

Knowledge Transfer Partnerships at London South Bank University

What is KTP?

Knowledge Transfer Partnerships (KTPs) are government funded programmes designed to help businesses improve their competitiveness and productivity through the better use of the knowledge, technology and skills available within UK Universities. Our academic team working at the interface between academia and business maintain strong links with employers, professional bodies and public and private sector enterprises making them ideal for these partnerships.

Benefits of KTP

The company or organisation gets:

- Associate 2-3 years full time with qualifications and experience required by your company
- Associate works in your company on your projects
- Specialist expertise and technical advice from LSBU
- LSBU academics work closely with the Associate to implement company goals
- **Budgets include** employment costs, training, travel and equipment

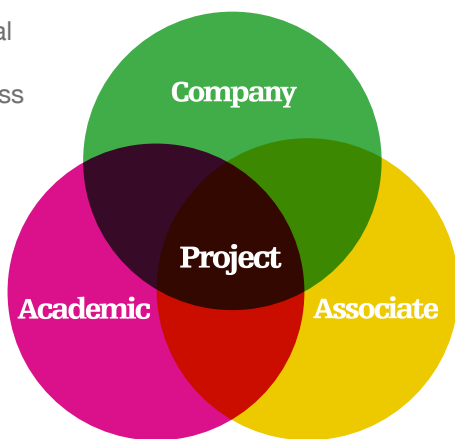
Your Project

At the heart of every Knowledge Transfer Partnership scheme is a project with specific strategic objectives. A high-quality graduate (a KTP Associate), supported by the academic expertise at LSBU, will work exclusively on the project at the company to deliver tangible results.

In order to apply for a KTP a company must have a project in mind that needs external knowledge to develop and is of strategic importance to the business. It must also have a commercial edge and see a healthy return on funding.

Company
needs additional expertise to improve business

Academic
provides expertise and assists with implementing the goals of the company



Project
created by company to improve business

Associate
experienced graduate works for company to carry out project



Centre for Knowledge Transfer

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Knowledge Transfer Partnerships

All Partnerships received financial support from the Knowledge Transfer Partnerships programmes (KTP). KTP aims 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 Technology Strategy Board along with other Government funding organisations.

Centre for Knowledge Transfer

Social Enterprise and Charities

- Charity Management
- Charity Marketing and Fundraising
- Enterprise Computing

- Charity Accounting and Finance
- Public and Voluntary Administration

- Social and Policy Research
- Non Profit Philanthropy
- Non Profit Management
- Social Service Planning



When Universities and
Business work together
good things can happen...

Social Enterprise and Charities

The Public, Voluntary and Not-for-profit department at LSBU houses expertise in Charity Management, Charity Marketing and Accountancy, Social Responsibility, Business Ethics and Organisational Development to name but a few, meaning LSBU is ideally placed to support KTPs in this sector.

Having already partnered with value driven Charities such as The Royal National Institute of Blind People (RNIB), The Royal National Institute for Deaf People (RNID), Daycare Trust and organisations as big as the NHS we know social enterprise partnerships work.

We've also partnered up with Social Firms UK who are offering KTP opportunities to their members, to help improve, amongst other things, their social enterprise commitments and the impact of information systems development on the infrastructure of today's business environments.

New Income Opportunities for Childcare Charity

Bidding for new work is now a lot easier thanks to a KTP programme with LSBU.

Daycare Trust, the national childcare charity that campaigns for high quality, accessible, and affordable childcare, has taken on a KTP project with LSBU to create and embed a new quantitative skillset in-house which will enable data collection, modelling, analysis and evaluation of datasets to support ongoing new business practices. Daycare Trust currently has limited quantitative research skills and capabilities in its existing staff team. "This restricts our ability to bid for work which either has a quantitative element, or which entails secondary analysis of large datasets, even if we can undertake part of the work. It also restricts our ability, on occasion, to undertake authoritative analysis of certain Government data," reports Kate Groucutt Policy Director at Daycare Trust.

