

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 and professional development opportunities
- 🔄 Universities, colleges or research organisations will bring their experience to enhance the business relevance of their research and teaching

Knowledge Transfer Partnerships

Accelerating business innovation; a Technology Strategy Board programme

<http://www.ktponline.org.uk>

GREIG AND STEPHENSON LTD DESIGNED FOR EFFICIENCY

ABOUT THIS CASE STUDY

London-based Greig and Stephenson Ltd entered into a Knowledge Transfer Partnership (KTP) with the University College for the Creative Arts, which aimed to develop an internet based archive and presentation facility to enhance the company profile within Retail Design.

ABOUT THE SPONSOR

The Technology Strategy Board is a business-led organisation established by the Government. Its mission is to accelerate research into, and development and exploitation of, technology and innovation for the benefit of UK business - building economic growth and quality of life.

FAST FACTS

- 🔄 23% increase in profits, influenced by improved efficiency resulting from KTP
- 🔄 Improved workflow practices
- 🔄 Enhanced marketing activities
- 🔄 New website
- 🔄 New intranet

The Company

“At Greig & Stephenson we are delighted with the results of the Knowledge Transfer Partnership programme carried out with the University College and Inderpal Dhami (KTP Associate) to create a new intranet within our organisation. Prior to this work being done our practise was overloaded with almost inaccessible paper archives of past jobs and projects. Now we have a digital archive and reference system, information retrieval is significantly quicker and easier, and efficiency within our business has improved immensely. We thank the DTI and the partnership for working with us throughout the project”.

Ken Greig, Director of Greig & Stephenson Architects



Ken Greig, Director of Greig & Stephenson Architects

Greig and Stephenson Architects (GSA) was formed in 1994 by directors Ken Greig and Nigel Stephenson, both of whom have more than 25 years experience as architects and designers in the international retail and property markets.

GSA offers a full architectural and design service for new-build, refurbishment and interiors projects, as well as retail branding and environmental graphics. Specialisms include concept work, retail developments at all scales, and urban regeneration schemes, particularly markets.

In 2003, as part of the company's rationalisation of resources, the practice moved into new offices. The change offered the company the opportunity to consider their existing practices and to investigate ways of improving efficiency.

The KTP project set out to develop a Digit Asset Management System that would improve on existing methods of archiving, accessing and utilising the design resources of the company. In doing so, the KTP aimed to enhance efficiency, raise the company profile and contribute to growth.

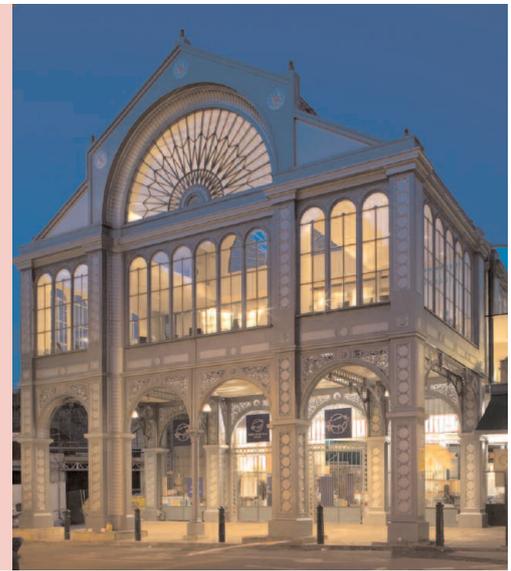
BENEFITS

As a result of the KTP the company has benefited from three major areas of development, including: an efficient, user friendly website that presents the company to potential new clients and also can be used during live projects to demonstrate examples of particular detail to clients. An efficient intranet based Asset Management System, which makes project information (past and present) readily accessible. Upgraded and integrated computer hardware and software has also created a more efficient IT infrastructure, resulting in fewer

technology issues and which promotes remote working, allowing a more resilient company core and flexible working hours.

RESULTS

- 🌀 New website
- 🌀 Intranet based Asset Management System
- 🌀 Upgraded computer hardware and software
- 🌀 Improved internal and external communication skills
- 🌀 Greater flexibility



The Associate

“The KTP provided me with a unique opportunity as a new graduate to manage projects and acquire valuable skills in all aspects of the business environment whilst enhancing the technological capabilities of an established organisation. These skills have provided me with an excellent start to my career and I am truly grateful for the opportunity given to me”

Inderpal Dhami, KTP Associate

The individual employed as Associate was Inderpal Dhami. Inderpal has a BSc (Hons) in Business Information Systems from Leeds Metropolitan University.

BENEFITS

Inderpal introduced a digital asset management system into an environment which had been historically largely paper-based. In doing so the KTP framework provided him with the necessary skills and support required to implement a complex change in working patterns within the company. He delivered technological architecture and infrastructure changes throughout the organisation.

The KTP also gave him many of the skills he is now using in his current role. These include the ability to present detailed information to a variety of audiences, the confidence to challenge and redevelop business processes, and the aptitude to apply technological changes in a business environment. The project gave him experience of presenting his work and determination to achieve results. Throughout the KTP Inderpal was also able to gain industry recognised qualifications, which enabled him to undertake the project and expand his knowledge of the processes and systems he was employing.

RESULTS

- 🌀 Increased awareness of business management and organisation
- 🌀 Obtained valuable project management skills and industry recognised qualifications.
- 🌀 Developed presentation and selling skills, through introducing change to all members of the company
- 🌀 Associate now a consultant for a global corporation

The Academic Partner

“This was a truly mutually beneficial experience.

The KTP project undertaken in

conjunction with Greig & Stephenson and the Associate has allowed new directions to be explored with regard to our understanding of current design industry practice, as well as our teaching of it.”

Michael Thomas, senior lecturer in Interior Design, University College for the Creative Arts.



This KTP project was delivered by Michael Thomas at the University College for the Creative Arts. With campus' at Canterbury, Epsom, Farnham, Maidstone and Rochester, the University is one of the UK's leading providers of specialist art and design education, offering strengths in art, design, architecture, media and communication.

BENEFITS

The KTP project made it possible for staff at the university to develop their knowledge and experience of the company, and in the fields of retail, market and leisure design, as well as the methods used within architectural/design practice. This valuable insight has enabled staff to disseminate their findings to colleagues and industrial contacts with a view to advising on or participating in future schemes. The Design Faculty is steadily developing its research profile and the KTP has contributed to this and has provided a catalyst for the University to enhance its own research standing.

RESULTS

After completion of the KTP the University has been able to develop course materials, which has been of significant benefit. Fifteen undergraduate and two post graduate research projects have also been established as a result of the KTP. The KTP also enabled the staff to further their research into Digital Asset Management and enhance their understanding of design industry practice.