



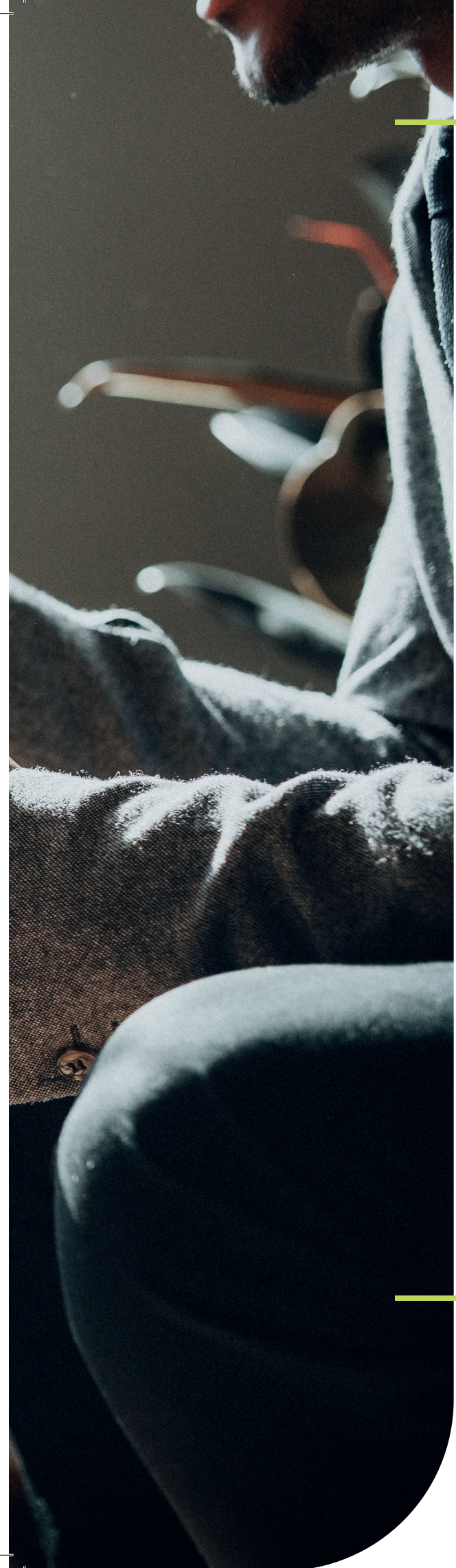
**TRANSFORM YOUR  
BUSINESS: PARTNER WITH  
ULSTER UNIVERSITY**





TRANSFORM  
YOUR BUSINESS  
WITH US





**Together we can transform organisations, improve society, and drive growth. We can work with you to help prime your business to achieve your immediate goals and deliver long-term sustainable growth.**

We are committed to unlocking the full potential of Northern Ireland and your business, through our investment in our people, our places and our partnerships. We are uniquely positioned to support your business through our expertise, world-class skills and talent, exceptional facilities, and tailored partnership programmes situated across Northern Ireland. We can work together to drive change and shape the future.

**Through partnership and collaboration, together we can help solve your immediate issues whilst thinking and working long-term to future-proof your organisation.**

- Work with us to build a better future by delivering on shared sustainability and social impact goals.
- Gain access to our brightest students and graduates to help fill the skills gaps in your organisation.
- Access world-leading research and expertise through product development projects, bespoke research, access to research talent, and support with innovation funding.
- Play a vital role in course development, including learning and teaching methods, to develop an industry-ready talent pipeline and help build Northern Ireland's future workforce.
- Enhance your in-house skills, keep your team empowered, and improve employee retention with our learning and development opportunities that will build your team's expertise and leadership potential.

