

OPEN FOR BUSINESS

Working with Northumbria University



Northumbria – as a research-engaged and business-focused university – is committed to helping organisations like yours maintain your competitiveness in these challenging financial times.

As the biggest university in the North East, we're no stranger to working closely with the business community, both in Newcastle upon Tyne and across the region.

For instance, more than 600 employers sponsor our programmes and many of our students graduate with chartered or professional accreditation.

Furthermore, we have an impressive reputation for graduate employability.

In 2010, 91% of our students entered employment or further study within six months of graduating. We think that has much to do with the effort we put into learning and teaching, research, student support and employer relations.

We're also very proud of the links we've established so far, which, as you'll read in this booklet, have already benefited a number of different organisations.

This publication reflects some of the imaginative and effective ways in which our partnerships are happening. I hope they will encourage you to contact the University and to explore how Northumbria can work with you.

Professor Andrew Wathey FRHistS FSA FRSA
Vice-Chancellor and Chief Executive, Northumbria University



WELCOME FROM LUCY WINSKELL

When universities and businesses work together it can lead to great things, for you, for us and for the society in which we operate.

Northumbria University has a proven track record in working with external organisations that is unrivalled in the North East. This guide will show you a wide range of examples, in the public, private and third sectors, where we have added value to organisations.

We are also of the firm belief that working with you makes us better. By building partnerships with you, the value in our students, graduates, staff and facilities can be unlocked. Our strong relationships with business are vital for our students; you help us to ensure our programmes are up-to-date and relevant to your needs, and we in turn strive to ensure our students become highly employable graduates, ready to help your business grow.

We believe that when we work together, it can help drive the economic, cultural, social and intellectual development of the North East region and beyond. Our increasing emphasis on business-focused research will allow us to make a positive and practical impact on society, on the local economy, and on your organisation.

This brochure is part of our drive to further open our doors to business in a way that benefits us all. We'd love you to be a part of it.

Lucy Winskell
Pro Vice-Chancellor, Region, Engagement and Partnerships, Northumbria University

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“It is very important for an organisation like ours... to find the right partners, and without question we have done this with both Northumbria University and the Knowledge Transfer Partnership.”

Chris Campbell, National Salvage Group



“Northumbria University has provided excellent support in building [our] development strategy. The flexibility of the Newcastle Business School programme together with an understanding of our business needs ensure that both individual and organisational needs continue to be met.”

Joanne Tennick, Learning and Development Team, Zurich Financial Services



“Throughout the year the placement students conduct themselves in a professional manner and are a testament to the calibre of students attending Northumbria University.”

Charles Hudspith, NPS Application Support Manager, Accenture

CONTACT US

The following people from our central University services would be delighted to have an initial discussion with you about how we can work together:

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Northumbria University can help your business get ahead...

If you're looking to improve your business performance, develop your staff or overcome the next challenge with a great idea, then we can help.

- We have a proven track record in building mutually beneficial partnerships with employers and organisations across a wide range of sectors, providing a range of products and services.
- World class research and original thinking will inspire, inform and ensure your business maintains a competitive edge.
- Many of our dynamic academic staff work closely with business and industry or have experience in practice, and can help your business benefit from new skills, knowledge and approaches.
- Our students and graduates are highly skilled, motivated and ready to make an impact in the world of work.
- Many of the services we offer can be tailored to meet your specific needs.

Whether you are a small, medium or large company, private, public or third sector, we want to help grow your business and add real value. We hope you find some inspiration in this brochure, and please get in touch for further details.



Access our expertise p6-11

To stay competitive in a rapidly changing world, businesses need to embrace new ideas and smarter ways of working. Experts at Northumbria University can help you to find inspiration, research and develop ideas, and maximise your impact.

Develop your people p12-17

Ensure your employees are both valuable and valued, by enhancing their knowledge and skills. We provide relevant and flexible training opportunities developed in conjunction with employers, including high level executive and leadership development.

Access our students p18-23

Northumbria students are amongst the most employable in the UK, so why not harness that talent by taking on a placement student, employing a student on a part-time basis or recruiting a graduate?

Network with us p24-26

Northumbria can offer you the opportunity to mix with some of the most influential and successful business people in the UK, to share ideas and build valuable relationships.

Use our facilities p27-29

Over the past five years Northumbria has invested over £160 million in our Newcastle and London campuses. From stunning meeting venues to high-tech laboratories, our facilities are state-of-the-art, award-winning and available to you.

Sell to us p30-31

Northumbria spends over £45 million each year on supplies, works and services. Find out how you can win valuable contracts to supply the University.

Access our expertise

Open for...

- Research and development
- Consultancy
- Knowledge Transfer Partnerships
- Commercial growth

What can we deliver for you?

Research and development

Work in partnership with us to develop and test new products

Many of the most exciting and innovative ideas in the world are inspired, developed and tested in universities, working in partnership with the commercial sector. Our academics have huge and varied areas of expertise and access to world class resources, and can collaborate with you to secure public funding for business-supported research activities.

Consultancy

Bring in the experts to give advice or run projects for you

We provide flexible solutions to meet your needs within your budget, covering everything from business strategy to complex technical issues. Our consultancy can range from individual subject specialists to multidisciplinary teams, be project-specific or over-arching, and take place over the short or long term. You'll find our experts accessible, experienced and informed by cutting-edge research.



Knowledge Transfer Partnerships

Boost your business by recruiting a high calibre graduate to transfer university expertise into your organisation

The Knowledge Transfer Partnership (KTP) programme is a UK-wide programme part-funded by the Government. It is a three way partnership between your organisation, a high-quality graduate and our expert academics, which harnesses the University's knowledge, technology, skills and extensive facilities to deliver real results in your strategic projects. KTP works with a range of organisations, including SMEs and large companies, to increase sales and profitability, expand into new markets, increase market share and improve competitiveness, productivity and performance.

