BUSINESS & INNOVATION GATEWAY

Working together Driving innovation Building the future
Supporting your future plans for innovation and growing your business.

We believe in bringing innovative and creative approaches to increasing business productivity and growth. We achieve this by encouraging collaboration between our university and businesses, whether in a local, national or multinational landscape.
BUSINESS AND INNOVATION GATEWAY

If you are a business, a charity, or a public sector organisation, our world-class expertise can help you.

We have an experienced and professional business and innovation gateway team who understand that different businesses need different support. They will work with you to find the right expertise for your organisation.

With international expertise and cutting edge facilities, the University of Kent is perfectly positioned to provide innovative and creative solutions to the business community. We aim to make resources within our large and diverse University relevant and accessible to businesses regionally, nationally and globally.

Research excellence at the University of Kent comprises internationally renowned subject specialists, and is designed to produce creative and practical solutions. Business projects benefit from this wealth of knowledge, through our tailored consultancy services, along with training, funding and partnering opportunities.

“If the University’s business and innovation gateway team understand the broad range of creativity and innovation within the university to help grow your business. Get in touch today.”

Carole Barron
Director of Innovation & Enterprise

Infographics based on a study by Viewforth Consulting. This was commissioned by Corporate Communications and Kent Innovation and Enterprise on behalf of the University. All dates are academic year 2012/13 unless otherwise stated.
£780m

£1m University revenue generates secondary output impact of £1.12m in the region and a further £0.17m in the rest of the UK

3,297 Full-time equivalent jobs at the University of Kent

£249.3m estimated off-campus student spend generating output of £283m and 2,459 FTE jobs across the region
Knowledge  Expertise  Research

Helping you make informed decisions about which direction to grow your business.

Our subject experts are leaders in their field having real-world experience of delivering innovative solutions helping you achieve a range of business objectives such as:

- Increasing productivity
- Growth in sales
- Reducing costs
- Developing new products and services

“Working with the University of Kent has encouraged us to explore the uses of mathematical and statistical sciences for engineering and manufacturing technologies. The partnership has not only enabled us to develop and embed an advanced statistical approach to the production process, but also encouraged us to take a fresh view towards fundamental research.”

Edward Jukes
KROHNE Limited
We can access collaborative funding to support your engagement with the University.

We offer a full and varied portfolio of:

<table>
<thead>
<tr>
<th>Knowledge Transfer Partnership (KTP)</th>
<th>A KTP enables businesses to improve their competitiveness by bringing in new skills and the latest academic thinking to deliver a specific strategic project.</th>
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<tbody>
<tr>
<td>Innovate UK</td>
<td>Innovate UK drives productivity and growth by supporting businesses to realise the potential of new technologies, develop ideas and make them a commercial success.</td>
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<tr>
<td>Industrial Strategy</td>
<td>As part of the government’s vision for a modern British industrial strategy, The University is able to access funding to promote collaborations and partnerships with the University.</td>
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ACCESSING SUPPORT TALENT

We have talented, knowledgeable and highly motivated students studying on our degree programmes, eager to further develop and apply their skills and knowledge within a real organisational setting. Taught by experts, our students study a wide range of industry focussed courses which means they are equipped with up to the minute industry-relevant knowledge.

Student placements and internships
A placement or internship is a great way for a student to get a glimpse inside a business, or a particular occupation. It offers the company fresh, new talent and a new way of thinking.

Student projects
Our students provide new ideas and innovative approaches to your organisation providing cost effective and flexible resourcing for short/medium term projects.

Recruiting talent
Engagement with our students through one or more of these schemes gives you the opportunity to trial potential new recruits prior to their graduation.

Higher and Degree Apprenticeships
Degree and Higher Level Apprenticeships are the best combination of on-the-job training and studying for a higher level qualification. We work with you to develop tailored programmes, equipping apprentices with the skills most useful to your organisation.
New technologies, processes and knowledge regularly emerge from the University of Kent's impressive research portfolio. This Intellectual Property (IP) provides opportunities for collaboration, and licensing of new technologies in fields ranging from Healthcare and Biosciences to Electronics and Engineering. Our intellectual property available for licensing is listed below.

Some of our on-going licensing deals include:

Delta Biotechnology Ltd (now Novozymes Biopharma) licensed an improved biopharmaceutical production technology from the School of Biosciences; the first major licence from the yeast expression group for application in high yield protein manufacture. A follow up licence was secured with US Company BioRexis Inc (subsequently acquired by Pfizer) for use in the production of its unique transferrin tagged proteins.

Harada Industries (Europe) licensed technology from the School of Engineering and Digital Arts for a novel antenna. This technology was subsequently used in Volvo vehicle manufacturing and was incorporated into the top-of-the-range XC90.

- **Biotechnology and healthcare** – six available technologies
- **Imaging: Optical Coherence Tomography** – seven available technologies
- **Materials** – two available technologies
- **Cryptology and security** – two available technologies
We understand how complex, challenging and rapidly changing the business environment has become, and the importance of being able to access innovative and flexible training opportunities, which meet your business needs.

We offer a full and varied portfolio of training and professional development including bespoke specialist training.

Demand for our workshops based on academic research, delivered by experts in their fields, has reached global audiences from Canada and the USA to Europe, Australasia and the Far East.

Our first class training has inspired delegates from sectors including Health, Business, Engineering, Education, Information Technology and Human Resources to name just a few. Feedback is consistently excellent.

“A great day, filled to the brim with excellent information and inspiring speakers.”

Human Resources Conference Delegate

“Very well organised event and the facilitators additional knowledge and experience shone throughout and added to the material with further clinical examples.”