**“AT CATALYST, WE ARE FOCUSED ON CREATING A CONNECTED COMMUNITY OF LIKE-MINDED INNOVATORS AND ENTREPRENEURS** who will drive the knowledge economy in Northern Ireland, and strategic partnerships between business and Higher Education are essential for success. There are significant market opportunities with the City Deal investments, and a real possibility for NI to position itself as a global leader in key market segments. Working collaboratively with Ulster University means that together we can identify emerging trends in technologies, help grow the entrepreneurship ecosystem for the future, drive innovation, and support NI's capacity to make the most of this once in a generation opportunity.”

**ADRIAN JOHNSTON**

Director of Strategic Business Development  
Catalyst

# WHY ULSTER UNIVERSITY? \_\_\_\_\_







## HOW WE CAN WORK TOGETHER TO PRIME YOUR BUSINESS

**1. Build your team's skills and expertise through an industry-leading course.** Work with us to identify the course which best suits your needs, whether that be Undergraduate study, Postgraduate study, short courses & CPD, e-learning, or PhD opportunities.

**2. Co-create a tailored course which meets the needs of your business.** We can customise training programmes and delivery modes, and also work with the relevant professional accreditation bodies.

**3. Develop a Degree Level Apprenticeship which nurtures your future skills pipeline with young and emerging talent.**

**4. Attract the next generation of talent.** Promote your vacancies to our students and graduates, take part in our applicant recruitment events, offer placement or graduate internship opportunities.

**5. Engage and contribute to our learning environment and shape our curriculum.** Be a guest lecturer or mentor to grow industry-ready talent pipelines for your future business needs.

**6. Partner with our Research & Innovation Team and transform your organisation through world-leading product, process and systems development, or IP licensing.** We can help you access our research talent and available financial support including Innovation Vouchers.

**7. Take advantage of our skills, knowledge, and funding support through our industry-leading Knowledge Transfer Partnership programme.**

**8. Develop a bespoke project or strategic partnership that delivers on shared economic and social impact goals.**

**9. Build out an inclusive and diverse workforce of the future through investing in scholarships for less-advantaged students.**





## WE ARE WORKING TOGETHER TO TRANSFORM NORTHERN IRELAND THROUGH PEOPLE, PLACE AND PARTNERSHIP.

**Professor Terri Scott**

Pro Vice-Chancellor, Academic Operations  
and Portfolio Development

**Ulster University is Northern Ireland's largest university and it is recognised internationally for academic quality and student experience, as well as for its socio-economic contributions. We educate and inspire learning, and the economic impact associated with our activities is estimated to be £1.3 billion annually.**

Ulster University plays a special role in the cultural, societal and economic advancement of Northern Ireland. Our regional model is deeply rooted in local communities, making a sustained impact on the global stage. Reaching out from our centres of excellence in Derry, Coleraine, Belfast and Jordanstown, through our many collaborative partnerships, Ulster University is making a difference every day and is having a lasting impact on individuals and communities alike.

We are uniquely positioned to drive forward balanced regional development. Through pioneering research and innovation, we have contributed to advances that are helping to build sustainable futures and improve the quality of life for us all. With a renewed focus on our people, place and partnerships, we are committed to building the capacity and capability needed to secure economic growth and other societal benefits. We will equip our students with the skills to tackle challenges responsibly and confidently in resourceful and inclusive ways. The pace of change, technological advances, and disruption are creating new opportunities that we are determined to embrace.

As an increasingly diverse university community, our contribution will deliver a safer and more sustainable future for us all.

Our longstanding partnerships with business and industry collaborate with diverse sectors - business, law, engineering, computing, creative industries, medicine and healthcare, artificial intelligence, health technology, fintech, pharmacy, enterprise, hospitality and more. We nurture entrepreneurial flair, equip both indigenous and foreign direct investment companies for growth, and match market needs to the career ambitions of our skilled students and graduates.

We have much to offer organisations of all sizes and from all sectors, from support for growth and innovation, to developing your current workforce, and finding and keeping new talent. Ulster University can empower the talent in your organisation through access to cutting-edge research facilities and bespoke professional development.

Business leaders and organisations bring their time, expertise and energy to the student learning experience at Ulster; informing curriculum and programme development, offering progressive placement opportunities, and bringing real-world experience to the learning journey, supporting our students to progress into work with confidence and competence.