Commercial growth

Learn how to maximise your commercial success

We run a comprehensive scheme to help you address opportunities and problems in your commercial environment. From support for the early stage development of ideas to advice on

selling your business, we cover topics including market research, boosting sales and protecting intellectual property. We can also help you to access that all important funding which will allow your business to grow.

How will it benefit your organisation?

By putting cutting-edge theory and practice to work for you, Northumbria can help your organisation become more effective, improve profitability and achieve business goals. Latest information shows, for example, that on average a single KTP project (typical duration two years) will increase annual profits by over £270,000 before tax.

We work with all clients individually, at a location of their choice or on site at the University – at either our Newcastle or London campuses. You will also have the reassurance of a legal contract, an agreed fee and professional indemnity insurance cover.

No matter how you choose to work with us, we can help you towards a greater understanding of your organisation's strengths and weaknesses, leading to clearer strategic thinking and decision-making. We can help you to unlock the vast potential in your products and in your staff.

CONTACT

Please contact the central Research and Business Services department with any enquiries:

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Or visit www.northumbria.ac.uk/business/innovation for further details.

Alternatively, if you know you want to deal with a specific School then please contact the relevant Associate Dean (see page 3 for details).



KNOWLEDGE TRANSFER PARTNERSHIP

- School of the Built and Natural Environment
- Public sector
- North Tyneside Council - Quality Homes for Older People KTP



North Tyneside Council

When North Tyneside Council required expertise in sustainable energy systems for a project to remodel their sheltered housing schemes, they turned to Northumbria for help. A KTP was established to allow recent First Class Environmental Management graduate Alex Hope to transfer the vast knowledge residing within the University into practical applications.

“From the outset of the project we wanted to procure the most sustainable sheltered housing possible. It quickly became clear that we lacked many of the skills which would enable us to achieve this. The KTP has enabled us to build these skills and embed them throughout the organisation.”

Roy Marston, Manager, Quality Homes for Older People

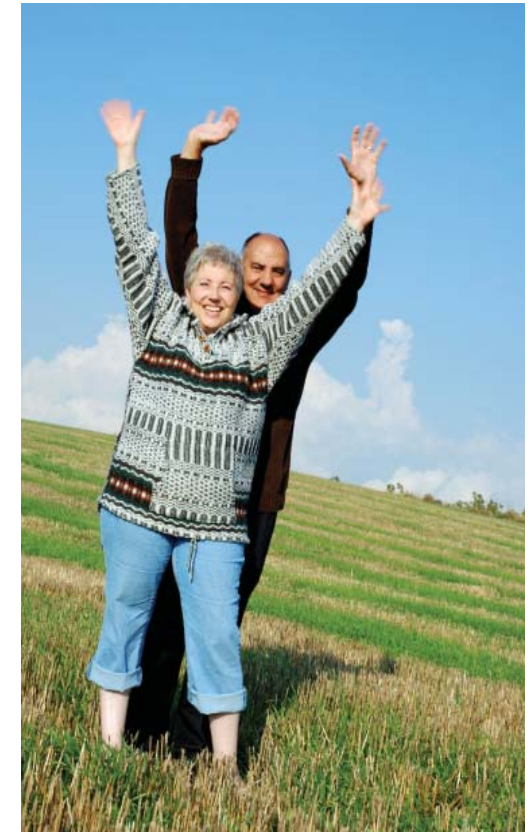
KNOWLEDGE TRANSFER PARTNERSHIP

- School of Design
- Charity
- Age UK - Service Design KTP

Age UK Newcastle approached Northumbria's School of Design to set up a KTP to help more people connect with their services and keep them coming back. Northumbria graduate Laura Warwick's innovative work, making the end user the focus of her research and recommendations, will help Age UK to thrive in an uncertain economic climate where third sector organisations are increasingly challenged.

“The KTP is working for us on many levels and supporting and driving strategic service development, innovation and grass roots change very effectively.”

Fran O'Brien, Deputy Chief Executive, Age UK



CONSULTANCY

- Newcastle Business School
- Public sector
- Sunderland City Council - Marketing Strategy Consultancy

Sunderland City Council started working with Newcastle Business School to help further define the Council's brand, personality and values. A clear output of the exercise has been to help employees understand and live the Sunderland City Council brand with the overall aim of enhancing the organisation's reputation.

“There is a measurable gap between Newcastle Business School and many of the other business schools I have worked with in the past. They take time to understand you and your project and are happy to challenge you and encourage your input. As an organisation we didn't want to do what everyone else was doing and by working with Newcastle Business School we were able to ensure that this didn't happen.”

Deborah Lewin, Director of Communications, Sunderland City Council



RESEARCH AND DEVELOPMENT

- School of Life Sciences
- Public sector
- Gateshead Health NHS Foundation Trust



The potential to reduce NHS costs while offering more effective rehabilitation for knee replacement patients has been identified following a 20-month study carried out by academics at Northumbria in conjunction with Gateshead Health NHS Foundation Trust. Their work indicates that the length of time a knee replacement patient needs to stay in hospital can be reduced by around two days (one third) when a pre-operative education programme is carried out.

"I firmly believe that the implementation of an education programme like this one can, on its own, be an efficient, cost-effective method of reducing the time spent in hospital. The work carried out here at the hospital, I hope, will lead to a different approach to surgery preparation being used right across the country."

Professor Deary Kader, Orthopaedic Consultant, Queen Elizabeth Hospital



CONSULTANCY

- School of Computing, Engineering and Information Sciences
- Charity
- Calvert Trust



The Calvert Trust specialises in providing outdoor activities for people with disabilities, and they approached Northumbria University for help in

developing a sailing boat steering system suitable for people with limited leg mobility.

