

Q&A

ENTERPRISE
AND BUSINESS
SERVICES

Connecting the
Questions with Answers
for Business





How can my business benefit from working with De Montfort University (DMU)?

We focus on building relationships with organisations of all kinds, and play a pivotal role in diagnosing problems, identifying needs, and delivering the most appropriate solutions.

Through applied research and academic expertise we work with local businesses, companies from across the UK, and instantly-recognised brands to establish partnerships and collaborations that deliver both business and social benefits.

We aim to forge stronger, on-going relationships with businesses in the region to improve graduate retention, and through business engagement, recognise the substantial impact of retaining the knowledge and expertise that skilled and qualified students bring to the local economy.

We are very much a resource for the region's business community. We believe all employers and employees need to embrace continual learning, and know how to use information wisely to reach decisions, communicate, negotiate, and work together.

Helen Donnellan

Helen Donnellan
Director of Business Engagement

How do I access university research and expertise to support my business?

Our contract research and consultancy services can be harnessed to develop bespoke solutions to help your organisation, driven by our wide-ranging academic knowledge.

Built from our innovative research, this knowledge and expertise can offer a broader and more profound range of solutions than any conventional consultancy business.

Our research spans a vast range of areas, and can be applied to both private and public sector organisations, designed to deliver impact.

Commissioning contract research is a flexible and very effective way for organisations to investigate issues that are relevant to their business.

Enterprise and Business Services

T: +44 (0)116 207 8455

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W: dmu.ac.uk/businessservices



How do I develop my skills and knowledge to benefit myself and my organisation?

At Leicester Castle Business School and De Montfort Law School we provide an agile, innovative and knowledge-enriched environment for professionals to access the learning solutions that are right for them.

The educational experience we offer immerses students in real world challenges to equip them with the valuable tools to think, create and inspire. Participants on our programmes are encouraged to challenge convention, and are given the opportunity to develop personally as well as professionally.

"I thoroughly enjoyed the blended learning approach and the opportunity to learn from the experiences and insights from a brilliant course director and other passionate and highly engaged course colleagues. Studying at Leicester Castle Business School is also a great opportunity in terms of location and the building itself. It is the best learning environment I have experienced to date."

Gemma Crofts, HR Director, Postgraduate Certificate in Professional Coaching student

The portfolio of open programmes we offer focuses on innovation, sustainability and social responsibility. They include our flagship Executive MBA, Apprenticeships, Postgraduate Certificate in Professional Coaching and an MA/Postgraduate Diploma in HRM. Our Law school offers a range of courses to provide the training needs of those entering the legal profession, including a suite of LLM programmes (Masters of Law).

Our offering is complemented by our ability to design and deliver flexible and bespoke education programmes and activities that can be tailored to meet your organisation's specific training needs. We have years of experience of understanding client needs, and harnessing the vast knowledge and expertise at our fingertips to be of maximum benefit to you and your business.

Executive Education

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Can my business benefit from Higher and Degree Apprenticeships?

Higher and Degree Apprenticeships offer employers and apprentices the opportunity to access higher-level qualifications while still in full-time employment. They are an effective way to develop talent, and to create a skilled and qualified workforce.

DMU works with businesses to deliver Degree Apprenticeship programmes which ensure that the learning outcomes and content are tailored to support the knowledge, skills and behaviours needed for the job.

Higher and Degree Apprenticeships

T: +44 (0)116 207 8455

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W: dmu.ac.uk/apprenticeships

Utilising the Apprenticeship Levy, organisations can access funded degree programmes in areas such as Leadership and Management, Cyber and Digital Technology Solutions, Engineering, Policing, Architecture and more.

“Thanks to our partnership with DMU, over the past six years we’ve been able to offer our employees opportunities to develop, expand their knowledge and gain qualifications they can carry forward into their future. The impact the programmes have on our people to grow both academically, and in the work place, sets us aside from our competitors.”

Chris Taylor, Head of People Capability, KFC UK



Liam Thompson, Team Leader at KFC studying the Chartered Manager Degree Apprenticeship at DMU



DMU graduate Ben Smith (middle) KTP Associate for Speed Plastics Ltd

How do I access support for innovation?

