

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, 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.



Chris Lamb with the latest product installed in a Leicester bakery

Through the partnership Chris also gained:

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

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 Transfer 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."