheduling. ”

SIMON KINGSTON, KTP ASSOCIATE – SOFTWARE RESEARCH ENGINEER, UNIVERSITY OF NOTTINGHAM & EVENTMAP



FUTURE INNOVATOR - WINNER

Sean Howson

Mainstream Measurements
 University of Huddersfield
 KTP funded by Innovate UK
mainstream-measurements.co.uk

THE AIM: To develop a next-generation flow meter platform to serve as the backbone for all future developments.

THE STORY: Mainstream Measurements produces world-leading flow meters and, with the increase of internet-enabled devices and a growing popularity for collecting data, Mainstream recognised a market opportunity. Sean championed this within the organisation, leading on innovative projects and overcoming commercial challenges.

As a result of Sean's presence, the company is becoming more innovative and has recently performed a strategic review into future opportunities. Thanks to him, the scope of the project has been extended to include developing and embedding knowledge of cyber security and disaster recovery within the organisation.

“ Sean exceeded expectations by not only making substantial progress against the KTP project, but more significantly, in developing into a dependable and leading colleague within Mainstream. ”

BEV BRUCE, MANAGING DIRECTOR, MAINSTREAM MEASUREMENTS

KEY ACHIEVEMENTS:

- Integration of core Mainstream technology with competitor systems
- Navigated project to protect key IP
- Research and development department established.



FUTURE INNOVATOR - WINNER

Ryan Jessop

Clicksco UK
 Durham University
 KTP funded by Innovate UK
 clicksco.com

THE AIM: Incorporating statistical knowledge into algorithms used to analyse the data from online browsing behaviour, to support the prediction of purchasing behaviours.

THE STORY: Clicksco's KTP with Durham University was focused on increasing the accuracy of online advertising targeting. The project modelled the nuances of consumer behaviour in response to advertising in order to predict click through rate (CTR). Above and beyond the KTP scope, Ryan saw an opportunity to calculate an "Intent Score" (a single number which quantifies how active and engaged a visitor is) and further developed this to create a profile called "Highly Engaged", both of which are now core features of Clicksco's Carbon Audience Management Platform which delivers high quality, intent-based audience profiles.

KEY ACHIEVEMENTS:

- **Creation and integration of unique, new features in to Carbon, successfully trialled with a significant loyalty-based client**
- **Development of new IP**
- **MRes due to be presented at three conferences and is also feeding directly into third and fourth year teaching material.**

“ The KTP has been a perfect mix of future innovation and immediate commercial impact. More broadly, the KTP has also been a great example of the quality of the data science sector in the North East - something we are proud to be part of, and will continue to develop with our recently announced second KTP with Durham University. ”

PETE DANKS, CEO, CARBON BY CLICKSCO



FUTURE INNOVATOR - WINNER

Radovan Gallo

Sarissa Biomedical
 Aston University
 KTP funded by Innovate UK
sarissa-biomedical.com

THE AIM: To develop the capability to design manufacturing technology for the volume production of In Vitro Diagnostic (IVD) Devices to address a global first to market opportunity.

THE STORY: Sarissa Biomedical creates bio-sensors for various applications; one product being the SMARTChip to rapidly differentiate patients with stroke from stroke mimics. Prior to the KTP project, production still came from lab-based manufacturing and the aim was to automate their manufacturing processes, improve number of chips produced per day to commercial levels and increase the quality and consistency of final results.

This technology will enable faster care delivery and substantial cost savings for healthcare providers.

“ For me the best thing about being a KTP Associate is the number of opportunities I had to get involved and make a noticeable impact in the company. Being able to lead so many various projects has allowed me to grow my skills and confidence quickly and has accelerated my career progression. Winning this award is therefore not only a reflection of my work and initiative but also a recognition of the support and trust I have received from my company and academic supervisors. ”

RADOVAN GALLO, KTP ASSOCIATE

KEY ACHIEVEMENTS:

- **Robotic unit fully working at the company premises now able to provide first stage covering for up to 240 chips per day**
- **Improvement of current lab processes via development of a more efficient lab workflow reducing staff time by 20% - estimated benefit of £10K- £20k per year**
- **Involvement in clinical trials and usability testing using the SMARTChip biosensor - estimated benefit per trial of about £10-15k**
- **Some 3D printing activities have been taken from external partner with quantifiable benefits of £2k.**



Bob Hildrow receives the award on behalf of Xiaojing Zhu who was unable to attend the ceremony

FUTURE INNOVATOR - WINNER

Xiaojing Zhu

RGH Rubber & Plastics
 University of Hertfordshire
 KTP funded by Innovate UK
 rghrubber.co.uk

THE AIM: Developing new products and improving production for specialist adhesive tape and foam convertor.

THE STORY: Xiaojing has had a transformative impact on the company, introducing an R&D culture, setting up a laboratory and creating new testing standards for products, thanks to her academic expertise in materials, self-driven lab work and insight to customers' requirements.

Xiaojing also looks for commercial opportunities proactively and led her work innovatively, creating a lean team and implementing a tailored project management strategy. This had a considerable impact: new product ranges were developed 25% in advance of expected completion date, allowing the company to focus its efforts on commercial strategy.

KEY ACHIEVEMENTS:

- Sales of hangtabs from one customer increased by 45% from 2017 to 2018
- Solving a quality issue saved the reputation of RGH and secured sales of £353,221 in 2017 and 2018.

“ We are thrilled that Dr Xiaojing Zhu’s excellent work has been formally recognised by Innovate UK. This partnership has enabled the company to embed systematic and scientifically driven quality control procedures and develop a market-disrupting product in the adhesive bonding field, making them innovators in their sector. ”

DR KATE BYFORD, DIRECTOR OF BUSINESS DEVELOPMENT, UNIVERSITY OF HERTFORDSHIRE



The KTP team of expert Knowledge Transfer Advisers from the Knowledge Transfer Network

THANK YOU

We would like to extend our sincere thanks to:

Dr Ian Campbell	Interim Executive Chair, Innovate UK
Clive Grinyer	Design Advocate
Colin Tattam	Director, Knowledge Transfer Network (KTN)
Richard Lamb	KTP Programme Manager, Innovate UK
Terry Gordon	Snr Programme Director, Ashorne Hill

And a very big thank you to all the members of our judging panels - all of our expert Knowledge Transfer Advisers, plus:

Dr Steve Welch	Director of Innovation, KTN
Debbie Buckley-Golder	Head of Innovation Talent and Skills, Innovate UK
Yvonne Armitage	Specialist - Bioeconomy, KTN
Iain McGregor	Director, KTN
Alasdair Cameron	Director, West of Scotland KTP Centre
Susan Matos	Head of Knowledge Transfer Centre, University of Reading
Marc J. Fleetham	Director, Business Solutions / Regional Knowledge Transfer Partnership
	Director, University of Wolverhampton
Geoff Archer	Head of Knowledge Exchange, Teesside University
Terry Gordon	Snr Programme Director, Ashorne Hill
Julia Bottomley	KTP & Monitoring Team, Innovate UK







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