Partnerships for Success

Science and Technology Business Partnerships with Lancaster University
What are you looking for?

1. **Find a Supportive Environment to Develop and Grow Your Business**
   - See how our facilities were used to help establish a new industry standard and tap into a revenue stream worth €300,000 per year.

2. **Use Emerging Science and Technologies to Improve Your Business**
   - Discover how we helped one business increase annual sales by over £500,000.

3. **Develop New Products and Services**
   - See how our experts helped to develop software with annual revenue potential of £3 million.

4. **Explore Your Potential for New Markets**
   - See how a partnership with Lancaster University resulted in a tenfold increase in turnover.

5. **Gain Competitive Advantage through New Skills and Expertise**
   - Discover how we helped deliver a market-changing product, while saving time and money.

6. **Solutions**
   - What is your business challenge?

7. **Expertise**
   - See the breadth of our knowledge.

8. **Credentials**
   - Find out about our track record.
What is your business challenge?

Whether you want to develop a new product, compete in a new market, enhance your organisation’s performance, tap into a diverse skill-set, or access world-leading facilities, Lancaster University has the expertise and resources you need. As over 3,000 businesses have already discovered, partnering with us is a cost-effective, time-efficient way of achieving success.

GAIN COMPETITIVE ADVANTAGE THROUGH NEW SKILLS AND EXPERTISE

Our award-winning business partnerships team can connect you quickly to the skills and knowledge you need to achieve your business goals.

EXPLORE YOUR POTENTIAL FOR NEW MARKETS

Our resources and support will help you to future-proof your organisation by exploring new commercial opportunities together across global market places.

DEVELOP NEW PRODUCTS AND SERVICES

We provide access to expertise, facilities, funding and bespoke design services to support the development of a wide range of innovative products.

USE EMERGING SCIENCE AND TECHNOLOGIES TO IMPROVE YOUR BUSINESS

We can help identify and explore the opportunities presented by emerging scientific technologies and knowledge with our staff and students.

FIND A SUPPORTIVE ENVIRONMENT TO DEVELOP AND GROW YOUR BUSINESS

We offer access to a diverse range of research and development facilities and the space to work alongside us.

SPEAK TO OUR TEAM

Becky Gordon
01524 510188
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Experts from the University’s Lancaster Environment Centre (LEC) helped JBA to develop world-leading flood risk modelling software, as well as design robust strategies for catchment management.

Working in tandem, LEC and JBA Consulting created multi-tier solutions to a range of key needs, drawing on the University’s expertise in software development, graphics processing unit, accelerated computing, statistics, computer modelling, and hydrology.

Developing world-leading software to generate £3 million annually

Leading environmental engineering consultancy JBA Consulting operates at the forefront of hydrological science and river catchment management, working to enhance the built and natural environment on behalf of clients in the public and private sectors.

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The resulting development of the unique JFlow software has enabled JBA to offer more accurate and reliable modelling of phenomena such as water quality and flooding.

Together we have developed and deliver a new postgraduate course in Sustainable Water Management. This combines LEC’s world-class teaching and JBA’s leading industrial excellence to train the next generation of water professionals meeting an increasing industry demand for specialists.

As well as jointly funding an industry-based PhD in environmental sciences JBA are working with experts in mathematics and statistics to integrate environmental knowledge with statistical analysis to improve their services to clients.

“I have come back to working with Lancaster more and more... they are one of our core partners”
Rob Lamb, Chief Scientist at JBA, Professor in Practice at Lancaster University

WORLD-CLASS SOLUTIONS

JBA has become a world leader, modelling more rivers in more locations than any other company, for private clients and government agencies across the globe. Local authorities are already benefiting from more accurate data and guidance, while more work is being carried out to improve the quality and quantity of JBA’s data.

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A GLOBAL SUCCESS

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ANNUAL REVENUE GENERATED BY JFLOW

£3 MILLION

FINALIST IN THE 2012 ROYAL ACADEMY OF ENGINEERS MACROBERT AWARD FOR INNOVATION

FILLING THE SKILLS GAP THROUGH INNOVATIVE POSTGRADUATE STUDY DEVELOPMENT

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GAIN COMPETITIVE ADVANTAGE THROUGH NEW SKILLS AND EXPERTISE

SPEAK TO OUR TEAM

Dr Ruth Alcock
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Award-winning collaboration boosts turnover potential tenfold

Having partnered with the University on a number of projects, DemoPad’s ongoing collaboration resulted in the development of a relationship with key China-based supplier HDL. The company then worked with a cross-disciplinary university team to design, manufacture and distribute a range of home automation products.