This KTP partnership will enable the Trust to pursue new income opportunities by offering customers a mixed methods approach that is both qualitative and quantitative, eliminating the existing knowledge gap. "This project will ensure we develop into a more dynamic and credible research unit, ultimately ensuring our position as a leading research provider and authoritative voice on childcare issues within both the public and political spheres," predicts Kate. KTP Associate Ben Evans says "It is essential, now more than ever, that campaigning organisations possess well developed and holistic research capabilities." LSBU academic Ros Edwards, who specialises in Social and Policy Research, is identifying and implementing relevant software to support quantitative research activities whilst also appraising,

identifying, analysing and exploiting the existing relevant statistical data. "Working with Ben, we are able to help the Daycare Trust extend their methods skills set. In turn we at LSBU are gaining insights into the conduct of research in a voluntary organisation which is helping us deliver appropriate Masters training in research methods to students who are often working in the third sector," comments Ros.

"Daycare Trust will be recognised as a beacon of authoritative knowledge on childcare issues," says Ben. ♦



Understanding the impact of specialist social care

A collaborative KTP project with LSBU and RNID (Royal National Institute for Deaf people) and RNIB (Royal National Institute of Blind people) will deliver better understanding of the outcomes and impacts of the work of these two charities. RNID is working to ensure good social care services to guarantee the same rights, opportunities and quality of life the rest of us take for granted.

A generic model, to be used by both organisations, is being developed to provide metrics and KPIs to deliver improvements in social care services. It will generate numerical and factual data on which informed decisions about the future use of funds and resources will be made. The partnership will

optimise the social return on investment generating maximum benefit socially and economically. "It will enable us, and by default anyone who uses the indicators, to monitor our services, deliver a better service and make a stronger case for government and funders about the kind of specialist intervention we can provide," explains Mark Baker, Head of Social Research and Policy at RNID. "If successful we will see an increased income as a result of our care services delivering substantial Social Return On Investment (SROI)."

A means of systematic data collection that feeds directly into the service provision will provide hard economic and social evidence. "I have been out piloting

my interviews and questionnaires on six service users who live in a residential home in Blackburn. I have looked at the time and money being spent on these services and am analysing what effects they are having on the lives of those people they are trying to help," says Lindsay Hodgson, KTP Associate.

This KTP project will also prove that these charities can offer value for money in a very competitive atmosphere. Working with LSBU academic Charles Jardine has created a virtuous circle of knowledge flow between the university, RNIB and RNID. ♦

Encouraging the employment of blind people in Social Firms

Empowering nearly two million blind and partially sighted people in the UK is no small task. The Royal National Institute of Blind People, RNIB, has a strategy containing three clear priorities that aim to make the UK a better place for blind and partially sighted people; preventing avoidable sight loss, supporting independent living and creating an inclusive society.

One of the goals in this strategy is to increase the employment of the 79,000 blind and partially sighted people at working age, and RNIB has looked to their local University to help take on the challenge. "The KTP with London South Bank University will increase RNIB's capacity to achieve this target more effectively and at a lower overall

cost. This capacity would not have been built without the KTP," said Angela Edwards, Research Officer at RNIB. Thanks to the KTP scheme, a project has been created, using the academic expertise at LSBU, which will generate the ability to develop a business case, metrics and guidelines, and implement processes to establish new social firms to provide employment and training positions. KTP Associate Phil Sital-Singh and LSBU academics Professor Alex Murdock and Robin John are on the case.

"My project is set into three phases with the overall aim of developing new Social Firm ventures to reduce disproportionately high unemployment of blind and partially sighted people," says Phil. The first stage of Phil's project

is to build a social impact framework to assess and communicate the benefits to society of reducing the unemployment rates. The second stage is to conduct study visits of successful social firms to identify good practice in social enterprise and governance in key areas. The third stage is to build a business case based on the evidence gathered throughout the project, including Social Return on Investment analysis.

Professor Alex Murdock, lead academic on this KTP project says, "The RNIB is competing for limited resources and needs to make a strong business case. The KTP enables the university to bring expertise especially in the third sector and social enterprise to bear on this." ♦