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## Innovation, Entrepreneurship & Links with Industry

Bridging the gap between HEIs and Industry

Alan Sanderson,  
Regional Director, Knowledge House  
presented by Oisín MacNamara  
Director of Research, Northumbria University

## Introduction

- The NE of England
- Issues facing the NE
- What do businesses need?
- How can Knowledge House help?
- Knowledge House
- Key features of Knowledge House
- Looking ahead

## The NE of England

- The NE Region is the smallest of the nine English regions
- The population is 2.5 million (4.3% of UK population) and declining
- There are around 56,000 registered businesses
- The business density is much lower than the national average
- The Region's GVA was £32.3bn in 2003
- The GVA/head was £12.24K in 2003 (80% national average)
- The dominant economic sectors are manufacturing (particularly the process industries), business services and the public sector
- Economic growth is higher than the national and European averages **but** economic output/head is lower than national and EU averages
- The NE has 5 campus universities and the Open University in the North
- The NE has 22 Further Education Colleges 15 of which offer HE courses

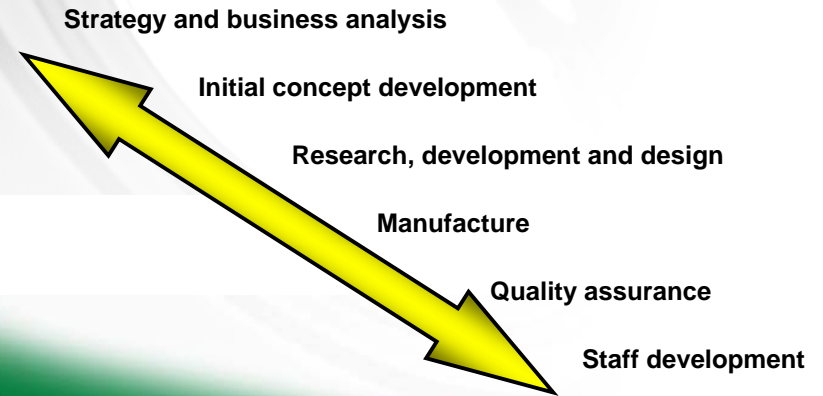
## Issues facing the NE

- Declining (due to outward migration) and ageing population
- Low employment rates (4.5% lower than the UK average)
- De-industrialisation with the loss of traditional industries (ship-building, mining and other heavy industries)
- Low business stock
- Low skills equilibrium and low average earnings
- Relatively low academic achievement and low participation in FT post-compulsory education
- Low productivity and GVA/head
- Low levels of research and innovation in the private sector (investment in R&D is <half the national rate)
- No Public Sector Research Establishments (PSREs)
- Low graduate retention in the private sector (although overall graduate retention is close to the national average)
- Geographically peripheral

## Business support and economic regeneration - what do businesses need?

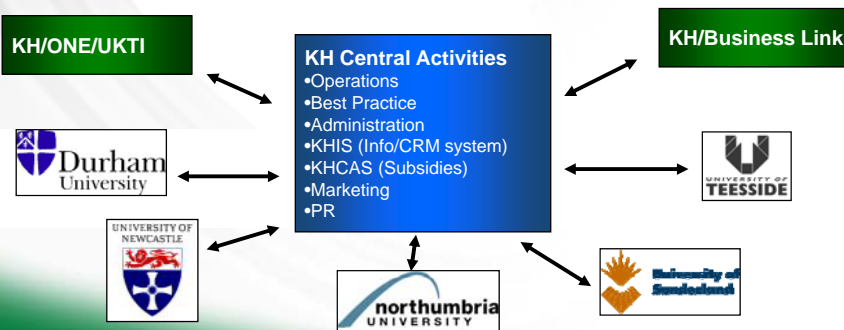
- Stable macro-economic environment
- Quality, focussed business support
- Need for change in the prevailing culture towards enterprise
- Ideas – innovation and a new way of doing things
- Educated, trained, ambitious and confident workforce
- Good places to work and to set up business
- Transport infrastructure

## How can Knowledge House help?



## Knowledge House

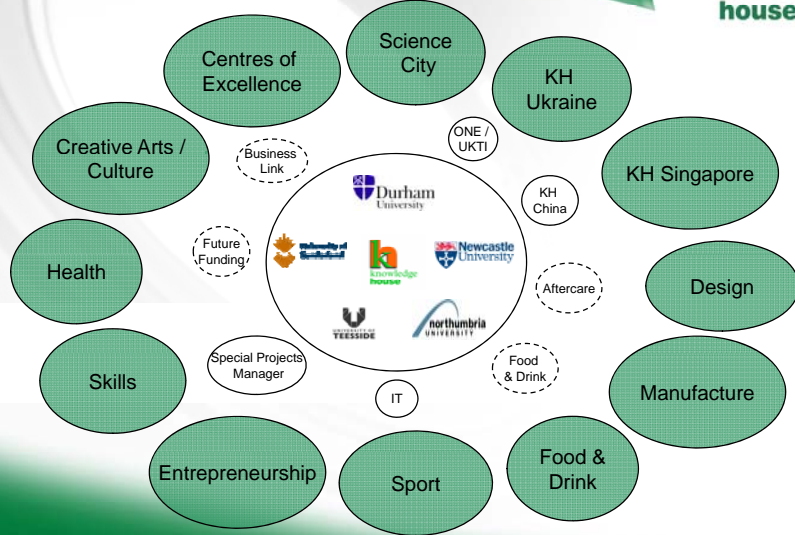
- A single access point to the skills, expertise and resources of the North East Universities



## Key features:

- Supported by senior HEI management
- Fully integrated regional hub and spoke model (central/head office and offices at each of the partner sites)
- Web-based information/CRM/project management support system
- KH Managers (central and sites) are experienced, senior staff
- Co-location with key strategic external partners (eg. Regional Development Agency; UK Trade & Investment)
- EU subsidies for eligible interventions

## Looking ahead



Thanks for your attention



Discussion/questions

## The KH process - tools



- KHIS – Knowledge House Information System
- Best Practice Guide
- Values and Standards

## KHIS – Knowledge House Information System

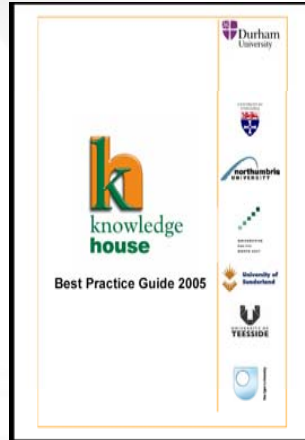


- Bespoke system designed specifically for the universities in the north east
- Collaborative tool to used to manage projects
- Customer relationship management tool

Project ID	Project Name	Start Date	End Date	Status	Priority	Owner	Client
000001	Project 1	2010-01-01	2010-12-31	Completed	High	John Smith	Client A
000002	Project 2	2011-01-01	2011-12-31	In Progress	Medium	Jane Doe	Client B
000003	Project 3	2012-01-01	2012-12-31	On Hold	Low	Mike Brown	Client C
000004	Project 4	2013-01-01	2013-12-31	Planned	High	Sarah White	Client D
000005	Project 5	2014-01-01	2014-12-31	Completed	Medium	David Black	Client E

## Best practice guide

- Internal quality manual used by all universities
- Provides consistency of service
- Captures and promotes best practise within the organisation
- Part of our continuous improvement programme



## Values and standards

- Skills and attributes which are required of all staff working on Knowledge House contracts
- Manages expectations between client and consultant
- Sets out our professional code of conduct

## Sectors Knowledge House is working in