A Knowledge Transfer Partnership (KTP) supports innovation in business and brings together a university and a company to develop new products, processes or services which are seen as having high potential.

Awarded by government body Innovate UK and as Europe's leading programme helping businesses to improve their competitiveness, a KTP project enables companies to work with DMU to obtain knowledge, technology or skills which they consider to be of strategic competitive importance for their business.

“Through the participation of the KTP scheme, Speed Plastics Ltd obtained greater access to external skills and services beyond that of the company's current standing. The company was also able to gain invaluable new skill sets that otherwise would not have been achievable in the given time frame.”

Michael Hutson, Managing Director, Speed Plastics Ltd

The UK-wide programme can vary in length from six months to three years, depending on the needs of the business and the desired outcomes.

DMU has been successfully managing and completing KTPs for more than 35 years. During this time the university has generated more than 100 projects, working with companies from a wide variety of sectors and industries.

Knowledge Transfer Partnerships

T: +44 (0)116 207 8455

E: businessservices@dmu.ac.uk

W: dmu.ac.uk/ktp

How can I grow my business with advice and support?

The Innovation Centre provides a space for Leicester and Leicestershire-based individuals to explore and work on their business ideas alongside entrepreneurial DMU students, alumni and staff.

Support is provided in a number of ways, including:

- A public Coworking Café, providing hot-desk and informal meeting space free of charge
- Workshops, seminars, talks and networking events
- Office spaces for start-ups
- Access to academic and business expertise

The Innovation Centre

T: +44 (0)116 257 7377

E: innovationcentre@dmu.ac.uk

W: dmu.ac.uk/IC

Many of our coworkers are still forming their ideas, while others are already trading as a freelancer or start-up. We encourage our community to connect with one another in order to share ideas and best practice and make new business relationships to aid growth.

Through our events, we aim to inspire and motivate our members, with academics, entrepreneurs and industry leaders sharing their stories and expertise.

“The Innovation Centre is a fantastic place to base your business. We encourage all of our start-ups to make full use of the building, get to know other tenant businesses based here, and utilise the unique academic and student expertise that we have in the wider university.”

Victoria Wardle, Innovation Centre Coordinator, DMU



Victoria Wardle, Innovation Centre Coordinator at DMU



Can students help with a real-life business challenge?

At Leicester Castle Business School (LCBS) organisations are offered a unique opportunity to benefit from the expertise and insight of talented postgraduate students. The Executive Company Project (ECP) initiative provides the perfect opportunity to partner with LCBS.

Companies benefit by receiving free research and analysis from students with the latest business skills, and the students gain invaluable industry experience by conducting research into real-life business challenges.

The ECP offer is available in February, June and September and lasts for three months. Students can work on the business challenge at the host company premises or remotely, and are fully supported during this time by the academic team.

“We have really enjoyed working with Itunu. Chatting things through with Itunu has reaffirmed our thinking concerning how we take our marketing and communication forward. Itunu has fitted in very easily with different teams at VAL, has a good understanding, but also asks the questions in a way that engages people. It’s been a great experience - it’s really worked well for us.”

Kevin Allen-Khimani, Executive Manager, Voluntary Action LeicesterShire (VAL)

Executive Company Projects

E: ecp@dmu.ac.uk

W: dmu.ac.uk/lcbs

How do I identify and recruit talent for my business?

Recruiting talent can be a costly and high-risk experience for any business. We can help to reduce this by:

- Funding fixed term experiences for students and graduates through our renowned internship scheme 'Graduate Champions'
- Advertising your vacancies on our online jobs board portal and sending targeted emails to appropriate students and graduates
- Welcoming your business on campus to meet our students and graduates at recruitment fairs and networking events

- Arranging for your business to host guest lectures or run live project briefs for specific student cohorts
- Organising 'Insight Visits' to your premises to allow targeted students to get a real taste of your company and its culture

We have adopted a needs-led approach, and are flexible and agile enough to work in partnership with businesses to develop bespoke packages of activity to deliver the specific outcomes you need. Starting with a conversation, we can identify how best to support your business.