"Dr Phil Hackney took the project on board and has subsequently brought several groups of students to the centre. We are currently in the design process and several good ideas have been suggested. The next stage is for a prototype design to be fitted and tested.

"The steering system will be of huge benefit to those who struggle to access the fun activities that many of us take for granted, giving them a level of independence that they may not have believed possible. Our motto is 'Disability... No Limits' and thanks to assistance from Phil and his students, we hope to have a superb piece of equipment to help meet this vision."

Peter Coulson, Head of Activities, Calvert Trust

RESEARCH AND DEVELOPMENT

- School of Design
- Corporate
- High Value Low Carbon design unit - AVID Vehicles



Matteo Conti and Dr Stuart English with the electric Nissan Leaf

The High Value Low Carbon design unit at Northumbria School of Design, led by Matteo Conti and Stuart English, is addressing the vital issue of how to translate government 'push' into consumer 'pull' and establish sustainable consumer demand for electric vehicles, to help the UK move towards a more eco-friendly future.

"Working with Northumbria University High Value Low Carbon design unit has enabled AVID Vehicles to work through the concept and development phase of our Compact Urban Electric Vehicle, CUE-V. Having access to first class design students and facilities has enabled AVID Vehicles to take forward its pioneering prototype work in the development of electric vehicles."

AVID Vehicles

Develop your people

Open for...

- Mentoring and executive coaching
- Continuing Professional Development
- Short courses and specialist training
- Accreditation of your in-house training
- Part-time, distance and work-based learning, at undergraduate and postgraduate level
- Professional Doctorates

What can we deliver for you?

Northumbria University will work in partnership with you to create and deliver academic and professional body certified qualifications based on the needs of your organisation. We can also offer University accreditation for your own in-house training provision and other Continuing Professional Development. In addition, many of our traditional undergraduate and postgraduate programmes can be delivered in flexible mode to allow easier access for those in employment, either by distance delivery or on a part-time basis.

Our Business School is the largest centre of Business and Management education in the North of England. We offer an unprecedented range of programmes at every level which are designed to deliver the relevant, cutting-edge skills that are essential for the business leaders of today, and to prepare tomorrow's leaders for a successful future. The School's Corporate and Executive Development Centre focuses on providing innovative, challenging and relevant development for senior leaders and their organisations.

How will it benefit your organisation?

In today's complex and rapidly changing business environment, organisations need to be sure that they are developing their people in line with demands – not just of today but tomorrow and into the future.

The specific needs of your business can be met through tailored programme content and flexible delivery, with teaching based on real workplace activities and live projects so that it will enhance rather than distract from day-to-day operations.

Professional bodies and relevant employers are consulted whilst programmes are being designed to ensure their relevance and currency. This means that in some cases, successful students can progress directly to professional status.

Building upon the foundation of your employees' existing abilities and experience, Northumbria's academic qualifications will ensure that your staff are empowered through increased skills, knowledge, self-awareness and a greater sense of value and purpose within your organisation.



CONTACT

Please contact the central Work-related Learning Services department with any enquiries:

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Or visit **www.northumbria.ac.uk/business/workforce** for further details.

Alternatively, if you know you want to deal with a specific School then please contact the relevant Associate Dean (see page 3 for details).

EXECUTIVE COACHING

- Newcastle Business School
- Public sector
- Northumbria Police

At the Executive Development Centre our philosophy is to develop leaders within their own business context, enabling them to meet real time business challenges whilst achieving their personal development objectives. Our coaching team are all handpicked qualified coaches with impressive business backgrounds.

“The coaching programme provided me with the opportunity away from the workplace, to examine myself as a leader and senior manager, in a professional, safe and confidential environment. It has made me confront challenging issues and set clear goals and objectives in relation to my managerial and leadership style, which has increased my confidence and performance in my role.

“My senior management team and middle managers have also undertaken a coaching programme and they too have benefited in this way. I consider the programme to be a fantastic opportunity for those who are committed to their personal and professional development and that of their staff.”

Chief Superintendent, Northumbria Police

BESPOKE POSTGRADUATE QUALIFICATIONS

- Newcastle Business School and School of Law
- Corporate
- Eaga plc



Peter Wilson

Eaga (now Carillion Energy Services) worked with Northumbria University to develop a qualification in Housing, Employment, Debt and Welfare Benefits which was designed around their needs as a business.

“Working with Northumbria has been a positive experience, matching their academic standards to our needs was a very useful part of how we progressed plans for staff training and development. Northumbria has a good reputation in teaching, with an emphasis on the practical application of the law, and this was a key factor in our decision to work with the University.

“The flexibility in the way the course has been delivered and assessed has meant that people who wouldn't have been able to attend a traditionally taught course have been able to achieve a Higher Education qualification. This also meant that as a business, our staff were able to study with the minimum of adjustments, allowing them to play a full part at work.”

Peter Wilson, Operations Manager, Eaga plc



BESPOKE POSTGRADUATE QUALIFICATIONS

- School of Computing, Engineering and Information Sciences
- Corporate
- Penspen

Penspen and Northumbria University have teamed up to launch a fully accredited, online Distance Learning Certificate in Pipeline Engineering.

The course is worth one third of an MSc, and participants can ultimately put their credits towards

a full Masters if they wish. The course's other unique advantage is that it is fully flexible, with students able to learn via a wide range of options from public training courses delivered by Penspen, to a dedicated online training website which can be accessed by students around the world.

“The skills crisis in pipeline engineering is a real and pressing issue which needs addressing with more fully-accredited training courses which are accessible across the globe. We are delighted to have teamed up with Northumbria University to produce this distance learning course which we hope will be a solid first step to addressing the increasing skills gap.”

