

Knowledge Transfer Partnership Qatar (KTP-Q) Factsheet

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About Knowledge Transfer Partnerships Qatar

The Qatar Research, Development and Innovation Council (QRDI) is responsible for developing and implementing the QRDI2030 National Strategy and providing funding to build and strengthen the research and innovation ecosystem in Qatar.

A Knowledge Transfer Partnership (KTP) is a program used successfully for many years in the UK to bring technical and project management expertise from institutions of higher learning to benefit private companies. It involves the attachment to a private company of a competent person hired by the university to help the company implement a project. The cost of the partnership is partially supported by a government grant.

QRDI is developing a similar program for Qatari companies call Knowledge Transfer Partnerships Qatar or KTP-Q.

KTP-Q connects Qatari-registered businesses with Qatar's knowledge institutions (universities and research institutes) to deliver business-led innovation projects where:

- The business has strategic plans for growth, but lacks the expertise and capabilities needed for their implementation.
- The knowledge institution has the knowledge and capability to support the businesses growth and will employ an 'Associate' to deliver the project.

KTP-Q is developed to solve a specific, strategic innovation challenge faced by the business partner.

There are 2 types of KTP-Q:

- A classic KTP-Q focuses on developing new or better products and services.
- A management KTP-Q focuses on developing better businesses by enhancing processes and building management capabilities.

QRDI is the facilitator which connects knowledge institutions to private sector needs. QRDI provides a grant to defray the cost of the KTP-Q project. A KTP-Q project can last between 12 and 36 months, depending on the challenge and the needs of the business.

KTP-Q Project Funding

Taking part in a KTP-Q can help a company solve a specific challenge it is facing through gaining access to expertise and resources available in the knowledge institutions and having a competent Associate as project manager.

A KTP-Q project is part-funded by the QRDI grant. Businesses will need to fund the remaining cost of the project. A typical KTP-Q project delivers a package of support that includes a contribution to the costs of:

- the academic team from the knowledge institution
- project consumables
- the associate's salary
- mentoring, training and development
- travel and per diem

The KTP-Q program provides funding of up to 500,000 QAR per year on a co-funding basis, for up to 3 years. Please refer to Annex 3 for information on eligible cost and other financial details. The amount of support available depends on the type of business applying. For further details, please see KTP-Q Annex 4 - QRDI definitions of SMEs, LLEs and International companies.

Eligibility

Each KTP-Q project is a partnership between:

- a Qatar-based business of any size
- a recognised knowledge institution based in Qatar, which could be a university or research institute
- an Associate, who is a suitably qualified graduate, with the capability to lead the project for the business entity.

The project will need to demonstrate:

1. A real business need,
2. An attractive market opportunity,
3. How the knowledge gained from the project will be embedded within the business

The Knowledge Institution in KTP-Q

KTP-Q supports partnerships between knowledge institutions and businesses. The knowledge institution partner must:

- be a Qatar-registered university or research institute
- not have any ownership of the company in the KTP-Q project or a controlling interest via a shareholder agreement
- recruit associates in a demonstrably open and fair manner
- allow associates to participate in the typical working patterns of the business during the project
- agree to provide at least half a day per week of academic support for the associate
- complete and submit the application form in partnership with the business
- reach an intellectual property (IP) agreement with the business partner before the project commences
- agree to attend specified meetings at a location identified by the business partner
- ensure that no one in the proposed academic team is a director, consultant or otherwise engaged by the business

Recruitment of the Associate should be undertaken jointly by the knowledge institution and the business partner. The associate's contract of employment will be with the knowledge institution.

Knowledge institution partners are encouraged to publish a minimum of 2 academic papers per completed project.

The Business partner in KTP-Q

The Business partner must develop the project with a Qatari knowledge institution which can provide the right skills to meet the knowledge gap within the business. Businesses are encouraged to approach QRDI or a knowledge institution to discuss the suitability of KTP-Q for their specific circumstances.

To participate in the KTP-Q, the business partner must:

- be a Qatar-registered company
- have at least 3 full time equivalent employees
- complete the application form in partnership with the knowledge institution partner
- provide evidence of ability to financially support the project
- host the associate and provide him/her with day-to-day support
- host monthly supervisor, Local Management Committee (LMC) and other mandatory meetings
- reach a written IP agreement with the knowledge institution before the project commences

Subcontractors are not supported by this grant.

The business partner must provide financial accounts from the current financial year and the previous two years.

The knowledge institution partner and the business partner must sign a joint commitment statement for the project.

Applying for a KTP-Q

The KTP-Q program runs continuously throughout the year.

The application must be made by a knowledge institution, working with a business partner. Applications are to be submitted via the QRDI Portal (<https://connect.qrdi.org.qa/>).

Developing a KTP-Q application takes time and requires the business and the knowledge institution to work closely together. The application is to be submitted by the knowledge institution.

Evaluation Criteria

Projects are evaluated on the following criteria:

- **Impact.** Expected increase in revenues or cost savings for the business
- **Innovativeness.** The project demonstrates sufficient novelty and innovativeness and is not duplicating something available in the market.
- **Soundness of Project Plan:** The project plan must be well-developed, adequately resourced, realistic and have clear and specific deliverables.
- **Level of Commitment:** The knowledge institution partner and business partner must be able to commit resources required to complete the project.

QRDI Knowledge Transfer Advisor

All applications are supported by a QRDI knowledge transfer advisor. The advisor will provide guidance and support throughout the life cycle of the project.

Potential applicants are advised to contact the QRDI Knowledge Transfer Advisor prior to submitting the application. Contact details are given below:

Mr. Amir Neihoum,
RDI Program Expert
E-mail: amneihoum@qrdi.org.qa
Address: PO Box 5825 | Doha, Qatar

Project Completion

A project is considered satisfactorily completed if it has fulfilled the general objectives and aims stated in the project plan. The knowledge institution and the business partner are required to submit a final report within 3 months from

the completion of the project, describing the outcomes of the project, the lessons learned and the next steps to be taken.

Project Termination

Projects may be terminated prematurely due to a variety of reasons. The knowledge institution or the business partner is required to explain the reasons to QRDI if they wish to terminate the project. If the termination is initiated by QRDI, a notice of termination will be issued by QRDI as provided in the funding agreement. In either case, unused grants up to the point of termination are to be returned to QRDI.

Intellectual Property

KTP-Q follows the QRDI Intellectual Property (IP) Policy. For further details, refer to the QRDI IP policy at the link below. If any intellectual property is jointly created by the knowledge institution and business partner, the terms for such IP will be outlined in the consortium agreement executed between the funded beneficiaries. Additionally, the beneficiaries are required to sign an intellectual property management agreement, which will outline the protection, management, and exploitation of any jointly owned IP.

Link to QRDI IP Policy:

<https://grdiconnect.blob.core.windows.net/downloads/QRDI%20Intellectual%20Property%20Policy.pdf>

List of annexes

Annex 1: Application form

Annex 2: Definition of terms

Annex 3: Cost eligibility guide

Annex 4: QRDI definitions of SMEs, LLEs and International companies

Annex 5: Blank workplan

Annex 6: Budget sheet

Annex 7: Joint commitment statement