Assessment and Treatment of Adult Firesetters workshop attendee
The University has a range of specialist facilities available to businesses undertaking projects that require extra resource.

Our facilities span laboratories, computing and specialist equipment, to seminar rooms, video technology and conference space.

We provide quick, safe and easy access to these resources, alongside our Centres, archives and collections and can provide IT and technical support.
Bringing an inter-disciplinary approach to our work we are developing real-world solutions to match commercial needs.

Alongside our work with individual organisations of all sizes and disciplines, we currently focus on a number of core sector themes.

- Biotechnology and molecular medicine
- Security and societal impact
- Health and social care
- Artificial intelligence
- Digital enabling technologies
- Creative industries

“Working with the University of Kent has enabled us to grow our training offering, allowing us to provide remote training wherever and whenever our customers need it. Together, we have deployed a community driven offering that competitors will have a hard time replicating. This has not only given us a business advantage against our competition, but also a powerful tool to help grow the community and increase the number of Erlang programmers.”

Francesco Cesarini
Erlang Solutions Ltd
SIGNATURE CENTRES

The University has recently established two Signature Centres to address growing national and international imperatives. The first is in support of the growing Life Sciences sector and the second responds to the significant increase in cyber, security and its societal impact.

IBaMM – Institute for Biotechnology & Molecular Medicine

Life Sciences is a growth sector not just for the UK and the new Industrial Strategy but also for the region. The University has established the Institute of Biotechnology & Molecular Medicine (IBaMM) to act as a catalyst for growing the sector. IBaMM is focused on five core areas:

- **Industrial biotechnology** – next generation biotherapeutics, vaccines, recombinant proteins
- **Infection and drug resistance** – pathogens, infectious disease and public health
- **Cancer and age-related disease** – cancer drug resistance and novel therapeutics
- **Cellular architecture and dynamics** – biosensors, muscle disease, heart disease, deafness, blindness, Parkinson’s, autoimmune diseases
- **Reproduction, evolution and genomics** – diagnostics and therapeutics in reproductive and neonatal medicine.

SoCyETAL – Institute of Advanced Studies in Cyber Security and Conflict

SoCyETAL is a centre of excellence contributing world leading research, innovation, and education on issues of security and conflict in a modern, digital society. Leveraging Kent’s strengths and creativity in technological, social and behavioural research to promote and inform collaborative and multidisciplinary approaches to societally relevant complex questions, in partnership with external collaborators, user groups and stakeholders.

SoCyETAL brings together researchers and scholars across a wide range of disciplines to address the pressing transnational problems of cybersecurity, cybercrime, and a general lack of, or lack of trust in, security, and turmoil affecting societies at all levels.
CASE STUDY
DOVER HARBOUR BOARD

In 2016 the University and Dover Harbour Board embarked on a two year Knowledge Transfer Partnership to improve traffic flow at the Port of Dover’s Eastern Docks which, upon its completion, was awarded the highest possible rating from Innovate UK.

The project used data modelling and simulation software to help the Port operate more effectively. The work focused on several strands, most notably improving how the Port predicts likely traffic volumes to ensure it has enough staff on hand to process vehicles through the port and so minimise the risk of queues forming in and around Dover.

By improving its use of data from various sources, such as live traffic data on the motorways and past traffic levels at similar times, it drastically reduced the use of Traffic Assessment Project (TAP) that sees freight traffic held outside Dover by a series of traffic lights.

This has not only reduced the impact that freight traffic has on Dover and its residents, but it also means one of the UK’s key import-export hubs is able to ensure goods can move into the UK, or over to Europe, more efficiently.

The traffic simulation model is now also used to help predict the requirement of the French border authorities operating in Dover to ensure traffic through the port is kept moving at all stages.

These successes saw the project awarded a grade of ‘Outstanding’ by the KTP Grading Panel. Only 10% of KTP projects achieve this grade, underlining the impact the project has had.
CASE STUDY
DSTL

In 2010, the Defence Science and Technology Laboratory (Dstl) began working with the University of Kent to establish how its main research areas could respond to key science and technological needs of the defence industries. The University worked closely with Dstl to move toward a strategically managed relationship, and develop a shared understanding of priority science and technology areas.

Developing close links with Dstl’s programme areas, domains and its Centre for Defence Enterprise (the MoD’s gateway to the outside world), led to Kent successfully securing over £500k in project funding to support research and enterprise collaborations by the end of 2012.

The relationship has continued to develop, spanning Science and Social Science faculties, to solve problems in communications, counter-terrorism, system security, psychology and human behaviour, logistics and power sources. Latest research in the Materials arena includes battery building and design, and improving the performance and characteristics of energy storage.

Kent’s leading research in social psychology and sports studies is contributing to the Human Capabilities arena with ‘Brain Endurance Training’ to increase soldier resistance to cognitive fatigue.

Ground-breaking research from the University’s Centre for Cyber Security is focusing on assured remote access to the cloud; RFID and body worn antennas; biometrics including facial expressions and linking to neuroscience and cognitive systems. Multi-disciplinary project collaborations are underway with the School of Engineering and Digital Arts, the School of Physical Sciences and the University’s Business School.

“Universities benefit from our experts as lecturers or in supervisory roles, and Dstl benefits with access to specialist facilities, research and expertise. Kent has a rich vein of hitherto untapped expertise in key science and technology areas that can help address Dstl’s requirements. The partnership has provided the opportunity to explore mutual areas of interest, and we very much look forward to strengthening the relationship.”

Jim Wilson
Dstl
We are a locally rooted, extensively engaged, regional University with global connections through research partnerships, our alumni and academic connections.

We are driving innovation building the future.

For advice contact our business and innovation gateway team:
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