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KTU

Knowledge Transfer Unit - From Applied Research and
Technology-Entrepreneurial Know-How Exchange to
Development of Interdisciplinary Curricula Modules

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KTU Exploitation (WP6)

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1 INTRODUCTION

The main aim of WP6 is to ensure the sustainability of the project outcomes and to prepare created KTUs to sustainable exploitation after finishing financial incomes from the project. All works at this WP led by KhNU representatives in close cooperation with all EU partners as well as with Ukrainian part of the project team.

For insuring a sustainable exploitation of the KTUs sustainability is regarded in all present and further activities, but we have defined three specific activities that are especially conducted within this WP:

6.1 Financial plan for sustainability

Development of the plan for financial sustainability and sustainable exploitation of the Knowledge Transfer Units and its adoption by the KTUs. In the process of dev. of the financial sustainability plan, focus lie on development of the internal revenue model. Following models were proposed:

- Internal costs allocation/Overheads model (receiving overheads for the project initiation and development for the unit)
- Direct participation in the projects
- Member fees collected from the industry (for the purpose of making projects with the university)

To cater the specific needs and peculiarities of each university and its KTU, specifically tailored models of financial sustainability plan for each KTU were developed. To structure the elaboration and support the partners identifying sources for financial sustainability, templates have been provided which the partners filled in according to their needs.

6.2 Other local partners involved in the project

The involvement of the local partners outside of the Consortium in the project and its activities achieved through the networking and different events in scope of which this project and its results will be presented (university and national events, conferences handling similar topics, at meetings/workshops of similar projects etc.). This activity is closely linked to the work package 7 (dissemination).

6.3 Tools & processes dev. for curriculum mod

During the second and third year of the project implementation specific tools and services were developed by FHJ & WUS, with support of the PCUs. These tools (methodology to survey all relevant stakeholders - uni management and staff, students, alumni, entrepreneurs) will be used by the KTU staff & curriculum officers in order for them to gain relevant inputs for the curriculum modernization. This analysis will be conducted on regular basis it will be conducted by the regular PCU staff within scope of their normal activity.

In addition, a database for projects - developed by KhNU (WP leader) - to collect company contacts from implemented industry projects (WP3) and further contacts. If necessary, a software could be purchased for development of standard procedures such as invoicing. This data base can be used by all PCUs by receiving the access rights or can be shared for separate use by each KTU.



2 SUSTAINABILITY PLANS (R 6.1)

The aim of this part was to develop the sustainability plans for all 6 KTUs. Each Sustainability plan is a blueprint for how KTU will work to ensure the long-term sustainability of the positive effects for university staff and the university's industrial partners.

KTUs are supposed to provide a similar service portfolio as a platform for the exchange of tangible and intangible intellectual property, expertise, learning and skills between university, industry and the community. But sustainability for each KTU depends on its specific internal and external environment. That is why it is really important to have a plan for sustainable life of the KTU.

There is no single formula or answer to the sustainability challenge. However, creating a written sustainability plan will provide a road map to guide KTUs staff as you work on sustainability efforts. The process of creating a written sustainability plan can also strengthen KTU's partners' buy-in and understanding of the efforts needed to keep the KTU operating and improving. Also, KTU can use the plan to market their services and projects to potential funders and other partners, and as a guide to support the ongoing management of the project.

A sustainability plan helps to identify the resources necessary to sustain your project, encourage the development of partnerships and support collaboration, and help to define progress and the necessary action steps to ensure long-term success after the TEMPUS KTU Project ends.

All 6 PCUs has developed the Sustainability Plan for their KTUs based on a proposed template. Each Sustainability Plan covers six main chapters:

- **Benefits Map** - where benefits for different groups of the involved were provided
- **Vision and Desired Results** – key questions such as, exactly what are we trying to sustain and for what purpose – what do we seek to accomplish for university community and industry partners in the long run, were conducted in this chapter
- **Community Relationships** - this portion of the plan addresses two essential elements of sustainability, the need to build and sustain broad-based community support and the importance of cultivating key champions both as leaders within the organization and as visible outside advocates
- **Internal Capacity Building** - this section of the plan defines priorities and strategies for how these two essential elements of sustainability will be addressed
- **Strategic Financing** - this portion of the plan defines how the KTU will ensure that it has sufficient financial resources in the years to come to achieve its goals. Financial strategies are defined for how costs will be managed as well as how revenue sources will be expanded and diversified over time



- **Turning Plans into Actions** - this final section describes how KTU will implement the sustainability plan and make ongoing revisions to the sustainability plan as needed so that it remains a meaningful blueprint for years to come

All developed Sustainability Plans were discussed and reviewed by EU partners. The Sustainability Plans are available in the WP6.1 Financial Sustainability Plan Folder in two languages – English and Ukrainian.



3 OTHER LOCAL PARTNERS INVOLVED IN THE PROJECT (R 6.2)

To find new industrial, business and academic partners is a very important for sustainable exploitation of the KTU. During the whole project period, all PCUs contacted different industrial and business representatives and tried to grow this contacts into the long term cooperation. An overview to this contact and dissemination efforts are documented in WP7 Dissemination Activities. Therefore, no extra staff days were budget for R6.2 and closely aligned to WP7.

As a direct result of this activity with regards to R 6.2, a minimum of one Memoranda of Understanding or Partnership Agreement per PCU with external companies were signed:

- Brain Basket Foundation (KhNU)
- FED (KhAI)
- SpecBudProectMontaj (ISTU)
- NTTN, Institute of Superhard Materials (KSMA)
- Diya Ltd. (DSTU)
- Dniprofmash (DSTU)
- Tobii Pro (UBNBU)

In addition, in the course of the Pilot Project (see WP3), additional external companies have been involved. For example, by offering their KTU services, additional external partners have been involved in the project (e.g. KSMA's 3D Printer was used for 3D modelling at the Museum Mystetski Arsenal with the aim to scan exhibition goods that were presented on 19 May at the "Ethnic Worlds" Exhibition in a movie which was produced).

An additional tool for ensuring the sustainable exploitation of the KTU is a Data Base which is a part of KhNU KTU web portal. In this data base all contacts of KTU with external and internal partners are stored. This ensures that all needed information for exploitation of the KTU will be available even if the stuff will be changed. The developed data base can be used by all partners directly, or if needed could be shared among them and will be used separately.

Stored data could be used for searching partners for research (join projects) or for team building in the grant proposal writing process. Also, stored information can be used by other university departments.



4 TOOLS DEVELOPMENT (R 6.3)

In this activity, tools for ensuring the quality of developed curricula and modules have been developed. First, questionnaire have been elaborated for different target groups:

- **Questionnaire for students & alumni: Curriculum modernization**
- **Questionnaire for Industry: Curriculum modernization**
- **Questionnaire for HEI staff and management: Curriculum modernization**

Those questionnaires could be used by university staff responsible for the quality analysis of the courses and gives the opportunity to have a feedback from different user category: industry, students, alumni, other HEI staff and management. In addition to the tools, a guideline in the form of a presentation to certain tools to facility labour-market curriculum development (needs analysis tools, tools to improve university-industry cooperation etc.).