



Llywodraeth Cymru  
Welsh Government

Innovation

## Qioptiq Ltd

Qioptiq Ltd employs over 500 in North Wales on two sites at St. Asaph and Bodelwyddan.



Qioptiq Ltd specialises in the design and manufacture of optical and photonics products.

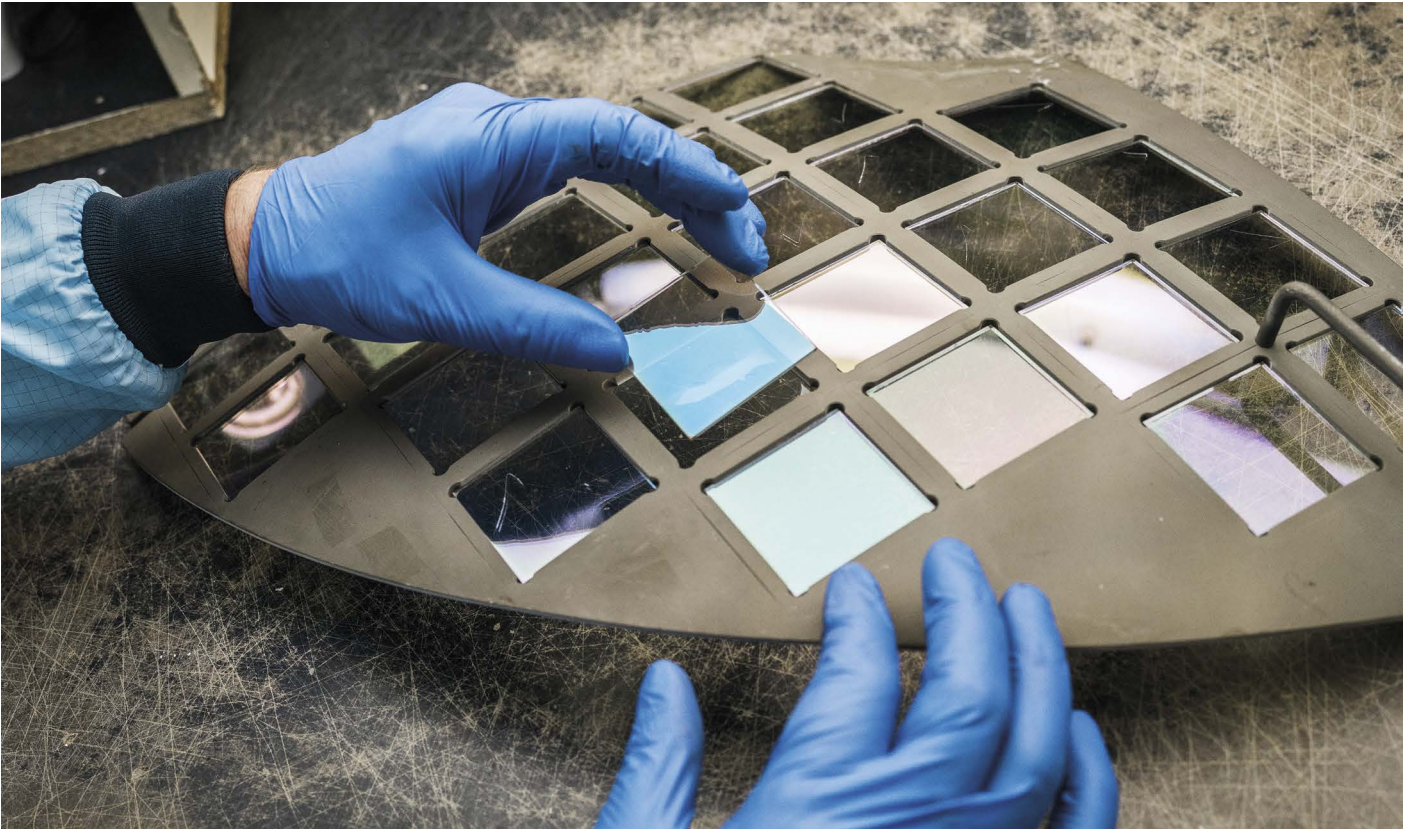
**Qioptiq Ltd** is part of the US-owned Excelitas Group which has operations throughout Europe, Asia and the USA. The company specialises in the design and manufacture of optical and photonics products and solutions that serve a wide range of markets and application. It is a recognised first-tier supplier to many of the defence and aerospace sector's leading companies. Its product range includes some of the most advanced optical technologies from Night Vision Sights to Head Up Display through to Space Components. A recent Knowledge Transfer Partnership has helped the company expand and grow its North Wales operation.

