

Sourcing Market Intelligence

- Colleges: How do you know what companies need in terms of specialist training, advice, consultancy in your area?

- Companies: How do you find out what Colleges have on offer in your region in terms of KTT?

Financial

- Colleges: Are you getting company contracts?

- Companies: Are you getting value for money from Colleges?

Response Time and Decision Making

- Colleges: Do you find companies decide quickly on proposals?

- Colleges: Do you get approval quickly from the College's Finance Department?

- Companies: Do you receive from the College a quick response to your initial enquiry?

- Companies: Do you received from the College a rapid project turnaround time?

Market Dynamics and Growth

Colleges: Would it help you to know on a regular (quarterly) basis the companies that are new to the area (relocations and business start ups), companies that are expanding, and companies that have been given large contracts?

Companies: Would it help you to know the profile of expertise available in your local college?

Support & Training

Colleges: Do you think it would benefit Colleges if they received support and training programmes in Knowledge & Technology Transfer?

IPR

Companies & Colleges: Is there an issue over IPR? And if so, how big is the issue?

Incentives

Companies & Colleges: Do you think you would be interested in KTT Schemes that attracted Government funding?