



# Opportunities for Ambitious Businesses

# Thoughtful solutions to real business challenges

De Montfort University works with start-ups, small and medium-sized enterprises, and large international businesses.

We provide practical outcomes through a host of innovative partnerships that help businesses seize opportunities across all sectors.

## Answering your questions

Learn more about what we offer, and how we can support you.

De Montfort University  
The Gateway  
Leicester  
LE1 9BH

## Join our network

X @DMUenterprise  
in @DMUbusinessservices  
T +44 (0)116 207 8455  
E businessservices@dmu.ac.uk





“Speed of change demands resilience and innovation from businesses. Global economics, geopolitics, AI, climate change; all present fundamental challenges to those powering the UK economy.

Yet change also brings extraordinary opportunities for business transformation. At DMU, we’re continuing to develop solutions that deliver it. By dovetailing with industry needs, our research, programmes, and services are helping UK businesses rise to global demands. Whether it be technology, sustainability, or digital, we are equipping change leaders to navigate the shifting landscape.

Together, we are providing practical solutions for shaping a bright future for UK businesses.”

**Professor Mike Kagioglou FCIQB**  
Pro-Vice Chancellor, Research and Business Innovation



“DMU has been a trusted partner of industry for more than 150 years. From 19th Century engineers to the digital innovators of today, we’ve consistently helped businesses become more productive, profitable, and progressive.

We’ve been recognised along the way for our work in developing entrepreneurial mindset and championing business innovation. Our goal now is to continue applying our institutional excellence by building ever-closer links with businesses like yours.

This guide sets out what is available - from our incubator programmes for local startups, through to Knowledge Transfer Partnerships for global market leaders.”

**Helen Donnellan**  
Director, Regional Business and Innovation





Looking for more information  
about developing ideas?

Scan the QR code to find out more:





# Developing your ideas

Successful businesses can start with a simple idea. The challenge is often accessing the resources and networks to bring that idea to market.

At DMU, we have a range of practical ways to help your business through the innovation process. There are options for businesses of all sizes, across all sectors, to turn your thoughts into revenue. Collaborating with us can increase your business's productivity, resilience, and profit.

## Knowledge Transfer Partnerships (KTPs)

Partner with us to unlock grant funding from Innovate UK to tap into our academic resources and expertise. From there, we can practically apply and embed tailored know-how and innovative solutions practically within your business. We can arrange and manage your collaborations and funds.

## Contract Research

Contract DMU academics to use our expertise to deliver new knowledge and useful solutions that are tailored to your business. Organisations can access researchers specialising in everything from engineering to AI, management to marketing, media to finance, architecture to life sciences.

## Consultancy

Our academic knowledge and insight across a host of subject areas can also be commissioned through consultancy services. Contact us to hire our experts to help inform your business solutions.

## Intellectual Property Licensing

DMU is home to a wide range of internationally excellent research - all with the potential to deliver economic, societal and environmental solutions. It means we have significant IP for you to access. You can licence it from us to seize upon new business opportunities.



Looking for more information  
about business growth?

Scan the QR code to find out more:



# Accelerating your growth

We offer multiple options for entrepreneurs wanting to launch or grow their business.

Your starting points are Leicester Castle Business School and The Innovation Centre - our two gateways for accessing DMU's business services team. From there, we will signpost you to a pathway matched to the stage of your business development.

## The Crucible

Our entrepreneurship programme is for DMU graduates and alumni wanting to turn their idea, product, or service into a business. We work across sectors including gamification, digital marketing, sustainable fashion, and artisan design. We also welcome non-student SMEs to our regular Crucible masterclasses.

## Barclays Eagle Labs

DMU partnered with Barclays to open the first Eagle Lab in the East Midlands. It puts founders and entrepreneurs at the heart of a national growth network offering free business support, growth programmes, industry events, introductions to networks, and more.

## Help to Grow

Our part-funded government backed management training course is designed specifically for small to medium-sized business leaders. It provides a comprehensive programme of seminars, workshops, and mentoring that fit around your work commitments. Participants also gain access to business clinics, events, and networking opportunities.

## The Innovation Centre

Anyone can apply to join our city centre coworking space. Member businesses benefit from coworking with peers, office space, and access to meeting rooms. All members are invited to attend free events, surgeries, networking, and more.





Looking for more information  
about professional development?

Scan the QR code to find out more:



# Upskilling your workforce

Accessing people with the right skills and experience is essential to developing your idea and growing your business.

At DMU, we provide various ways for you to upskill your existing employees. We also offer options for hiring specialists for short-term projects, medium-term placements, or full-time roles.