“Our relationship with Lancaster University has been nothing short of transformational. It has given us the opportunity to have a virtually unlimited extension of our research and development resource. The publicity around our partnership with HDL has led to a serious enquiry from a North American company seeking a similar relationship.”

Mike Cain, Managing Director, DemoPad

DemoPad relocated its research and development activity to Lancaster University three years ago to facilitate further development of its leading software tools, which effectively turn a tablet or mobile phone into a smart building controller.

AN INTERNATIONAL IMPACT

By harnessing the University’s expertise in software technology, project management and production engineering, DemoPad was able to develop the Centro 8, which acts as a connecting hub for a vast array of sophisticated high-end home entertainment systems, as well as a controller for heating and lighting.

The benefits of the innovation have been extensive, with the products not only providing a potentially significant boost to UK exports, but also accelerating DemoPad’s output dramatically, resulting in the potential for a tenfold increase in turnover.

STUDENT ENGAGEMENT

DemoPad continue to benefit from engagement with Lancaster’s student base through hosting placements, setting projects and jointly funding a PhD. They have used the resource for research and development and testing a new role, later employing one graduate full-time.

Due to their collaborative relationship with Lancaster they were finalists in an award recognising best business partners with universities across the UK.

“Guangzhou, China

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EXPLORE YOUR POTENTIAL FOR NEW MARKETS

FUNDING SECURED FOR FUTURE PROJECTS

£100,000

FULL-TIME JOBS CREATED

FOUR

BEST BUSINESS PARTNER, PROSPECT AWARDS

FINALIST

SPEAK TO OUR TEAM

Nick King

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King Kong Climbing approached Lancaster University’s Engineering Department to help them develop the latest concept in climbing walls – illuminated routes. Traditional climbing walls use moulded holds that can be costly to replace and become discoloured over time. The new system introduces coloured LED lights embedded within the holds to create routes for climbers to follow, which can be programmed and controlled from a computer on the ground.

Keswick-based business King Kong Climbing is a specialist in designing and manufacturing bespoke climbing walls, delivering its unique solutions at sites across the UK, and constantly seeking to add value by developing innovative new products.

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Delivering a market-changing USP to the climbing world

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Delivering a market-changing USP to the climbing world

“Converted holds are a very exciting new idea in climbing walls, and an area we have been looking at in order to grow our business, so we started looking for alternatives and approached the University.”

Paul Cornforth, Managing Director, King Kong Climbing

Our engineers have experience in actively engaging with companies of all sizes, helping to inspire technological innovation and functional product development so companies can realise the benefits that can come from understanding and implementing advanced manufacturing techniques. They were able to use their specialist facilities and expertise in product development, structures, design and manufacturing to offer the exact mix of product analysis and design skills required to develop the new system in a way that saved both time and money. This innovative system enables climbing wall owners to programme several routes of different grades up the same wall, and gives climbers the option to select routes at a difficulty suitable for their skills. This cost-effective, approach to innovation was vital to a business that is keen to maintain its position at the forefront of the sector by providing new USPs to market.

The team was able to analyse product requirements before delivering three solutions, carrying out further design development, and producing a fully-functioning prototype. Funding was provided by the European Regional Development Fund and by Lancaster University, with the product now available on the climbing accessories market.

SPEAK TO OUR TEAM
Chris Lambert
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Partnering in communications technology to generate over £500,000 in annual sales

Ultra Electronics Communication & Integrated Systems (UECIS) is a market leader in the provision of secure communications, information assurance and intelligence, surveillance, target acquisition, and reconnaissance systems to customers worldwide.

UECIS worked with the School of Computing and Communications at Lancaster University to develop a real-time integrated security monitoring and management system for the communication of situational awareness from remote locations, such as unmanned aerial vehicles, over satellite and local broadband links.

In the meantime, UECIS continues to reap the benefits of its enhanced capabilities in product design, and newly developed expertise in computer networking and data-link technology.

BOOSTING SALES

Benefiting from the University’s expertise in communications technology, aviation security and project management, UECIS was able to meet its key objectives, raise its profile significantly, and enhance its product range to such an extent that its sales are predicted to increase by more than £500,000 per year.

