Doing business with SMEs

+ + + www.imperial.ac.uk/business/smes
Welcome

Imperial College London is one of the world’s leading universities in the areas of science, engineering, medicine and business, and we are committed to the application of our expertise to real-life business problems.

The College has worked with many companies of all sizes, and has helped SMEs from incubation in the start-up phase, through consultancy from academic experts to solve practical challenges, to the recruitment of some of the country’s most talented students and graduates.

I hope that this brochure will give you a flavour of the many different ways you can do business with Imperial College London, and I look forward to working with you in the future.

Edward Astle
Pro Rector (Enterprise)
Doing business with SMEs

▸ Research and Development

Imperial staff and students are engaged in cutting edge academic research, but it is in the translation of that research to the challenges of the commercial world that the College really stands out. We have helped many companies to design innovative R&D programmes in areas as diverse as pharmaceuticals, engineering and shock physics. We also help firms leverage public funding to enhance research capabilities.

Our Corporate Partnerships team can help you achieve your research goals.

+44 (0)207 594 1503
www.imperial.ac.uk/corporatepartnerships

▸ Consultancy

With access to over 3000 expert academic staff, Imperial Consultants has worked with SMEs on problems ranging from robotic systems modelling to market analysis for ice cream vending – always with a focus on the value for the client.

+44 (0) 20 7594 6565
consultants@imperial.ac.uk
www.imperial-consultants.co.uk

▸ Skills and Recruitment

Imperial students are consistently rated amongst the most employable in the UK, and each year the majority of the College’s graduates move into employment in the SME sector. Thousands of SMEs have recruited Imperial students for internships, placements and graduate roles. The Careers Advisory Service is well placed to help with any enquiries.

+44(0)20 7594 8024
careers@imperial.ac.uk
www.imperial.ac.uk/careers/employers

Knowledge Transfer Partnerships

Under the Technology Strategy Board funded Knowledge Transfer Partnerships (KTP) scheme, recently qualified graduates are employed to work in a company on a project of strategic importance, whilst also being supervised by an academic. SME partners would be expected to contribute about a third of the costs involved in the project.

Knowledge Transfer Secondments

Knowledge Transfer Secondments, sponsored by the EPSRC, operate in two modes – secondments of Imperial staff into industry, and secondments of external staff into Imperial. These are intended to support the translation of EPSRC-funded work into the real world.

The first step is to identify an appropriate academic partner within Imperial.

Please email
industry-enquiries@imperial.ac.uk
CASE STUDY

The Virtu module is a game-changing solar product providing a compact very high efficiency solar solution for domestic and commercial applications.

PETER CHILDS
PROFESSORIAL LEAD IN ENGINEERING DESIGN, DEPARTMENT OF MECHANICAL ENGINEERING

Naked Energy Ltd formed a couple of years ago to develop a suite of solar technologies and won early acclaim recognised through a Shell Award. It was through this that they were introduced to Imperial. One of their products, Virtu, is a hybrid PVT solar device that produces both electrical and thermal power from a single module.

Over the last year and a half, Imperial has been working with Naked Energy testing components and analysing the data arising. Work has been funded directly by Naked Energy but as the relationship has developed a few bids to funding agencies have been successful enabling supplementary funding for the on-going activities. This has produced valuable data for the company as it secures its IP and seeks development funding. Naked Energy is now taking one of their designs towards production for pilot projects with Sainsbury’s and British Gas.
Doing business with SMEs

▸ Education and Training

Imperial College Business School offers Executive Education programmes to help your management team develop strategic leadership skills and organisational capabilities, and has particular expertise in Innovation and Entrepreneurship.

www.imperial.ac.uk/business-school/executive-education

A wide range of courses are available for professionals looking to advance their careers in science, technology, medicine and business through the Centre for Continuing Professional Development.

www.imperial.ac.uk/cpd

▸ Licensing and Intellectual Property

Intellectual property is managed by the College’s technology transfer and investment company, Imperial Innovations. A substantial proportion of the inventions licenced each year are to SMEs, who benefit from expertise and, often, funding.

+44 (0)20 7581 4949
www.imperialinnovations.co.uk

▸ Funding

Government assistance is available to SMEs looking to work with universities. The Technology Strategy Board’s Innovation Vouchers scheme offers a grant of up to £5000, available to businesses to work with a supplier for the first time. Funding is also available from the European Commission for collaborative research, and project management support is available from Imperial Consultants.

www.imperial-consultants.co.uk/clients/smes/funding

▸ Incubation and Acceleration

Office space and access to facilities and expertise for high-growth start-ups are available through Imperial's two incubation spaces in South Kensington and White City.

+44 (0)20 8746 7721
www.thinkspacelondon.com

▸ Facilities Hire

A wide array of state of the art facilities and equipment, such as a wind-tunnel, anechoic chambers, and various analytical tools, can often be accessed through Imperial Consultants.

www.imperial-consultants.co.uk