## Digital upskilling courses

Our 12-week intensive courses teach skills that employers need to keep pace with today's data-driven professional environment. Modules are taught at the level of the first year of an undergraduate degree - ideal for upskilling your workforce.

## Internships and placements

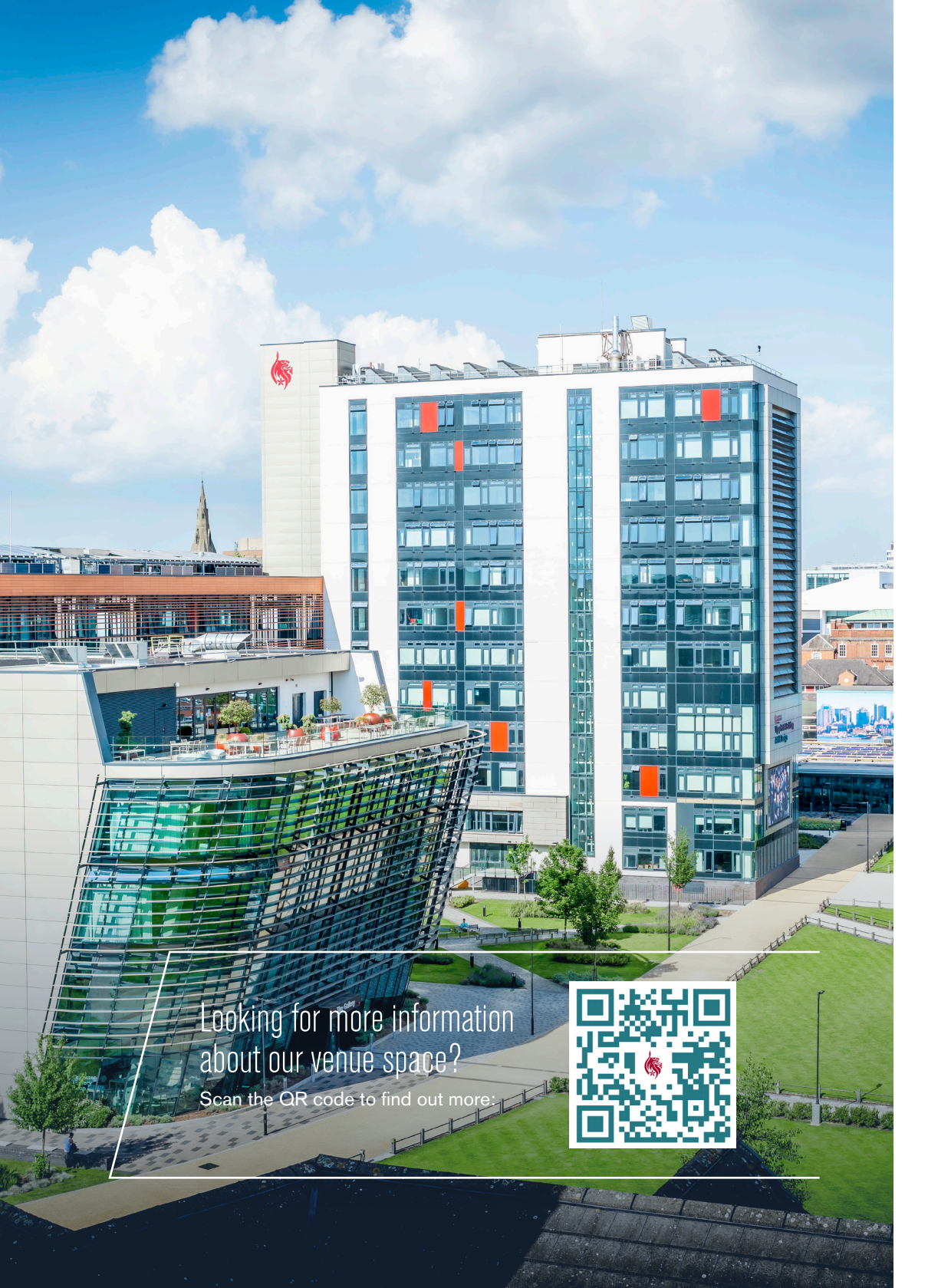
Hundreds of our students each year volunteer as interns - bringing fresh energy and new thinking into your business. We carefully match interns and employers so that you gain practical project support - as well as a fresh perspective.

## Apprenticeships

We offer Higher and Degree Apprenticeships, bringing together the best of professional and technical education. It means your employees work full-time, spending 20% of their week studying for a university qualification which develops their ability to do their job.

## Part-time and Distance Learning courses

Our courses are flexible and specialised, tailored to meet the needs of professionals looking to progress careers. Courses are developed with professional bodies and leading employers - ensuring your people gain the skills and experience to maintain your competitive edge.



