



IDEAS REALISED
RISKS REDUCED
PROFITS INCREASED
OVERHEADS CUT
MARKETS ANALYSED
INTERNS PLACED
SKILLS DEVELOPED

The business benefits of
Enterprising *thinking*



ENTERPRISING THINKING IS JUST WHAT YOUR BUSINESS NEEDS

Anglia Ruskin University works hard for all types of companies. This brochure introduces you to our Business Services and the wealth of skills, talent, knowledge and resources available to meet your requirements. You will see that we add real commercial value. You will find examples of how many different businesses have benefited from some enterprising thinking.



“Anglia Ruskin University helped my company to expand overseas. When I explain how the University supported our vision, many business people respond: ‘Wow! Is that really available?’”

David Hyett, Managing Director of Essex-based Foneshop.com, with operations in France, Germany, Italy, Spain and the UK.

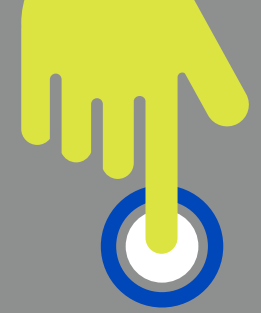
Enterprising *thinking...*

WHY US?

Watch our Business Services video and hear from some of the companies that benefit from using us.



Our innovative projects and collaborations put us in contact with UK and European funding schemes that support universities and industry working together. Our £5.24 million ERDF-funded programme is a good example.



USING THIS BROCHURE

Throughout this document, you will see the following buttons. The key below explains what they do. At the bottom of each page, you will also find four navigation buttons, which take you home (the front cover), to the contents, and back and forth through the document



Click for case studies



Click for testimonials



Click to play the video



ENTERPRISING THINKING DEVELOPS SKILLS

Staff training and professional development

We design and deliver just what your people and business need in a way that best suits your everyday operations, from tutor supported e-learning to work-place seminars, evening classes and residential short courses.

Our training solutions can help your business:

- ▶ deliver your organisation's vision
- ▶ respond to change
- ▶ maximise workforce motivation
- ▶ support succession planning
- ▶ nurture talent
- ▶ improve staff retention and satisfaction
- ▶ increase your number of graduate-level employees
- ▶ demonstrate your commitment to staff development.



Roll over the list below to find out more about our support

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WINNING STAFF

People make a business. We help inspire, motivate and develop the knowledge and skills of your employees.

Our clients include:

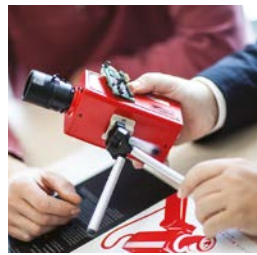
- ▶ Barclays
- ▶ The British Army
- ▶ British Red Cross
- ▶ Harrods
- ▶ The RAF
- ▶ Ridgeons Group
- ▶ Specsavers
- ▶ UPS
- ▶ Volvo
- ▶ Willmott Dixon.

Getting in touch

For work-based university qualifications and distance learning, call **0845 196 6707**
Email: degreesatwork@anglia.ac.uk

For short courses and Continuing Professional Development, call **0845 196 2995**
Email: shortcourses@anglia.ac.uk

For Professional Doctorates, call **0845 196 4208**
Email: jill.smit@anglia.ac.uk

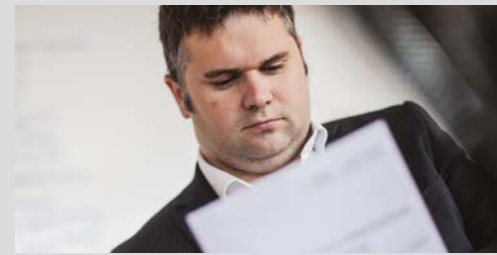


ENTERPRISING THINKING OPENS DOORS

Commercial research and consultancy

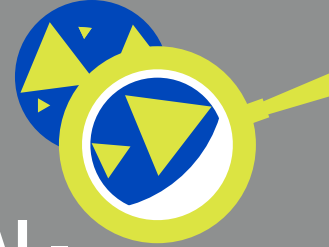
We work closely with businesses to address challenges, test markets and seize opportunities. Besides expertise, you will also have access to research and development capabilities and potential grants (see page 9).

With over one thousand academics, our research strengths cover business, education, science, engineering, technology, computing, sustainability, health, arts, law and social sciences.



Roll over the list below to find out more about our support

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REAL- WORLD ANSWERS

Our commercial research and consultancy services make a difference to the balance sheet.

Our clients include:

- ▶ Audio Analytic
- ▶ Contamac
- ▶ Cummins Generators
- ▶ Deep Visuals
- ▶ Ford and Jaguar
- ▶ Medisoft
- ▶ Salimetrics
- ▶ Skanska
- ▶ Stratech Scientific
- ▶ Sustainable Technology Solutions
- ▶ Ultravision.

Getting in touch

Our business partnerships and support team will match your company's requirements with the right expertise. We can help you to develop your consultancy or research proposal and assist you in writing a research bid to secure funding support.

To talk through your project, call **0845 196 3177**
Email: kimberley.lilley@anglia.ac.uk



ENTERPRISING THINKING MATCHES AMBITIONS

Knowledge transfer programmes

If you have an objective in mind, a gap in skills or a challenge to overcome, we can help your business take the next big step. Besides hands-on know-how, you can benefit from funding too.

We are a leading provider of knowledge transfer programmes and have a prestigious track record of achieving significant results with ambitious, forward-thinking companies.

Every project is bespoke and driven by strategic business aims, from designing new products to improving existing ones; introducing systems and technology to enhancing processes. One outcome is common: leaving the organisation self-sufficient to build on the programme's success.