Professor Phil Hopkins, Technical Director, Penspen Integrity

PARTNERSHIP

- School of Arts and Social Sciences
- Charity
- BALTIC Centre for Contemporary Art



Godfrey Worsdale with Professor Andrew Wathey

The MA Fine Art and Education is delivered jointly by Northumbria and BALTIC and is open to artist teachers wanting to develop their artistic and teaching practice. It aims to support and promote continuing professional development, and bring teachers up-to-date in terms of contemporary art production.

The long-standing partnership between Northumbria and BALTIC has recently been taken to a new level with the agreement to establish an Institute of Contemporary Art, directed by a BALTIC Professor, to provide world class learning and mentorship in Contemporary Art PhD research.

“The support of the University makes BALTIC's research capabilities stronger, helping us to work more closely with students at all levels, broaden our audience and strengthen BALTIC's learning and curatorial research.”

Godfrey Worsdale, Director, BALTIC Centre for Contemporary Art

“This is an important, innovative new partnership between two outstanding institutions which will significantly increase the creative and learning opportunities open to students, and to staff in both organisations.”

Professor Andrew Wathey, Vice-Chancellor and Chief Executive of Northumbria University

WORK-BASED LEARNING

• School of Health, Community and Education Studies

• Public Sector

• NHS

Dr Sally Corbett



Following a review of staff learning needs in 2005 the University's Flexible Learning team worked with the NHS to develop a Professional Practice Award, to be delivered on-site.

"We now have approximately 70 members of staff studying for the Award each year, from a range of disciplines across the Trust. It enables individuals to gain academic qualifications for work they are already doing as part of the professional development plan negotiated at their appraisal, as well as the opportunity to work towards a professional award.

"Subsequent experience has shown us that learning is transferred into the workplace and staff are becoming more empowered to make changes to practice that improve knowledge of, and adherence to, Department of Health policies and guidelines. These have led to hundreds of quality improvement projects in patient care, use of resources and in the working lives of staff."

Dr Sally Corbett, Research Health Psychologist, NHS



BESPOKE WORK-BASED AWARDS

• School of Life Sciences

• Private Sector

• Lawn Tennis Association (LTA)



Northumbria has recently developed a Professional Practice Award, leading to a BSc (Hons) award, in direct response to the Lawn Tennis Association's need to embed broader business and management knowledge within their current Coach Education Framework. A tennis-specific

programme uses a range of flexible and work-based learning provision from our new Sport Framework to provide a broad, proactive and comprehensive curriculum that focuses on the needs of the tennis coach's workplace.

The LTA is also working with Northumbria's School of Life Sciences to provide student placement opportunities, a successful addition to a partnership that is continuing to develop.

"Engaging with a student from Northumbria University was an exciting opportunity right from the start. The placement was absolutely 100% successful and a real benefit to British Tennis North East and Cumbria and it was great to get to know someone new who had such enthusiasm to learn and develop."

Jo Cunliffe, Tennis Development Officer, Durham and Cleveland LTA

WORK-BASED LEARNING

• School of Health, Community and Education Studies

• Public Sector

• Kenton School

Kenton School has been working with Northumbria to provide Continuing Professional Development (CPD) opportunities for staff.

"As Deputy Head Teacher at Kenton School it is my duty to coordinate the CPD programme. My responsibility is to align the school's development programme with the development of all of our staff – it is extremely important that the school creatively develop their skills and qualities. My aim was to utilise an undergraduate and postgraduate programme, which would be appropriate for both teaching and associate staff. After research the Professional Practice Awards Programme (PPA) at Northumbria University suited the professional needs of the individual learners, whilst enhancing the development needs of the school as an organisation.

"The issues facing Kenton School are a reflection of the national picture, in terms of leadership recruitment and development; therefore it is

Val Wigham



vital to choose the appropriate development opportunities for staff. Succession planning offers a real opportunity to meet the leadership challenges of the future and Kenton's role, through the development of skilled teaching and associate staff through the PPA, will aim to develop a sustainable leadership capacity leading our learners into the future."

Val Wigham, Deputy Head Teacher, Kenton School

PART-TIME STUDY

• School of the Built and Natural Environment

• Corporate

• Rotary Northern Ltd

Rotary Northern specialises in all aspects of building services engineering, as well as providing design and build solutions.

"We work with Northumbria in a number of ways, because it is the best local provider matching the needs of our organisation. We employ student

placements and Northumbria graduates, and we also enrol existing staff on part-time university courses. These courses provide additional skills and specialised qualifications which not only help staff in their current roles, but also allow them to apply for more senior roles within the organisation that may previously have been out of their reach."

Dave Salter, Director, Rotary Northern Ltd

"When I am not studying for my BEng (Hons) in Building Services Engineering I work for Rotary Northern four days a week, and I can honestly say that I would highly recommend Northumbria for part-time study."

Connor Rowan, Building Services Engineer and part-time student, Rotary Northern Ltd

Access our students

Open for...

- Graduate recruitment
- Student placements
- Student recruitment for part-time jobs
- Collaborative projects
- Guest lectures and events
- Programme input

What can we deliver for you?

Through our talented and highly employable students and graduates, Northumbria University can deliver the future of your business. Whether you are a small local employer or a large multinational recruiter we can help you access the best new staff, through free vacancy advertising or a variety of careers events on campus.

If you aren't ready or able to recruit in this difficult climate then we can deliver placement students who will share their expertise with you on a temporary basis, from just a few days to a whole year. For some of our programmes placement experience is vital for professional qualification/recognition, so by providing placement opportunities you can help to ensure an appropriately qualified workforce for the future.

Students are also available to work on collaborative projects, providing energetic and innovative consultancy at a fraction of the professional rate.

Furthermore, we can provide you with the opportunity to help shape the graduates of the future by collaborating on the development of course curricula, or giving guest lectures.

How will it benefit your organisation?