In partnership, we work with companies who support research in a field related to their business, who invest in scholarships to make more possible for individual students, or who enable us to create academic leaders to spearhead teaching and research.

People are at the heart of your company and you can tap into the emerging skills of our students through placement opportunities, connect with those about to graduate through our careers fairs, and benefit from graduate development programmes.

Strong networks spark ideas and motivate the brightest and best to deliver tangible outcomes. Our partners are always welcome to share experiences from their world with students who are eager to gain insights into future careers.

Our research partnerships enable businesses to access Ulster's expertise, specialist equipment and facilities through direct collaboration. One example is the award-winning partnerships that form a key part of our applied research offering. These partnerships give organisations the chance to collaborate on a business opportunity, idea or innovation to help gain the knowledge and capability it needs. You can also access the University's diverse talent base by hosting visits, delivering guest lectures and mentoring.

**"ULSTER UNIVERSITY'S LONG HISTORY OF WORKING IN PARTNERSHIP WITH BUSINESSES ACROSS NORTHERN IRELAND**

has been an essential aspect of both the region's economic and social development. Such collaboration nourishes knowledge transfer and enables industry to bring its key challenges before academia, leading to more efficient and relevant research, and ensuring talent pipelines are geared towards the needs of the economy. It's a two-way partnership that provides job opportunities for graduates, while also assisting with business innovation through the knowledge and talent students can offer, with alumni embedded through countless organisations. The business community working collaboratively with universities is imperative to the continued success of Northern Ireland and creates not only an exciting but a potentially revolutionary future for all."

**KIRSTY MCMANUS**

National Director  
Institute of Directors (IoD)  
Northern Ireland



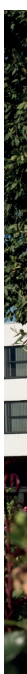


**WHETHER IT'S A SPACE TO CREATE  
OR COLLABORATE, A CHALLENGE TO SOLVE,  
A GOAL TO REACH, OR A GAP IN YOUR MARKET TO FILL,  
YOU WILL FIND OUR STAFF AND STUDENTS INSPIRING  
AND ENTHUSIASTIC PARTNERS.**





## BY WORKING TOGETHER, WE CAN PRIME YOUR ORGANISATION TO ACHIEVE SUCCESS.



At our Coleraine campus, our vision is to develop an elite research environment for curious minds through investment in state-of-the-art technology at sea and on land. Our Coleraine campus continues to work in partnership with Causeway Coast and Glens Council, communities, businesses and global partners to maximise the synergies between education, research and the Council's community plan and Growth Deal ambitions.

Our Belfast campus is one of the largest higher education capital builds in Europe and will transform higher education in the city, connected to the social, artistic, residential and business communities on our doorstep. Alongside the programmes in art, architecture and digital animation currently in Belfast, academic provision will expand to include disciplines as varied as law, computing, engineering, tourism and business. We will continue to produce a pipeline of talent for both indigenous sectors and inward investment and play a central role in NI's R&D capability and leadership.

The rich history of our Jordanstown Sports Village and our expertise in the science and coaching of sport is being further enhanced and forms a key focus of our next chapter. Jordanstown Sports Village will continue to be the regional centre of excellence for sport, and home to the Sports Institute of Northern Ireland (SINI). Students and the wider community will be able to avail of world-leading sports facilities on the campus due to our continued investment in elite sport.

Our vision for the North West is further development of a thriving, prosperous and sustainable hub of learning, centred around our Magee campus. Working in partnership with Derry City and Strabane District Council and wider stakeholders, and through City Deals, we will deliver four significant innovation projects, estimated to create over 1200 jobs and an increase of £80m GVA to the region. The investment in our School of Medicine will become central to health and data innovation, and will act as a powerhouse for recovery and regeneration by addressing the ongoing medical workforce shortage in NI.

