

Lockwoods Technical Services (Liverpool) Ltd Knowledge Transfer Partnership



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Client:

Lockwoods
Technical
Services
(Liverpool) Ltd

School:

Built
Environment

Staff:

Chris Moody
(KTP Associate)
Mike Riley
Nick Hawkins

Project:

Lockwoods Technical Services Ltd undertakes Building Services installation and project management services. The company is seeking to re-position itself higher up the value chain and to develop the business to allow it to move from being mainly sub-contract organisation to being a high margin prime contractor. This twenty seven month programme is now eleven months in, and already both the company and university alike are experiencing the benefits.



Associate benefits:

Associate Chris Moody said 'Being given the opportunity to manage a strategic level project has had a huge impact on my personal development and confidence which will be taken into the rest of my career. I have also developed through the chance to attend numerous courses, as well as working towards my MSc in construction project management. The programme has also seen me produce a research paper on behalf of the University which I presented at a conference in Kuala Lumpur, Malaysia'.

Company benefits:

■ Bidding and tendering systems enhancement

Scaleable systems and measures have been incorporated into the tendering process to improve success rate and to assist in more selective bidding in the future.

■ Market analysis

Markets have been highlighted for penetration as a building services based prime contractor as well as the expansion of the existing sub-contracting provision.

■ Development of a Customer Relationship Management system

Systems are being considered for mapping analysis, client / supply chain management, and contract and enquiry tracking and pursuit.

University benefits:

Lead academic supervisor Mr Mike Riley said "working on this KTP Programme has been crucial in helping LJMU to keep abreast of industry changes and will therefore help us to continue to deliver appropriate, industrially relevant courses. The Programme will also feed into a range of construction and property related courses in addition to providing live data for 3 undergraduate projects and academic papers."

Knowledge Transfer Partnerships is Europe's leading programme helping businesses to improve their competitiveness and productivity through the better use of knowledge, technology and skills that reside within the UK knowledge base.

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Knowledge Transfer Partnerships

To find out how your company could benefit from a tailor-made Knowledge Transfer Partnership, contact the KTP Team at:

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Garden, Liverpool,
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t: 0500 876 543





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Knowledge Transfer Partnerships is a UK-wide programme that helps businesses and organisations to improve their competitiveness and/or productivity through the use of the knowledge, technology and skills that reside within the academic institutions namely; Higher education institutions, Research Organisations and Further Education Colleges.

Knowledge Transfer Partnerships involve the forming of a Partnership between your company (known as the company partner) and the academic institute (known as the knowledge base partner), enabling you to access skills and expertise to help your company develop. The Partnership also involves one or more recently qualified people (known as Knowledge Transfer Partnership Associates) to facilitate this transfer of skills and expertise. The Associate works within your company on a project central to your needs and is jointly supervised by company personnel and a senior academic.

Projects can be undertaken in a wide range of areas including:

-  Product design
-  Manufacturing
-  Technical innovation
-  Business processes (including IT and social sciences)
-  Commercial development

Knowledge Transfer Partnerships is a Technology Strategy Board product.

Jointly supported by Government Departments, Regional Development Agencies, Devolved Administrations and Research Councils.