

# partnership

## succeeding through innovation

**Case Study:** Flextraction Ltd. and  
De Montfort University

*"I can honestly say the KTP has had a huge impact on both my professional and personal development. The KTP programme has also given me the confidence to apply the skills that I have learnt at university, in the work place; taking an idea off a piece of paper and bringing it to life. There is nothing more satisfying than to watch products that I have designed and developed going out the door."* **Chris Lamb, Product Manager**

### Background

Flextraction Ltd. is a leading independent company specialising in the supply and manufacture of Local Exhaust Ventilation (LEV) products in the workplace. An existing product required re-development to enable it to meet the demands of a larger market.

### Objective

To re-engineer and embed design systems and processes to achieve cost reduction, modularisation, a brand identity, and new product introduction to meet strategic objectives.

### Company benefits

The company's turnover increased by **£200k** in the first year after the KTP started, and exports increased by 15-20%. The company now anticipates an annual growth of 10-20%.

They have also gained:

- New Product Development Centre
- Extraction booth which meets the latest EU directives
- 3D CAD facility - leading to better products
- A range of extraction arms designed and developed
- Electronic airflow indicator developed
- Creation of company brand identity
- Export market identified
- 2 new staff employed and further staff trained in CAD

### Associate benefits

The KTP Associate, Chris Lamb, is now employed as **Product Manager** at the company, designing and developing further products, overseeing their production and identifying new market opportunities. Through the partnership Chris also gained:

- Training in SolidWorks software
- MSc at De Montfort University
- CMI Diploma in Management



**Chris Lamb, KTP Associate**

### University benefits

- Funding secured to support local business with R&D
- Funded students and staff to display work at an international exhibition
- Staff trained in software pertinent to Interior Design
- Project outcomes used in lectures to Product Design students
- Case study material produced to enhance teaching

### Partnership outcomes

Wally Gilder, Managing Director, set up a new Institute for the LEV industry, and further collaborations with DMU are likely relating to setting up training courses as part of the University's Employer Engagement Programme.

### Get in touch

For more information about how we can help your business, call (0116) 257 7028 and speak to a member of the Knowledge Exchange Team, alternatively visit [dmu.ac.uk/ktp](http://dmu.ac.uk/ktp)

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