We regularly consult employers to ensure that the content of our programmes remains up-to-date and relevant to industry needs, and from day one of all courses we stress the importance of professionalism. As a result, any students that you recruit – either temporarily or permanently to suit your financial and strategic needs – will be ready to hit the ground running, contributing to the success of your business through fresh thinking, enthusiasm and a determination to make an impact.

CONTACT

Please contact the central Careers and Employment Team with any recruitment enquiries:

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Or visit www.northumbria.ac.uk/careers for further details.

And for enquiries about placements, collaborative projects and programme input please contact the Associate Dean of the relevant School (see p3 for details).



COLLABORATIVE PROJECTS

- School of Design
- Corporate
- Unilever



For projects where you want a new perspective or to inject some fresh thinking, working with students is the ideal choice. We will tailor the entire project around your specific needs, and throughout the process our experienced academic staff will guide and advise the students to ensure both the client and the students meet their objectives.

“Design School thinking has provided us with a new set of tools to bring to life our technical challenges and, more importantly, the potential solutions.”

Steve Singleton, Science Area Leader, Unilever

GRADUATE RECRUITMENT

- Corporate
- IKEA and CAV Aerospace



Northumbria's Careers and Employment Team works with regional employers and multinationals, with organisations large and small, supporting a variety of recruitment initiatives. IKEA Gateshead advertised on our free vacancy database 'JobsOnline'.

“I am delighted to tell you that one of your graduates who saw the advert on your website was the successful candidate.”

Simon Lowes, HR Manager, IKEA Gateshead

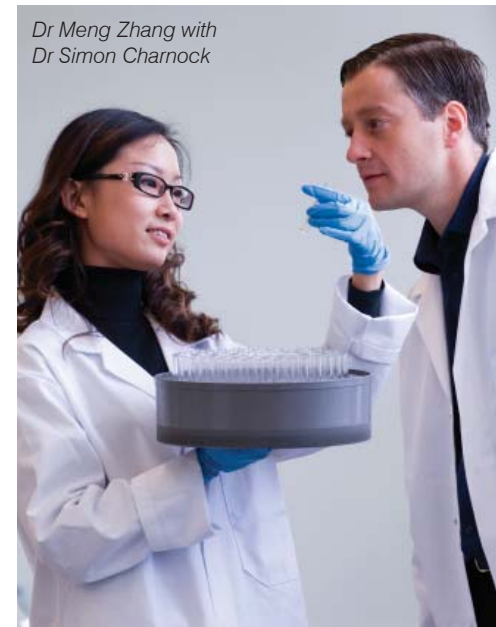
The team can also help you find the right students and graduates for your organisation by inviting you to visit and meet our students face-to-face at a fair or presentation. We recently organised a bespoke recruitment event for CAV Aerospace.

“A very positive and productive day which was extremely well organised and coordinated by Careers and Employment. We met some very good graduates and are hopeful that we could progress some to a formal selection centre. We would definitely be interested in doing a similar thing again.”

CAV Aerospace

GRADUATE INTERSHIPS

- School of Life Sciences
- SME
- Prozomix Ltd



Dr Meng Zhang with Dr Simon Charnock

Prozomix Ltd is a biotechnology company in Haltwhistle, Northumberland, which develops, produces and supplies a large range of recombinant enzymes and proteins for researchers. It has worked with Northumbria on a number of initiatives, including research and development work, and has taken on two of our Biotechnology graduates via the Careers and Employment Team's Graduate Internship Scheme.

“As an SME expanding into the rapidly developing and competitive biotechnology industry, the internships enabled us to do some development work that would otherwise not have taken place. Our interns were enthusiastic, always suggested new ideas, and enabled the production area to run more smoothly, due to the extra pairs of hands. They were clever, conscientious and very hardworking.”

Dr Simon Charnock, Managing Director, Prozomix Ltd

PLACEMENTS

- School of Design
- Corporate
- Marks and Spencer plc

At Northumbria we work hand in hand with industry to ensure our courses are specifically designed to meet your needs – so you can be sure that our placement students come equipped to make an immediate contribution to your business.

In the School of Design we instil a strong sense of commercial realism alongside creative vision, so as well as delivering a fresh perspective our students are customer-focused and pragmatic.

"I have found the placements to be invaluable. Both students have quickly become an integral part of the team and have contributed to the development of ranges going into the store. The support from the Northumbria School of Design staff in very quickly providing candidates to interview has also been great and I would be more than happy to take students from Northumbria on an ongoing basis."

Pauline Ainslie, Design Manager, Marks and Spencer plc

YOUR M&S

PLACEMENTS

- School of the Built and Natural Environment
- Corporate
- Elliott Group Ltd

In the School of the Built and Natural Environment many of our programmes incorporate student placements, and we have built strong links with a variety of employers operating across a range of sectors who contribute to and support our placement scheme.

"The Elliott Group of Consultancies has had a long-established relationship with Northumbria, and we enjoy working with year-out students. Our key disciplines are quantity surveying and building surveying and Northumbria University has produced keen, enthusiastic and committed students who, in many cases, remain with us as full-time employees post-graduation.

"Placements really work for us and the students – we both get a 'test drive' and learn what each other

is hoping to get out of the placement. We believe we provide students with the sort of experience they require and they certainly add enthusiasm and vitality to our team – everyone wins."

David Pearson, Managing Partner, Elliott Associates, and Elliott Group Chairman

David Pearson



ITMB event

EMPLOYER-DRIVEN PROGRAMMES

- School of Computing, Engineering and Information Sciences
- Corporate
- IBM



Northumbria University has formed a partnership with e-skills UK to develop the Information Technology Management for Business (ITMB) degree, in response to employer demand for specific graduate skills. Not only are the group's 50 major employers able to steer programme strategy in response to changing industry demands, they are also encouraged to provide student mentoring, sponsorship, and guest lectures, to shape the graduates of the future.

