

Knowledge Transfer Partnerships

KTP BENEFITS

Knowledge Transfer Partnerships are designed to benefit everyone involved

- 🔄 Businesses will acquire new knowledge and expertise
- 🔄 KTP Associates will gain business-based experience and personal development opportunities
- 🔄 University, college or research organisation will bring their experience to enhance the business relevance of their research and teaching

A DTI Business Support Solution

<http://www.dti.gov.uk/ktp/>

CÀNAN LTD CÀNAN CAN WITH KTP

ABOUT THIS CASE STUDY

THE AIM OF THE KNOWLEDGE TRANSFER PARTNERSHIP (KTP) BETWEEN CÀNAN LTD AND NAPIER UNIVERSITY WAS TO ESTABLISH A MULTIMEDIA DEPARTMENT TO DEVELOP AN ONLINE PLATFORM FOR THE DELIVERY OF BRITISH MINORITY LANGUAGE E-LEARNING MATERIALS.

ABOUT THE SPONSOR

THE DEPARTMENT FOR TRADE AND INDUSTRY (DTI) DRIVES THE AMBITION OF 'PROSPERITY FOR ALL' BY WORKING TO CREATE THE BEST ENVIRONMENT FOR BUSINESS SUCCESS IN THE UK. THE DTI HELP PEOPLE AND COMPANIES BECOME MORE PRODUCTIVE BY PROMOTING ENTERPRISE, INNOVATION AND CREATIVITY.

FAST FACTS

- 🔄 Gross profit of £19,000 in one year
- 🔄 Development of R&D methodologies within company
- 🔄 Development of new research group at School of Computing
- 🔄 Grade 1 Certificate of Excellence and 2004 KTP Award Winning Partnership
- 🔄 Winner of a Highlands and Islands Business of the Year Award, June 05
- 🔄 Associate employed by Cànán and continuing PhD at Napier

The Company



"The KTP programme brought knowledge, partnerships, confidence, publicity, quality staff and a can-do attitude. The grant allowed these aspects to develop, but the results were much greater than a pure financial investment. I would thoroughly endorse the Knowledge Transfer Programme to any organisation who knows what they would like to achieve, but doesn't know how to go about it."

Donella Beaton, Ceannard/Chief Executive, Cànán Ltd

Cànán, based in the Isle of Skye, is a broad-based company offering a wide variety of communications, marketing and design services, with the added ability to work in Gaelic and English

ABOUT THE PROJECT

There is a significant requirement within native language communities in the UK to increase speaker numbers. Cànán wanted to establish an in-house department that could develop multimedia software and production tools for the widespread communities of distance learners.

BENEFITS

The KTP resulted in BubbleSpeak, an innovative template-based content system that is simple to use, portable and platform independent.

Cànán gained a culture of innovation and access to new technologies, which raised its profile, generated a new lucrative market and embedded a practice of research and development.

The development of Cànan's e-commerce facility has increased their trading potential, whilst reducing costs. The advancement in technological aptitude has enabled Cànan to provide high quality, innovative products to major clients. Cànan has achieved financial results significantly higher than forecasted at the start of the programme.

The strong link with Napier University has brought significant kudos to Cànan, raising their profile and assisting to win new contracts. The new department

now produces materials for national organisations such as Learning & Teaching Scotland, Learndirect Scotland and the UHI Millennium Institute.

The developed expertise is readily transferable and is being utilised within other company products and contracts. Cànan has also created on-line resources for Scottish Gaelic, which are as good, if not better, than language resources for the major national European languages.

RESULTS

- From zero start, the multimedia department made a gross profit of £19,000 in one year
- Development of new market opportunities, with exports increasing to £92,000 per year
- Increased skills and reputation have resulted in the winning of national contracts with major public and private organisations
- More innovative culture

The Associate

The Associate, Evan Brown, was given the opportunity to contribute to a project that has resulted in online learning resources for British minority languages. This is an area that is not often catered for and such developments are important to ensure the survival of minority languages.

BENEFITS

Evan Brown benefited from learning project management skills and techniques. These enabled him to become involved in important projects, including a Scottish Gaelic localisation of the OpenOffice.org office suite for Learning and Teaching Scotland.

Evan has been able to contribute to the sustainability of British minority languages and found the KTP was an excellent route to achieving professional status.

His tuition fees were met by the KTP, so Evan was able to pursue a further degree, carrying out research work towards a PhD with Napier University.

Cànan still employs Evan Brown and he and his line manager will be setting up a dedicated research and development unit, FurtureProducts, in April 06. Evan will then be moving to Inverness to manage a new office which Cànan is opening there.

RESULTS

- Developed project management and presentation skills
- Presented papers at major conferences and seminars
- Gained an NVQ Level Four in Management and working towards PhD
- Employed by Cànan Ltd and assisting in development of new multimedia department

The Academic Partner

"Big companies can afford to have research and development departments but small and medium operations do not have the resources. The companies need the Associates because they do not have the skills in-house or the access to equipment which we can provide."

Dr Bill Buchanan, lead academic at Napier University's School of Computing

The KTP with Cànan covered many aspects of technology, from multimedia design to language learning, encapsulating many technological areas that can be transferred into the teaching of software engineering, multimedia and WWW development.

BENEFITS

Napier University enjoyed increased exposure to current developments in multimedia via an innovative company. The KTP led to new research involving languages, as well as the publication of papers and articles.

The KTP has increased the relevance of undergraduate teaching in component-based systems and multimedia in many of the programmes in the School of Computing.

Napier also enjoyed increased applications for PhD programmes through an improved research profile, with one entitled 'Enhanced Reusable Pronunciation



Enhancement Components for Minority Languages.'

Napier developed a new research group at their School of Computing, enabling expansion into new areas, such as large-scale open-source software development and component reuse.

There is an established relationship between Napier and Cànan, with some staff still continuing to work on Cànan contracts and several BEng (Hons) projects created based on their collaboration.

RESULTS

- Increased knowledge of current developments in multimedia and creative design
- Integration with Distributed Systems and Mobile Agents research group
- Generation of new research area in languages
- Publication of papers and presentations at conferences
- Increased recruitment on undergraduate networking-related programmes and increased applications for PhD projects
- Local and national press coverage