Looking for more information  
about our venue space?

Scan the QR code to find out more:





# Building your network

Knowing who to approach to implement your idea is key to growing your business.

Therefore, we run a year-round calendar of events and projects, bringing people together to help them make business connections. Our website outlines what's coming up.

In addition, our network of mentors have been there and done it - and will share the wisdom of their experience with you.

Collaborate with us and you will also gain access to a range of facilities and spaces to develop your idea.

## Exhibition and conference space

Explore ideal spaces for concerts, conferences, and meetings.

## Faculty facilities

Encounter innovation with our cutting-edge research teams.

## Recording studios

Master your craft using industry standard recording technology and equipment.

## Performance venues

Nurture and refine your performance in creative spaces.

## Meeting rooms

Find the right-sized space to host impactful meetings.

## Workshops

Transform visions into reality in our equipped workshops.



We needed help designing a scalable tech solution for recording and analysing the social and environmental performance of our global supply base.

DMU linked us up with an experienced researcher, who helped us develop new ways of measuring environmental concerns.

We can now score supply sustainability based on 70 different data points, including material wastage, energy, and water consumption - and it can be adopted by other UK SMEs.



Tanith Sellicks  
Founder and Director  
Pure Table Top

# Startup services

Startup entrepreneurs get their ideas off the ground by tapping into DMU's experience.

We have worked with hundreds of startups, offering the resources, networks, and experienced professionals you need to get established.

## Developing your ideas

1. Intellectual Property Licensing

## Accelerating your growth

1. The Crucible
2. Barclays Eagle Lab
3. The Innovation Centre

## Upskilling your workforce

1. Digital upskilling courses
2. Internships and placements
3. Part-time and Distance Learning courses

## Building your network

1. Co-working
2. Facilities and studios
3. Meeting and conference spaces





We wanted to create a very simple bedside device which helps prevent elderly people from falling by playing messages from loved ones.

DMU's Design Unit was very helpful in working with us to come up with a design that works.

We've done a lot of research, and developed many different iterations, but we're delighted to now be testing the device in care homes.

Dr Tom Adler  
Founder  
Peak Medtek



# SME services

Small businesses accelerate their growth with the help of our services.

We support your innovative projects with expert consultancy, leadership training, access to workforce specialists, and introductions to peer networks and investors.

## Developing your ideas

1. Knowledge Transfer Partnerships (KTPs)
2. Contract Research
3. Consultancy
4. Intellectual Property Licensing

## Accelerating your growth

1. Barclays Eagle Lab
2. Help to Grow
3. The Innovation Centre

## Upskilling your workforce

1. Internships and placements
2. Apprenticeships
3. Part-time and Distance Learning courses

## Building your network

1. Facilities and studios
2. Meeting and conference spaces



The Chartered Manager Degree Apprenticeship helped me to combine my years of industry experience into business and leadership methods and models.

As someone who found school a challenge, it supported me through my Degree Apprenticeship aged 44.

The process has changed my life: I have started my own business supporting others, I read more than ever, and I have a new confidence and desire to continue to learn and improve myself.



Richard Woods  
Six Sigma Black Belt  
Caterpillar



# Enterprise services

Large companies trust us to work with them to develop their projects and people.

We support you with knowledge transfer, senior academic consultancy from leading experts, pipelines of trained employees, development of your in-house team, and more.

## Developing your ideas

1. Knowledge Transfer Partnerships (KTPs)
2. Contract Research
3. Consultancy
4. Intellectual Property Licensing

## Upskilling your workforce

1. Internships and placements
2. Apprenticeships
3. Part-time and Distance Learning courses

## Building your network

1. Meeting and conference spaces



We wanted to create new ways to address skills challenges facing the East Midlands.

DMU helped us create Insight Unlocked so users can easily see statistics and businesses can find or upskill talent.

It also enables students to see where to study, offering insight to colleges and universities on what courses are needed.

It's been recognised by the Alan Turing Institute and Tony Blair Institute and sold on to other areas.



Harsh Shah  
Data Analytics Manager  
East Midlands Chamber

# Public sector services

We work with innovators in the public space - linking them with research and industry to take ideas forward.

We support you with CPD for your ambitious workforce, apprenticeships and internships, help with contracts and IP, and access to space to project your ideas.

## Developing your ideas

1. Knowledge Transfer Partnerships (KTPs)
2. Contract Research
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## Accelerating your growth

1. Help to Grow

## Upskilling your workforce

1. Digital upskilling courses
2. Internships and placements
3. Apprenticeships

## Building your network

1. Meeting and conference spaces



Are you unsure which  
of our business services is  
right for you?

Scan the QR code for a no-commitment conversation about  
which option best suits your business needs.