With our growing expertise in disciplines such as health sciences, social work, the arts, business, Irish, computing, engineering, and law, we are focused on shaping the talent pipeline in the region. Through exciting new programmes and partnerships with business, education and healthcare sectors, we are committed to continued expansion and growth.

**We look forward to working with you.**





# TRAIN, MOTIVATE AND RETAIN YOUR PEOPLE

**The speed of transformation continues to accelerate** and businesses require an agile workforce with the necessary skills and expertise. Reimagined, new, and emerging sectors provide untapped potential for those organisations with the foresight to build their skills pipelines and employee satisfaction. Never has an investment in your people been more critical.

There are many ways that we can help you respond effectively to your workforce needs:

- Undergraduate and postgraduate study, short courses and CPD, e-learning, and PhD opportunities
- Customised training programmes that are professionally accredited and relevant
- Co-designed courses specific to your needs
- Accrediting induction and in-house training to boost staff retention and continuous professional development
- Degree Level Apprenticeships

**“WE ARE DELIGHTED TO BE WORKING IN PARTNERSHIP WITH THE ULSTER UNIVERSITY BUSINESS SCHOOL** on this exciting new programme [Postgraduate Certificate in Executive Leadership] for Kainos. Not only does it provide our talented leaders with the chance to learn in different ways, it also provides Kainos with a fantastic opportunity to harness the skills and experience of our senior staff to develop the ideas that make Kainos a great employer and a great place to build a career.”

**COLETTE KIDD**  
Chief People Officer  
Kainos







## DEVELOP YOUR SKILLS PIPELINE WITH APPRENTICESHIPS

**Ulster University is Northern Ireland's leading provider of degree apprenticeships** with more than 500 apprentices enrolled across our approved apprenticeship frameworks.

Our successful apprenticeships are built through strong partnerships with employers. We deliver degree apprenticeships with employers and partners including: FinTrU, Danske Bank, Deloitte, Errigal Contracts, Farrans, PwC and Kainos.

Apprentices develop the skills, knowledge, and behaviours that are directly relevant to your business, often in key skills shortage areas. Apprentices work on live projects devised by you, the apprentice, and our tutors - maximising tangible business benefit.

How can a degree apprenticeship benefit your organisation?

- Fill skills gaps and boost your business' productivity
- Solve business challenges through real-world projects
- Attract and retain talent

**“ULSTER UNIVERSITY BUSINESS SCHOOL'S BSC HONS FINANCE TECHNOLOGY HIGHER LEVEL APPRENTICESHIP**

plays an important role in affording local talent opportunities to work on the global stage and gain industry-recognised qualifications, whilst applying that knowledge to their careers at FinTrU.”

**ROSS GILLESPIE**

Executive Director – Technology  
FinTrUNOVATIVE Programme



# TRANSFORM YOUR BUSINESS WITH NEXT GEN TALENT

Hiring the right people is critical to business success, and Ulster University is packed to the brim with the next generation of bright minds. Our students are intelligent, curious, ambitious, and ready to make an immediate impact on your business. Here are some ways we can help you secure the talent to meet your needs:

- **Recruitment Consultancy** - We can help you design the best recruitment strategy to meet your budget and timeframe.
- **Promote Your Vacancies** - Advertise your roles on our vacancies portal which is accessible to all students and graduates. Reach our global graduate community by advertising on our UU Connects platform.
- **Recruitment Events** - Connect with and inspire our student communities across all subject areas through our Careers Fairs, spotlight events, presentations, interviews, and employer takeovers.
- **Work-Based and Placement Learning** - We facilitate work experience opportunities that give potential candidates a taste of your company and its culture. We believe that work-based and placement learning is essential to creating industry-ready graduates, and may help you secure talent at the earliest opportunity.
- **Graduate Internship Programmes** - We can collaborate with you to develop appropriate graduate training programmes to ease new recruits into the world of working within your organisation.

**“OUR BRIGHTSTART PROGRAMME IS A NEW APPROACH** to developing industry-ready consultants with the skills and experience to make an immediate impact in our business. This innovative programme is a key element of our growth strategy, and our partnership with Ulster University is helping us to develop at pace the high calibre of talent that we require to be successful.”