"Working with DMU has allowed us to establish a pipeline of emerging student and graduate talent which is both enriching and supporting our growth as a business."

Mark Bursnall, Head of Software Development, PCMS

Employer Engagement

T: +44 (0)116 257 7595

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DMU placement student Lauren Robinson (left) with Byron Dixon and Jigna Varu at Micro-Fresh

Can I recruit students on a short-term basis?

Taking on a placement student means having a fixed-term, full-time student employee working towards your business objectives for an agreed period of time. Placements can provide your business with:

- An enthusiastic worker with technical skills
- Fresh ideas and a different perspective

- A flexible resource for a period of growth or to work on a distinct project
- Cost-effective graduate recruitment
- Access to additional business links with the university for applied research, training, consultancy and project partnerships

“Airbus Group have been supported by placement students from De Montfort University in the areas of cybersecurity and forensics research for the past four years. The students have proven very successful in supporting European leading innovation projects and delivered numerous technologies and research projects directly benefiting the Airbus Group, some have even had the opportunity to present their work at conferences and events all across Europe.”

**Dr Kevin Jones, Head of Product & Cyber Security Research,
Airbus Group Innovations**

Placements

T: +44 (0)116 207 8128

E: placementmanager@dmu.ac.uk

W: dmu.ac.uk/placements

Can the university help me to advertise job vacancies?

Unitemps at DMU is a recruitment agency specialising in fulfilling temporary and permanent job vacancies. We provide a comprehensive temporary staffing service to businesses like yours.

University owned and operated, our team is committed to helping candidates find work and helping employers to find talented candidates who add value to their business.

With a branch network spanning several of Britain's top universities, we have access to more than 100,000 students, graduates and skilled workers nationwide. Our experienced consultants are ready to fill your vacancies, even if it's for the same day.

"We were particularly impressed at how well Unitemps were able to deliver on our requirements at short notice. On the night, the Unitemps staff did a fantastic job in understanding quickly what was required and sticking to that task to get the job done. My staff who worked alongside them reported them as having a positive attitude and getting on with the job without question."

