
Innovation, Entrepreneurship & Links with Industry

Bridging the gap between HEIs and Industry

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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?

- Strategy and business analysis
- Initial concept development
- Research, development and design
- Manufacture
- Quality assurance
- Staff development

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

The KH process - tools

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

Thanks for your attention

Discussion/questions

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
Best practice guide

• Internal quality manual used by all universities
• Provides consistency of service
• Captures and promotes best practice 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

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<th>Sector</th>
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<tbody>
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<td>Manufacturing</td>
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