**JACKIE HENRY**

Senior Partner

Deloitte, Northern Ireland

**“WORKING WITH ULSTER UNIVERSITY OVER THE YEARS HAS HELPED ALLSTATE NI HIRE INCREDIBLY TALENTED GRADUATES.**

Initiatives such as the Allstate-sponsored computer lab in Magee have provided students with the technology and services to help them excel in their studies, providing a better student experience overall. Our Higher Level Apprenticeship scheme, which we run in partnership with Ulster University, has also been a huge success, providing students with a fantastic career with Allstate as well as a fully paid degree.”

**JOHN HEALY**

Managing Director

Allstate NI

# LEARNING AND GROWING TOGETHER

**We encourage our business partners to actively engage and contribute to our learning environment so that it is industry-relevant.** At Ulster, we believe that we can learn just as much from you, as you can from us. These opportunities can prime your employee recruitment brand, helping you to secure the next generation of talent ahead of your competition.

Together we can do more, we can be more.

- **Guest Lecturing** – Our corporate partners can formally pass on their stories and learnings to our students.
- **Mentoring** – Enabling your employees to become active mentors on our Business Leader Peer Mentoring Programme or via our wider UU Connects platform can have an immense impact on the lives of our students and graduates.
- **Shape our Curriculum** – Employer Advisory Boards encourage our partner companies to help shape the content we deliver to keep our courses industry relevant, building the skills most required by you.
- **Case Studies, Student Challenges and Competitions** – You can provide students with real-life case studies, or set challenges and competitions that help them develop their industry focused thinking while giving you fresh insight – you may well benefit from their findings!
- **Sponsorships and Prizes** – We have many branding opportunities that will raise your profile with our students, alumni and the wider community, from providing prizes to sponsoring an initiative aligned to your company's values.

**“CME GROUP AND ULSTER UNIVERSITY HAVE BEEN PREPARING FINANCIAL TECHNOLOGY ENGINEERING STUDENTS** for careers in derivatives market structure by creating innovative educational programmes together since 2012. Ulster’s extensive knowledge of the financial services sector fits naturally with CME Group’s highly-developed technology skills and commitment to supporting educational initiatives.”

**ANDREW CONNOLLY**  
Senior Director Belfast  
CME Group



# PRIME YOUR BUSINESS WITH HIGH IMPACT RESEARCH

**Evidence suggests that organisations that innovate grow nearly twice as quickly as those who don't.** Our world is running at breakneck speed, and Ulster University's world-leading research and internationally excellent expertise is developing innovative solutions to business problems of all shapes and sizes. Each year we partner with thousands of organisations to solve their toughest challenges, create value, and deliver social impact.

- Bringing new products and innovations from idea to market through new product development
- Future-proofing your business with bespoke research
- Providing innovation funding and investment programmes support
- Solving a technical problem or driving internal efficiencies through government-funded programmes
- Providing product validation with our world-class facilities and equipment
- Enabling access to our world-leading talent and expertise

We provide a range of government-backed, industry-tailored programmes, such as Knowledge Transfer Partnerships and Innovation Vouchers, which channel University expertise directly into your business. We work with 2,000+ businesses a year - more than any other organisation on the Island of Ireland - and have recently launched Northern Ireland's first private Venture Capital Fund.

## **"WE ARE CURRENTLY THE MARKET LEADER IN TWO OF OUR THREE TARGET MARKETS**

and have recently identified and exploited opportunities to raise our profile and increase sales into the Great Britain market. To further build on this we are now recruiting additional staff and aim to push our GB sales up to over 70% of our turnover. This innovation would not have been possible without the assistance of Ulster University."

### **PETER DOHERTY**

Managing Director  
Garage Door Systems

## **"THE KNOWLEDGE TRANSFER PARTNERSHIP HAS BEEN A TRANSFORMATIVE EXPERIENCE FOR THE**

**COMPANY,** pushing an idea from the ether of early stage research and boardroom meetings into a reality for the design, development and sales staff of the business."