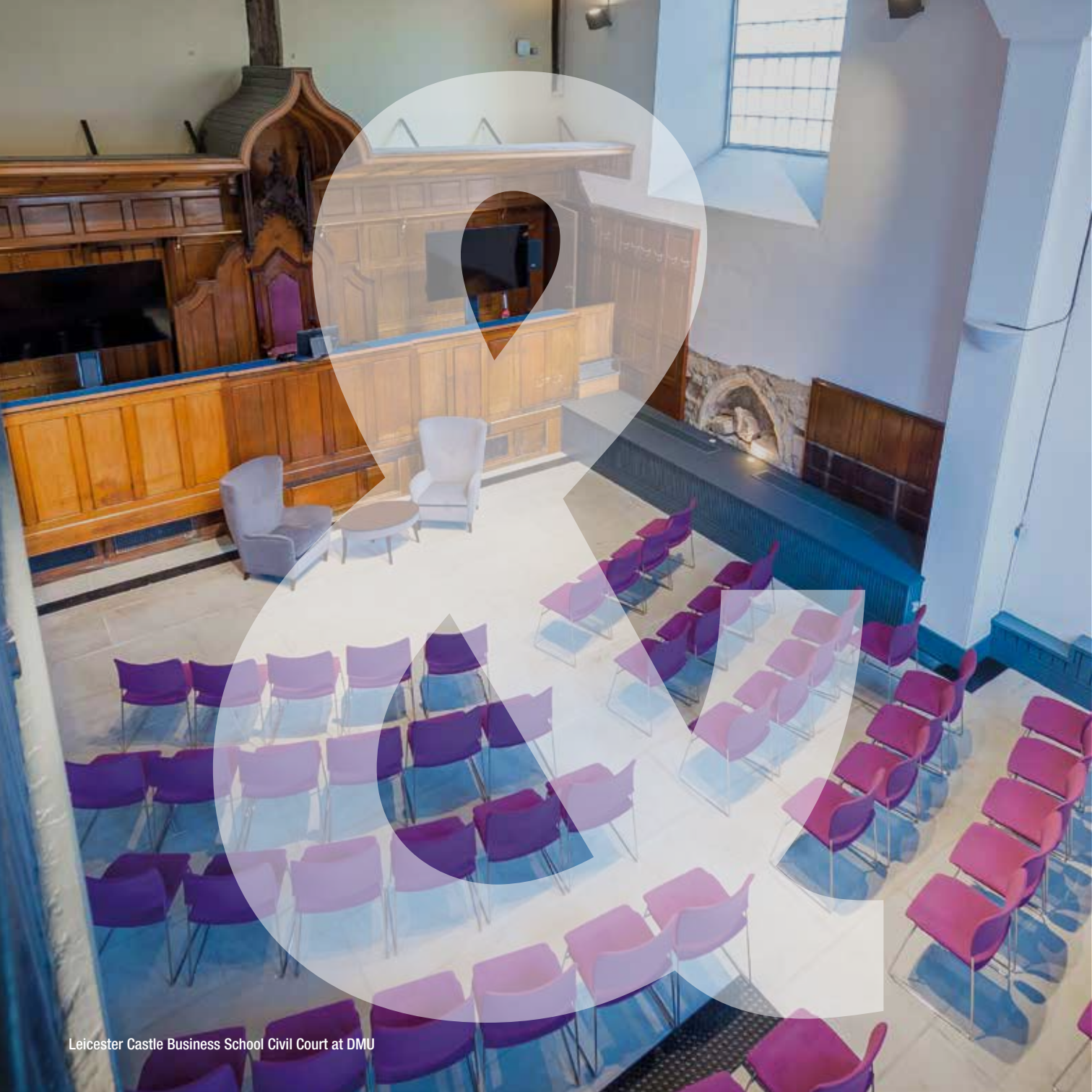
Miranda Cannon, Director of Delivery, Communications and Political Governance, Leicester City Council

Unitemps

T: +44 (0)116 207 8351

W: unitemps.com





How do I access professional space for meetings and events?

DMU Venues provide the perfect setting for a diverse range of events including meetings, conferences, exhibitions, performances and celebrations right in the heart of Leicester.

With a large choice of rooms, our experienced and knowledgeable team will work with you to find the ideal location for your next event whether it's an informal and intimate corporate gathering or a grand and glittering celebration.

Just a few minutes' walk from Leicester City Centre, and with great transport links from Leicester railway station and the motorway, DMU Venues is perfectly located to host your next event.

"This is something that we could not have achieved without DMU's knowledge and expertise. The positive comments are still rolling in thick and fast from both performers and the audience. We really could not have hoped for a better venue for our event. It was perfect!"

Reet and Tooma, European Estonian Song and Dance Festival

As a DMU graduate, how can I keep connected to the university?

The Advancement Team acts as a conduit for local, national, and international businesses to engage directly with graduates from DMU. With more than 185,000 alumni in 181 countries around the world, we connect with our graduates through a series of events from our Global Club and Network programmes.

Our Global Clubs enable alumni to meet locally and connect with others in their area. Each club hosts two events annually which can vary from a social reception to a professional networking event with keynote speakers.

Our Industry Networks are tailored for those with a shared professional interest working within a specific industry and ensure continued professional development, and promote professional networking opportunities as well as various masterclasses and skill development workshops.

To find out how to work with us at these events, or for more information about what the Advancement Team can offer you, please get in touch.

“One of the best things I've done for the progress of my career is to build a strong, reliable list of arts based contacts and connections. I think access to an alumni network list, based on a person's background and interests, is a really strong tool to have for established and new artists”

Jonjo Elliot, DMU Alumni and Local Artist

Alumni

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Alumni, students, staff and artists at the launch of the DMU Art Network in The Gallery at DMU



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Get in touch

If you have any questions about how De Montfort University can work in partnership with your business, get in touch.

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