

KTP Associate helps put wind in the sails of new business opportunities

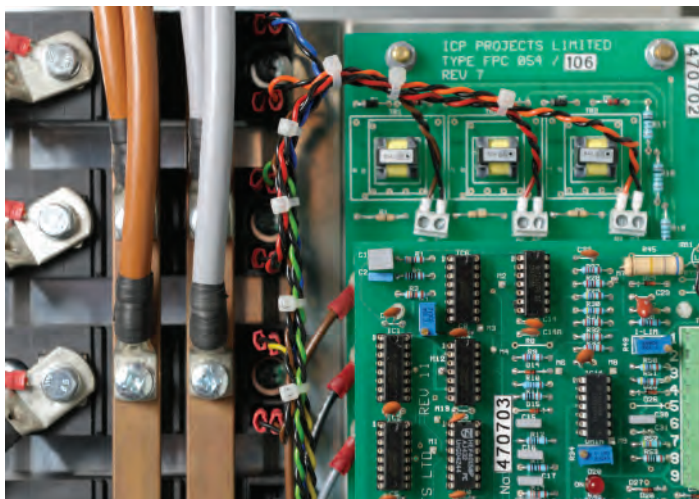
The team at Rotary Engineering were so impressed with the work of their Knowledge Transfer Partnership (KTP) Associate, Ben Harrison, that they invested their own time and money in training him to be their key employee in an important new business area.

Sheffield-based Rotary Engineering (UK) Ltd looked to the Knowledge Transfer Partnership scheme as a means of supporting the development of modern industrial magnet controls and monitoring systems, for the heavy electrical engineering equipment they design and produce.

As well as helping his partner organisation to design and successfully prototype a number of new technologies, Ben also worked on the development of new business opportunities in the field of wind turbines.

His impressive involvement led to the business supporting him on three training courses, and offering him a permanent job as a key member of the team for that area of business.

Knowledge Transfer Partnerships are a government-backed initiative which enables companies of all sizes to utilise the scientific and business knowledge of UK universities to further their organisation, whilst providing graduates with the opportunity to develop their skills in a real life working environment.



Key benefits for Rotary Engineering

- new capabilities to keep operations in-house
- an expanded and more attractive product range
- technically advanced and more profitable products
- entry into new area of business
- increased confidence to enter new markets