"The absolutely unique thing about the Information Technology Management for Business (ITMB) programme is the degree of employer involvement, which I think is so important."

Jenny Taylor, Foundation Manager, IBM UK

Network with us

Open for...

- Events
- Sponsorship
- Partnerships
- Charitable projects



What can we deliver for you?

Northumbria can offer you the opportunity to learn from some of the most influential and successful business people in the UK, to share ideas and build valuable relationships. We can get your name out there; get you noticed locally, nationally and internationally. So why not boost your profile by aligning yourself with one of the North's most dynamic institutions?

We run a vast range of events, from highly subject-specific forums to high profile public lectures. No continued commitment is necessary, just come along to any event that interests you. Many events also provide sponsorship opportunities, or you could also sponsor a University sports team to have your organisation's name resonate among our student body.

Our four University Galleries – three in central Newcastle and one in the heart of London – offer you a range of opportunities to get involved in any aspect of their work that interests you, or has significance for your organisation, as a friend, partner or sponsor.

How will it benefit your organisation?

By getting involved in University life on a relaxed basis, you will become aware of all the work we do, the knowledge we create and the opportunities we can offer to help your organisation thrive. Through partnerships with us you can make a difference to the future of our region, and help build a brighter economic landscape for a North East where your business can flourish.

Your reputation is your most valuable asset, and an association with Northumbria University can only improve it.

CONTACT

For events listings please see our website:
www.northumbria.ac.uk/events

Please contact the University Galleries with any relevant enquiries:
Mara-Helen Wood,
Director and Keeper of Collections
mara-helen.wood@northumbria.ac.uk

Or visit www.universitygallery.co.uk for further details.

SPONSORSHIP

- Team Northumbria and Newcastle Business School
- Corporate
- Brewin Dolphin



BREWIN DOLPHIN



Northumbria's First XV

The Newcastle arm of Brewin Dolphin is proud to be the new sponsor of Team Northumbria Rugby. The partnership strengthens Brewin Dolphin's determination to develop young talent and promote the company's name through a long-term commitment to the community it serves. The investment management company is keen to forge an even closer relationship with Northumbria University, for example by working with Newcastle Business School to explore staff training and development needs, student placements and a possible series of profile-raising seminars.

"A significant number of our staff studied at the University and we look forward to offering more career opportunities to high-quality graduates in the coming years. Working with Northumbria's rugby club is a great way to involve our own staff and clients in one of the North East's sporting success stories."

John Duns, Divisional Director for Business Development and Marketing, Brewin Dolphin

FORUMS

- School of Computing, Engineering and Information Sciences
- SME
- NU Warning, Advice and Reporting Point (NU WARP) - Washington Metalworks

The NU WARP helps businesses protect themselves and their clients from a range of threats including financial fraud and cyber crime, by providing an online community-based service which enables members to receive and share up-to-date advice on information security threats, incidents and solutions.

It is a collaboration between Northumbria and a range of public and private sector stakeholders, including Northumbria Police, ENISA and IAAITC.

"I found Northumbria's NU WARP/Get Safe Online event useful, gaining awareness of the threats I should be guarding my company against. As a result I will be reviewing our network infrastructure and updating our company policies regarding monitoring internet usage. It has also encouraged me to raise awareness in the company of threats within the business and to take preventative measures, instead of being reactive to problems as they arise."

Stephen Brownlow, IT Coordinator, Washington Metalworks



OUTREACH PROJECTS

- Charity
- West Side Story Project



Centre, from left, Graeme Danby, Emily Hodgson and Philippa Tomson, with fellow cast members

Through activities with local schools, colleges and communities, Northumbria University aims to raise the educational aspirations of pupils from all backgrounds and encourage them to consider university as a viable, desirable option. The West Side Story Project is a unique community-based arts project facilitated by Northumbria involving 13- and 14-year old pupils working towards, and taking part in, a production of *West Side Story*.

More than 8,000 people have been engaged with the project so far.

"The work carried out on this project is an effective form of engagement with young people in terms of raising awareness and prevention of gang and knife related crime. Additionally, educational aspects of the project are of benefit to the local community."

Inspector Paul Stanley, Northumbria Police

Use our facilities

Open for...

- Conferences
- Events management
- Laboratories and technical equipment
- Creative and sporting facilities

What can we deliver for you?

Northumbria's range of facilities, equipment and services is second-to-none. We have invested over £160 million in our campuses over the past few years, creating an environment that is both state-of-the-art and welcoming. The opening of the £30 million Sport Central facility and the £7 million refurbishment of the Students' Union have added to our portfolio of event facilities, and the main campus has been pedestrianised and beautifully landscaped.

From meeting spaces to high-tech laboratories, from conference accommodation to our world class sports centre, we can offer your business all the facilities it needs.

How will it benefit your organisation?

Northumbria's facilities will allow you to take advantage of the latest technologies or the event setting which will boost productivity and help your organisation to flourish.

CONTACT

Please contact the central Events and Conferences Office with enquiries relating to event facilities:

Hazel Reynolds, Events and Conferences Coordinator

+44 (0)191 227 4717

rc.conferences@northumbria.ac.uk

Or visit www.northumbria.ac.uk/conferences for further details.

And for enquiries about other facilities and equipment please contact the Associate Dean of the relevant School (see p3 for details).



Event facilities include:

- 3* en suite accommodation
- Boardrooms
- Lecture theatres seating from 30 to 400
- Breakout rooms

Sports facilities include:

- 12m climbing wall
- 25m swimming pool
- 2 state-of-the-art golf simulators
- 3,000 seat arena
- Sprint track with analysis suites
- 150 station fitness suite
- 7 breakout/training/seminar rooms

Creative facilities include:

- Computer-Aided Design laboratory
- Dance studio
- Exhibition space in three city centre galleries
- London gallery
- Metal workshop
- Photography studio
- Recording studio

Scientific facilities include:

- 3D scanning and printing
- Advanced molecular biology and analytical chemistry instrumentation
- Clinical Skills Centre
- Environmental chamber
- Food pilot plant
- Optical and microwave test and measurement laboratory
- Photovoltaic cell test facility
- Sleep laboratory
- Virtual Reality suites (Stereo 3D and Immersive)

Please visit www.northumbria.ac.uk/equipmentandinstrumentation for a full list.