University expertise in information systems engineering ensured that the right skill-set was deployed to drive the project towards its goals.

STRATEGIC PARTNERSHIP

Following on from the successful product development, a strategic partnership agreement was reached, which it is anticipated will lead to future business growth in many areas of high technology, including aviation security, wireless communications and artificial intelligence.

In the meantime, UECIS continues to reap the benefits of its enhanced capabilities in product design, and newly developed expertise in computer networking and data-link technology.

“The collaboration has added a valuable dimension to our data-link products and raised Ultra’s profile at conferences, standards committees, and with published journals.”

Andrew Cambridge, Chief Scientist, Ultra Electronics Communication & Integrated Systems

£500,000 INCREASE IN REVENUE

POTENTIAL FOR FURTHER PRODUCT DEVELOPMENT

IDENTIFIED AREA FOR FUTURE GROWTH

SPEAK TO OUR TEAM
Dr Steve Fish
01524 510784
s.fish@lancaster.ac.uk
Collaborating with experts using specialist facilities at the University TelLab has developed a new sampling technique for the monitoring of pollutants in surface waters. Designed to assist with meeting the requirements of the EU’s Water Framework Directive, the new system allows in-situ sampling, and offers a more robust, reliable and cost-effective alternative to traditional methods.

A LONG-STANDING PARTNERSHIP
TelLab initially developed a relationship with Lancaster University in order to access a European network of more than 500 members to increase their competitiveness through the sharing of expertise. Subsequently, TelLab worked together with university staff with expertise in environmental sciences and engineering to achieve the breakthrough sampling technique, which is set to become a new industry standard for the assessment of surface water quality. This has been achieved through collaborative access to the University’s knowledge, facilities and research funding.

POTENTIAL FOR GROWTH
The research has brought TelLab closer to the possibility of a commercial service that will enable the company to tap into a potential revenue worth an estimated €300,000 annually, in addition to similar opportunities across Europe. In order to further the project’s development, TelLab has set up a satellite office at the University, which has already created one full-time job.

Expertise and facilities to establish a new industry standard and tap into potential revenue of €300,000 per year

Formed in 1991, T.E. Laboratories (TelLab) is a multi-divisional analytical and manufacturing company operating in the chemical and environmental sectors, working alongside national and local government, as well as with customers in environmental consultancy, pharmaceutical manufacturing, and fuel distribution.

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Expertise

ADVANCED MANUFACTURING
- High power microwave engineering
- Micro and nano systems
- Nuclear and renewable energy
- Radiometrics and special instruments
- Rapid prototyping and rapid manufacturing
- Structures, design and manufacturing

CHEMISTRY
- Analytical chemistry and spectroscopy
- Chemical theory and computation
- Synthetic chemistry

ENERGY
- Energy conversion (engineering, chemistry, physics)
- Energy living laboratory
- Energy storage technologies
- Health and environmental impacts
- Human factor in energy systems
- Sustainable resources (technologies & strategies)
- System architecture (energy distribution and storage)

ENVIRONMENT
- Atmospheric sciences
- Earth sciences
- Eco-innovation
- Ecology and conservation
- Environmental chemistry
- Plant and crop science
- Society and environment
- Water and soil sciences

HEALTH AND HUMAN DEVELOPMENT
- Analytical skills
- Behavioural, computational and neuropsychological techniques
- Environment and health
- Human development and aging
- Medical and pharmaceutical statistics
- Medical technology

QUANTUM TECHNOLOGY
- Accelerator science
- Biophotonics
- Low temperature physics
- Nanoscale dynamics and mathematical physics
- Nanoscale engineering
- Nanostructures and nanoelectronic devices
- Semiconductor physics
- Superconductors

SECURITY
- Cyber security
- Investigative expertise
- Security futures
- Violence and society
- Transport and infrastructure

INFORMATION AND COMMUNICATION TECHNOLOGIES
- Communications and networking
- Computer systems
- Data science
- Digital health
- Human-computer interaction
- Intelligent systems
- Software engineering
We pride ourselves on developing sustainable relationships with industry. In particular, we have been recognised by government and received national awards for our engagement with small and medium enterprises.

Our partnerships extend beyond business and include a diverse range of public and private sector organisations at regional, national and international level. These range from NHS Trusts and Police Forces to Local Authorities, UK and International Governments.


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To find out how partnering with Lancaster University could add real value to your business, contact us at:

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