Here are two programmes we run.

- ▶
- ▶

More about our solutions

- ▶



VISION REALISED

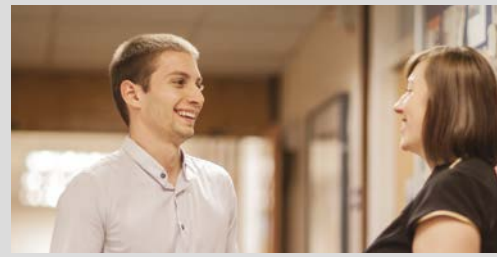
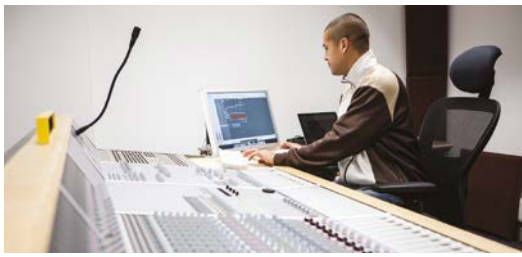
We help businesses get where they want to be through bespoke knowledge transfer programmes. We manage the entire process, which includes full support in securing funding and with recruitment and ongoing management.

Our clients include:

- ▶ Calex Electronics
- ▶ EOL IT Services
- ▶ ESG (Essex Safety Glass)
- ▶ Excalibur Group
- ▶ Foneshop.com
- ▶ Glazing Vision
- ▶ i-dash Ltd
- ▶ Irisense Ltd
- ▶ London Drainage Facilities
- ▶ Phoenix Product Development
- ▶ Raynor Foods
- ▶ Sustainability East.

Getting in touch

Call **0845 196 3173**
Email: simon.daly@anglia.ac.uk



ENTERPRISING THINKING UNEARTH'S TALENT

Internships

We place recent graduates and penultimate-year undergraduate students into businesses across the East of England to fill skills' gaps and see through short-term, strategic projects.

The intern is employed by us on your behalf for the duration of the project, making the internship straightforward and low risk for you. Projects can last for up to 12 weeks and the programme is open to businesses of all sizes across the East of England.

An intern costs £255 per week, plus VAT, with the intern receiving £230 (tax and NI exempt). We manage the administration, including advertising the vacancy, short-listing candidates, setting up the contract and taking care of remuneration.



Roll over the list below to find out more about our support



BRIGHTER TOMORROWS

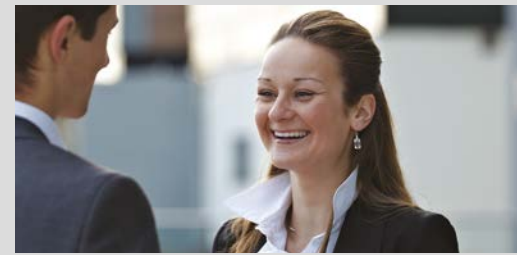
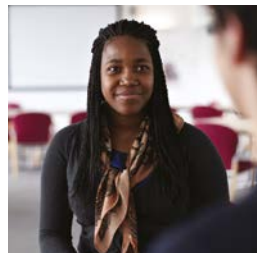
New talent is the source of future business success. Through graduate and undergraduate internships, we help organisations to fill skills' gaps, fulfil a project that will make a lasting difference and try out possible new staff. We even employ the intern on your behalf during the placement, which can run for up to 12 weeks.

Internships are open to businesses of all sizes, located in the East of England.

Getting in touch

Call **0845 196 3177**

Email: kimberley.lilley@anglia.ac.uk



ENTERPRISING THINKING WINS APPLAUSE

Facilities for hire

Whether you need a meeting room or 400-seat auditorium, our facilities are second to none. But your options do not stop there. On our Cambridge and Chelmsford sites you will also find everything from recording studios to specialist labs.

Your business can take advantage of £81 million of redevelopment investment made over the last five years across our two main sites.

Where technical resources are required, you will also benefit from direct access to our academic experts. We plan to invest a further £124 million over the next five years.



Roll over the list below to find out more about our support



STAGE SET

We have a wide range of facilities for hire to meet your business needs. Just let us know what you require.

Getting in touch

Specialist Resources

Call **0845 196 3177**

Email: kimberley.lilley@anglia.ac.uk

Event facilities

Call **0845 196 3163**

Email: conferences@anglia.ac.uk

ENTERPRISING THINKING FUNDS INNOVATION

A £5.24 million project with the European Regional Development Fund (ERDF) will enable us to support start-ups and SMEs wishing to develop resource-efficient, low-carbon MedTech innovations.

Our support will encompass everything from networking through to knowledge transfer programmes, helping to commercialise research.

Grants are available – ranging between £2,600 and £70,000 – to purchase additional innovation services or equipment.

To find out more about this and other funding opportunities, call **0845 196 3177** or email kimberley.lilley@anglia.ac.uk

Enterprising *thinking*
begins by putting our heads together

Every organisation is different

We find it is best to discuss specific requirements. See inside for a list of direct contacts or call our dedicated number, below.

Business Services support
0845 196 3177
kimberley.lilley@anglia.ac.uk

Sign up to our free e-newsletter

Every month, we deliver the latest business news, events and opportunities directly to your inbox. Register at anglia.ac.uk/enewsletter

Business Services

Cambridge Campus
East Road
Cambridge CB1 1PT

Chelmsford Campus
Bishop Hall Lane
Chelmsford CM1 1SQ

Peterborough Campus
Guild House, Swain Court
Oundle Road
Peterborough PE2 9PW

Visit us online:
business.anglia.ac.uk



Anglia Ruskin
University