CONFERENCE FACILITIES

- Public sector
- Gateshead Public Service Academy

In June 2011 the Gateshead Public Service Academy, in collaboration with the North East Improvement and Efficiency Partnership, held the 'Moving Lean Forward' conference at City Campus East. The event was attended by approximately 180 delegates, representing 24 different organisations from across the region.

"Throughout the planning of the PSA conference Northumbria were able to accommodate everything that we asked for. Several people, including speakers at the conference, made a point of telling me how impressed they were with the venue, the facilities and the general look and feel of the place. I am very grateful for the support that we received and the conference was a great success."

Lindsey Stawart, Project Manager, Gateshead Public Service Academy

RESIDENTIAL EVENT FACILITIES

- Charity
- Lindisfarne Regional Training Partnership

The Conference Office recently helped to organise a residential weekend training event for Lindisfarne, which was hosted at Northumbria's Claude Gibb halls of residence.

"Everything went according to plan and lots of the students commented on how extremely helpful the Claude Gibb staff were. We were also impressed by the quality of the food – especially at our formal dinner on Saturday evening."

Jenny Crawford, Administrator, Lindisfarne Regional Training Partnership

SPORT FACILITIES

- Corporate
- Newcastle Eagles

Northumbria's state-of-the-art sports facility Sport Central has been the home venue for the Newcastle Eagles basketball team since September 2010. They train and play their home games in the 3,000-seat arena.

"Moving to Sport Central is an exciting new chapter in the history of the Eagles. We already enjoy a fantastic relationship with Northumbria University and this move simply strengthens that bond."

Paul Blake, Managing Director, Newcastle Eagles



Sell to us

Open for...

- Services
- Supplies



What can we deliver for you?

We can give you the opportunity to bid for a variety of lucrative contracts.

Northumbria spends over £45 million each year on supplies, works and services – in addition to resource-dependent capital investments – and we welcome bids from new and established suppliers. Contracts are awarded on the basis of value for money, and we are committed to encouraging and supporting local suppliers to compete for business.

Contract opportunities in excess of £100,000 are advertised via the University's e-tendering system located at www.northumbriaunitenders.org

Registering your company on our e-tendering system is free and quick, and you will receive email updates of relevant contract opportunities to ensure that you never miss a tender opportunity.

Goods and service contracts valued in excess of £156,442 and works contracts over £3,927,260 are advertised in the *Official Journal of the European Union (OJEU)*. These advertisements can be viewed at <http://ted.publications.eu.int>

How will it benefit your organisation?

In addition to the obvious financial rewards, you will also benefit from working with a responsible and responsive organisation. We are fair, non-discriminatory, honest and professional in the way we select suppliers and award contracts, and we are a nationally recognised organisation that pays promptly and in line with national standards and agreed contract terms.

In addition, our commitment to e-procurement will ensure that your tendering and transaction costs are kept to a minimum, and our contract monitoring procedures allow us to develop close relationships with each supplier and produce continual improvement of contracts.

CONTACT

Please contact the central Procurement Services department with any enquiries:
+44 (0)191 227 4334
fi.procurement@northumbria.ac.uk

Or visit **www.northumbria.ac.uk/doingbusiness** for further details.

SERVICE CONTRACTS

- SME
- Northern Recruitment Group (NRG)



Northumbria University Procurement Services invited the Northern Recruitment Group to tender for Northumbria's temporary agency staff contract.

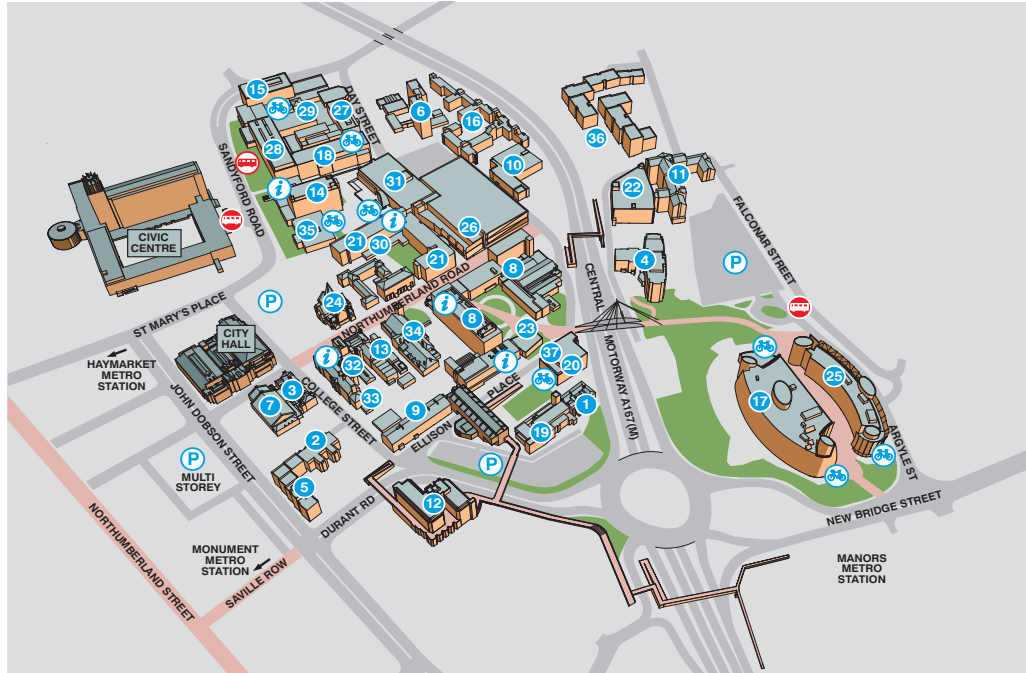
"We had to demonstrate how we would proactively manage and reduce temporary staff spend whilst delivering a high-quality service that could be effectively measured. They were clearly determined to rigorously challenge not only potential providers

but also their own requirements and procedures. We were subsequently awarded the contract and are now working together to introduce new e-procurement technology to deliver process efficiencies to the University, NRG and the agency staff themselves."