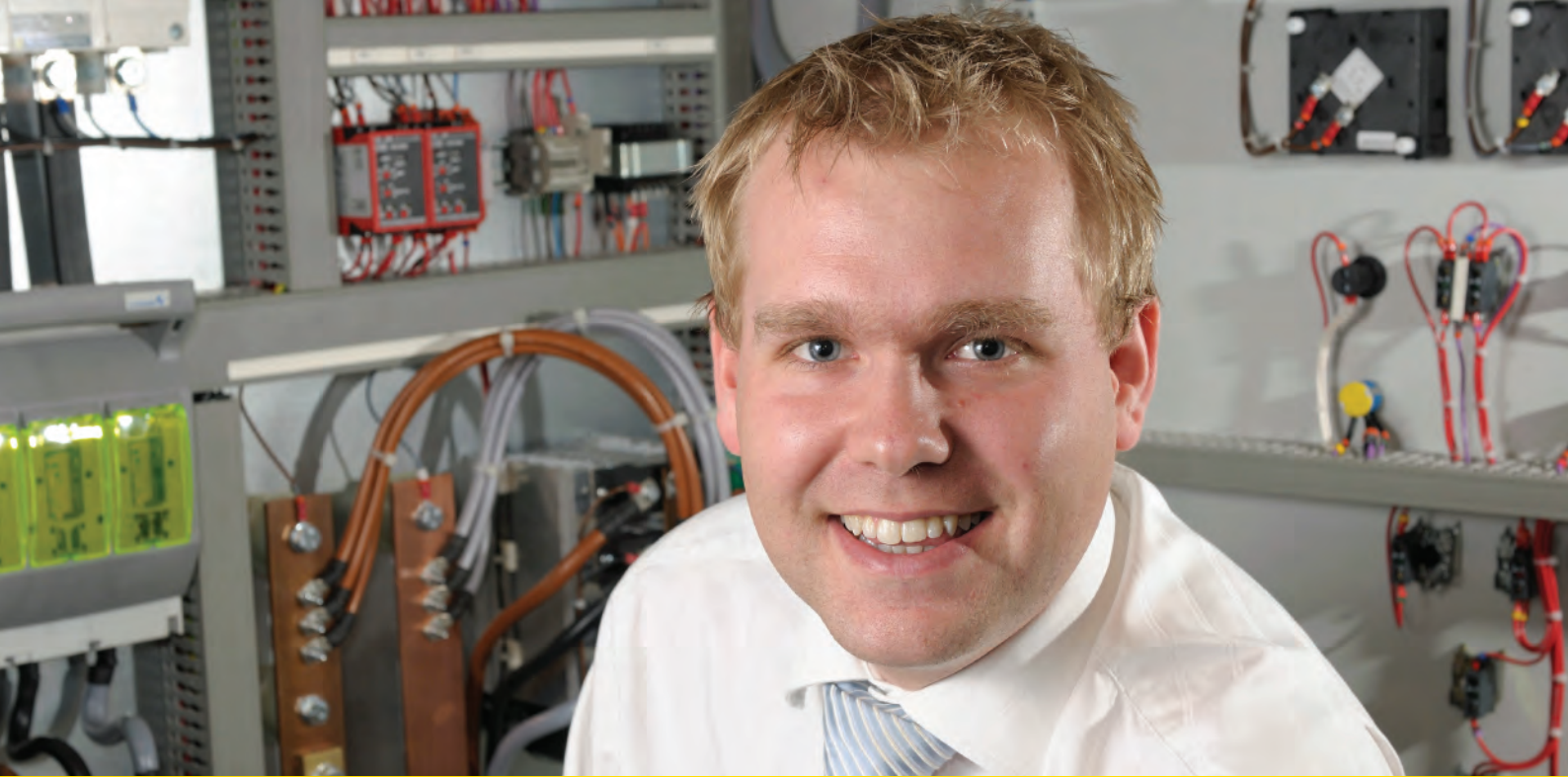


Ben Harrison, KTP Associate

‘During the initial phase of the KTP it became clear that Ben’s talents extended well beyond his excellent academic record, and he rapidly became an invaluable member of the company’s design and project management team.

‘As a result he was regularly involved on a day to day basis with customers, suppliers and the company’s workforce, and he handled this in a highly competent manner.’

Robert Fennell
(Managing director, Rotary Engineering (UK) Ltd)



KTP Associate Ben Harrison is now a permanent member of the team at Rotary Engineering

Working in partnership

As an academic partner for Knowledge Transfer Partnerships, Sheffield Hallam University also benefits from the work the Associates do within industry.

Jon Travis, the lead supervisor from Sheffield Hallam University maintained close contact with Ben throughout his placement and, as a result, has benefited from an increased knowledge of electronics and computing in heavy electromechanical products.

Ben's time as a KTP Associate with Rotary was spent working with the design and project management team on a variety of planned and unplanned projects, designed to improve the efficiency of operations and provide new opportunities for business.

His involvement in the ongoing feasibility of wind turbines for domestic and commercial premises has resulted in the firm now establishing a new business division in the area.

Typical KTP projects

Knowledge Transfer Partnerships are available in a wide range of industries, and include

- product design
- manufacturing
- technical innovation
- strategic marketing
- business processes
- HR management

'Knowledge Transfer Partnerships are an excellent way for businesses, graduates and the University to mutually benefit one another. Newly qualified students get the hands-on experience of working in industry, whilst businesses get to utilise the abilities of untapped talents.'

Peter Hayes
(Director, Enterprise Centre at Sheffield Hallam University)

Our other services to business

As one of the UK's leading new universities, strong links with the outside world are integral to our approach.

With more than 29,000 students and 5,000 staff working across a wide range of disciplines, we've got expertise to share. Our many research and business development units work with companies and organisations on a daily basis, building strong relationships and establishing long-term partnerships that really work.

So whether you need the latest research to help you develop an innovative product, professional consultancy or bespoke training to help you tackle a specific business challenge, or a source of highly skilled students who are ready to join your team, we can help.

Just one call

For more information on how KTPs, or any of Sheffield Hallam's services for business, can help your organisation, please get in touch with **our dedicated team**.

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Further information on Knowledge Transfer Partnerships can also be found at **www.ktponline.org.uk**