### **LAURA FINNEY**

Clinical and Marketing Director  
James Leckey Design Ltd







## SOCIAL IMPACT: TRANSFORMING FUTURES —

Many organisations partner with us to deliver on shared values, Sustainable Development Goals, and social impact objectives. We reach across the whole university to develop ideas, strategies and programmes that help them deliver a better future for everyone.

Here are some of the ways you can engage with us to be a responsible business:

- **Develop a Project Unique to You** – We can work with you to develop a bespoke project or strategic programme that delivers on your company's prime objectives and core values while giving something back.
- **Enable Inclusion and Diversity** – Develop a more diverse and inclusive workforce by providing scholarships and support for people less likely to progress to Higher Education.
- **Improve Healthcare for All** – Have a far-reaching impact on healthcare and wellbeing, and contribute to the future of our health system by supporting ground-breaking medical research projects and scholarships to boost the pipeline of qualified doctors at our new School of Medicine at Magee.
- **Champion Sport** – Be a part of our team and promote the positive effects of engaging in sport and regular physical activity by investing in our high-quality facilities, kit, sport scholarships, and competition opportunities for the Ulster community.

**“BY WORKING WITH ULSTER UNIVERSITY WE HELP TO DEVELOP CRITICAL SKILLS AND KNOWLEDGE,** make a positive difference to patient healthcare around the world, and cement Northern Ireland's reputation as a global hub for life sciences. This is why Randox partners with Ulster University at many key touchpoints across our organisations including student placement programmes, supported graduate and research roles, promoting health, wellbeing and skills development as the primary sponsor of all Student Sport, and now most recently the announcement of the new post of Randox Professor of Medicine within the new Ulster University School of Medicine.”

**DR PETER FITZGERALD**

Founder and Managing Director  
Randox Laboratories

**“SINCE 2011, SANTANDER UNIVERSITIES HAS PROVIDED £1.33M OF FUNDING TO ULSTER UNIVERSITY,** benefiting over 2,500 Ulster students and graduates by fostering sustainability through inclusive support. Santander is committed to supporting higher education and having a positive impact on the communities in which we operate. Our long-term partnership with Ulster University continually delivers innovative and life-changing opportunities with a focus on access to Education, Entrepreneurship, and Employability.”

**MATT HUTNELL**

Director  
Santander Universities UK



## GET IN TOUCH WITH US



### **PROFESSOR GILLIAN ARMSTRONG**

Associate Dean (Development and Partnerships - Domestic)  
Director of the Business Engagement Unit  
Ulster University Business School  
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Connect with us for innovative programme development and learning solutions for your employees, or for guidance on the most appropriate programme of study.



### **TIM BRUNDLE**

Director of Research & Innovation  
Research & Innovation  
Executive Director, Innovation Ulster Limited  
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Whether you want a partner for new product development, core research, research commercialisation, start up or scale up support, or simply solving a technical problem, we will engage our researchers and innovation specialists to help you with your business needs.



### **KAREN DELGADO**

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To discuss bespoke partnerships, scholarships, sponsorships, and CSR, or if you're not sure who to talk to, give me a call and I'll put you in touch with the right person.



### **GARETH HETHERINGTON**

Director of the Ulster University  
Economic Policy Centre  
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As an independent economic research centre we undertake a range of strategic commercial projects for public and private sector organisations.



### **ABBIE MCKENNA**

Head of Apprenticeship Development  
and Hub  
Apprenticeship & Skills Hub  
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Degree apprenticeships bring business and education together in the co-development of academic and work-based learning, offering an alternative route to equipping your employees with the skills and knowledge you need.



### **ANGELA SCANLON**

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Employability and Careers  
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We advertise your vacancies and help raise your profile with students to support sustainable graduate talent pipelines. Talk to us about graduate recruitment and partnership through placements, internships and skills development.