*Therese Liddle, Managing Director,
Northern Recruitment Group Ltd*



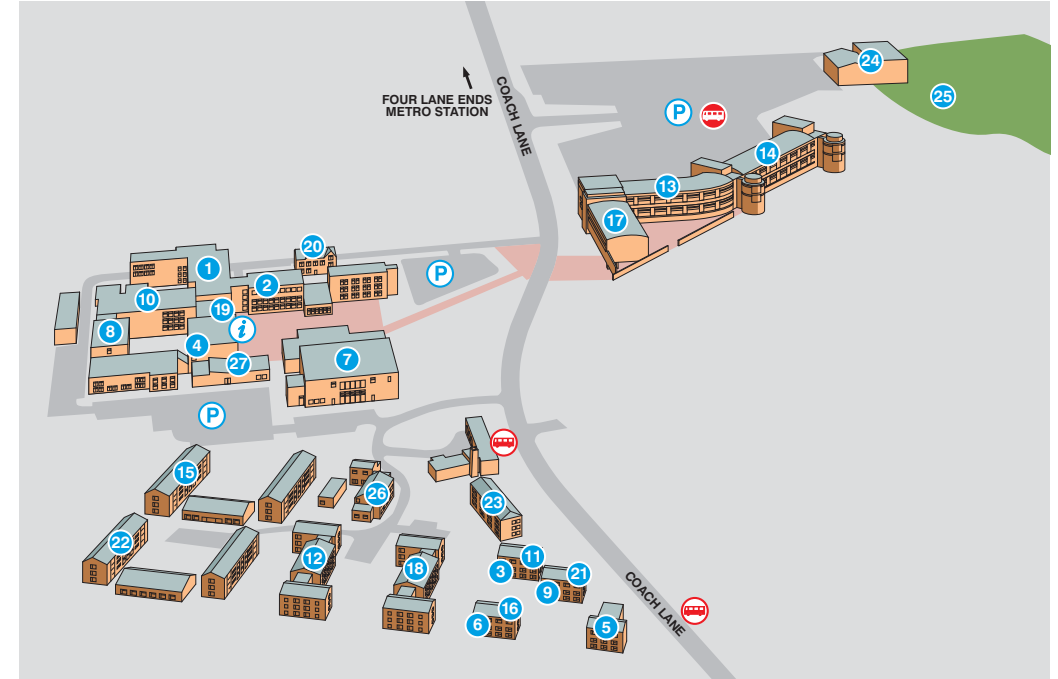
CITY CAMPUS



Key

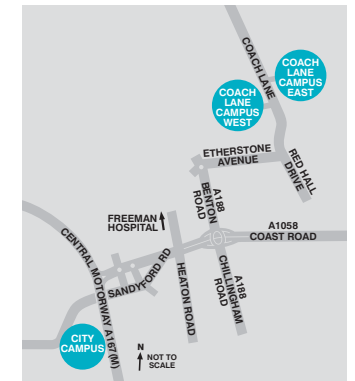
- | | | |
|---------------------------|---|---|
| 1 21 & 22 Ellison Place | 14 Library | 26 Sport Central |
| 2 Campus Services | 15 Lipman Building | 27 Squires Annexe |
| 3 Burt Hall | 16 Lovaine Halls and Flats | 28 Squires Building |
| 4 Camden Court | 17 The Newcastle Business School and School of Law Building (i) | 29 Squires Workshops |
| 5 Clapham House | 18 Newcastle College | 30 Student Support and Wellbeing Centre |
| 6 Claude Gibb Hall | 19 Newcastle Unitarian Church (Durant and Turner Halls) | 31 Students' Union |
| 7 Drill Hall | 20 Nixon Hall | 32 Sutherland Building (i) |
| 8 Ellison Building (i) | 21 Northumberland Building | 33 Sutherland House (Security) |
| 9 Ellison Terrace | 22 Pandon Building | 34 Trinity Building |
| 10 Former Sports Facility | 23 Rutherford Hall | 35 University Gallery and Baring Wing |
| 11 Glenamara House | 24 St James' Church | 36 Victoria Hall |
| 12 Hadrian House | 25 The School of Design Building | 37 Wynne-Jones Centre |
| 13 Health Centre | | |

COACH LANE CAMPUS



Key

- | | |
|--------------------------|---|
| 1 A Block | 15 Hadrian Hall |
| 2 B Block | 16 Kielder Hall |
| 3 Berwick Hall | 17 Library (F Block) |
| 4 C Block | 18 Lindisfarne Hall |
| 5 CETL Hub | 19 Main Reception (i) |
| 6 Cheviot Hall | 20 Manor House |
| 7 Clinical Skills Centre | 21 Mitford Hall |
| 8 D Block | 22 Monkchester Hall |
| 9 Dunelm Hall | 23 Rothbury Hall |
| 10 E Block | 24 Sports Hall |
| 11 Elsdon Hall | 25 Sports Pitches |
| 12 Finchale Hall | 26 Student Support and Wellbeing Centre |
| 13 G Block (i) | |
| 14 H Block | |



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