In 2016, Qioptiq Ltd, entered into a two-year KTP with the Business School at Cardiff University to help it reduce operating costs and optimise stock levels for service contracts through a leaner supply chain and inventory forecasting.

The partnership enabled an Associate in inventory forecasting business operations, to work directly with the company under the guidance of Cardiff Business School Professors.

### Key outcomes:

- 7 new jobs in North Wales – in line with the aspirations of the 2015 Wellbeing of Future Generations Act for a more prosperous Wales.
- Potential for significant reduction in the company's supply chain inventory – university collaboration has an important role as a driver for prosperity and growth.



It was co-funded by the Welsh Government, the Engineering and Physical Sciences Research Council and Innovate UK. It followed on from a project between Qioptiq Ltd and Cardiff University conducted as part of the Advanced Sustainable Manufacturing Technologies (ASTUTE) programme between 2010 and 2015.

“The KTP with Cardiff has been a great success for us. We have had access to top tier academic expertise and developed a strong working relationship with the University. Key outcomes have included the potential for a more streamlined and cost-effective supply chain inventory; a new purpose-built production facility and a major contract with the UK Ministry of Defence to service and maintain vital equipment needed to protect our soldiers on front line operations. The support from Innovate UK, the Welsh Government and affiliated project partners, together with the capability and commitment of our workforce, have all been important to our success.”

**Peter White, Managing Director, Qioptiq Ltd**

### **The Associate**

Thanos Goltos was the KTP Associate provided by Cardiff Business School to work in collaboration with the company. Working with the support of world-renowned academics he showed the company how it could reduce its inventory by up to 25 per cent. He provided sound inventory forecasting for sales and returns to support the company’s revamped ‘service and remanufacture’ circular economy model. He said:

### **Key outcomes:**

- £82m six-year contract win in 2017 to service night vision equipment for the Ministry of Defence (MoD) – harnessing support available to tap into the significant potential for trade both UK and worldwide.
- £2.5m investment by Welsh Government in new purpose-built production facility for company to fulfil the requirements of the MoD contract – supporting more Welsh businesses to innovate to succeed.

“This project was a great opportunity for me to put my operational management expertise into practice under the supervision of two highly experienced academics. It’s been a challenging but enjoyable journey with some amazing results that have made all of the hard work worthwhile.”

**Thanos Golstos, KTP Associate**

**The Academic Partner**

The Associate’s work was supervised by two Cardiff Business School academics: Aris Syntetos, Research Professor of Operational Research and Operations Management, and Mohamed Naim, the Deputy Dean. Both specialise in developing novel business systems and engineering approaches to provide more sustainable and resilient supply chains and lean, agile systems.

“The KTP has enabled us to demonstrate the tremendous impact that research, conducted at Cardiff Business School around inventory control and optimisation, can have on a commercial business as well as the knock-on economic prosperity benefits for the local region.”

**Professor Aris Syntetos, Cardiff Business School**

**Knowledge Transfer Partnerships**

Knowledge Transfer Partnerships (KTPs) have been running for over 40 years and are a highly effective way to resource and embed innovation or productivity changes into a business through collaboration between industry and Universities. KTPs are run in

partnership with Universities who recruit high calibre graduates (known as the Associate) to work on the projects.

Many of the Associates are retained as leaders and managers within the participating business and in doing so; help strengthen Wales’ profile, reputation and influence worldwide. In Wales,

Knowledge Transfer Partnerships are led by Innovate UK and Welsh Government to build stronger foundations for innovation and deliver prosperity for all – in line with the 2015 Wellbeing of Future Generations Act.

**For more information about KTP visit [ktp.innovateuk.org](http://ktp.innovateuk.org)**

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Prosperity for All: economic action plan is the Welsh Government’s national strategy. Find out more about the funding and support available from the Welsh Government:  
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