

partnership

succeeding through innovation

Case Study: Swisstulle UK and
De Montfort University

"The KTP scheme for Swisstulle was a leap of faith into developing our business which turned out to be a first class investment. The unique combination of an excellent associate, strong university involvement and company dedication really made the scheme a success." John Roskalns, Managing Director

Background

Swisstulle UK PLC is the world's largest volume manufacturer of a range of conductive bobbinet fabrics, traditionally used in fashion and embroidery. However, the lightweight, strong fabrics provide a sheer, flexible shielding and have started to become used in high-tech companies.

Objective

The aim of the project was to gain a greater understanding of the company's products, particularly focusing on their technical specifications, thereby highlighting new and emerging high tech markets into which the company can develop.

Company benefits

The company has benefited from a greater profile in the conductive textile, domestic shielding, and other specialist technical textile markets, and its contacts have grown considerably both nationally and internationally.

The company has made significant savings by producing marketing materials and developing its web presence internally. The company has developed a factory-wide network, linking its manufacturing facility in Somerset with its offices in Nottingham.

Associate benefits

The associate benefited from the exposure to the markets and to high profile technical textile companies. He has launched his own consultancy business, and Swisstulle has retained him as a consultant.



University benefits

DMU has raised its profile with increased links to companies. The KTP highlighted new directions for research, including radar reflective textiles and associated methodologies for evaluation.

The KTP provided the foundations for undergraduate dissertations, teaching materials, new bids for government research funding and an academic paper on the radar reflective materials which is to be presented at the Electronic Warfare Symposium.

Partnership outcomes

The KTP has improved Swisstulle's operations and its competitive position by:

- Achieving a greater understanding of the textile market
- Improving quality control
- Highlighting accessible markets
- Increasing the company's profile in the market
- Increasing profit

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

This Partnership received financial support from the Knowledge Transfer Partnerships programme (KTP). KTP aims to help businesses to improve their competitiveness and productivity through the better use of knowledge, technology and skills that reside within the UK Knowledge Base. KTP is funded by the Technology Strategy Board along with the other government funding organisations.