



Business Development

Business Support Services

Business Development at Belfast Met

The Business Development Team at Belfast Met are based in the e3 building at the Springvale Campus, which is a state of the art facility dedicated to enterprise, economic development and employability with specialist facilities for industry sectors identified as having growth potential.

In this booklet you will learn about the programmes and services on offer from Belfast Met's Business Development Department, these include training, mentoring, business support programmes, consultancy, student projects, student placement and strategic graduate programmes.

Belfast Met is the largest provider of further and higher education and training in Northern Ireland. It is located in central Belfast with 3 main campuses and out-centres across the city and provides courses ranging from basic literacy and numeracy through to vocational and academic programmes at degree level and equivalent.

The core business of Belfast Met remains its work with industry, business, and local communities. Belfast Met continues to build on its extensive links with a wide range of employers and business support agencies locally, nationally and internationally.



InnovateUs

InnovateUs is a skills development programme, funded by the Department of Employment and Learning delivered across Northern Ireland by the six further education (FE) colleges.

The programme provides 30 hours of fully funded mentoring (up to a value of £3,000) to companies with less than 50 employees in a number of key areas: Engineering, Creativity, Hospitality, ICT, Renewable Energy Digital Media, Life and Science and more.

The benefits of this programme are:

- A tailored training solution designed to meet the needs of your business
- Flexible training delivery, either in your workplace or at the College
- Increased innovation and growth within your business
- The opportunity to acquire accredited qualifications and a more productive, skilled workforce

For further information contact Nuala Kilmartin, Innovation Manager on tel: 028 9026 5069 or email: nkilmartin@belfastmet.ac.uk

Innovation Voucher



Could your business use £4,000 to solve a knowledge problem?

Invest NI provides an innovation voucher of up to £4,000 to enable small Northern Ireland enterprises, including limited companies, to access knowledge and expertise in local colleges and universities to develop innovative solutions to knowledge problems impacting on your business.

Knowledge Transfer Partnerships

Knowledge Transfer Partnerships (KTP) is one of the UK's leading business support programmes, helping businesses improve their competitiveness and productivity through the better use of knowledge, technology and skills.

Our team can help and the support you in defining and agreeing a project that will draw on Belfast Met's expertise and apply it to your business. The agreed project can be for between one and three years, with the overall aim of helping your business innovate in an area that you have identified as a high priority.

A high calibre graduate is recruited as a KTP Associate to implement your strategic initiative whilst our academics mentor the Associate, contributing their knowledge and experience to the project.

The funding organisations contribute up to 60% of the cost of the project. Funding for KTP programmes supports employment costs, mentoring, professional development, travel and equipment.

Graduate Export Sales & Marketing Academy

The Graduate Export Sales and Marketing Academy, a joint venture between Invest NI and the Department of Employment and Learning, aims to provide graduates with the practical skills and expertise required to take up exciting new opportunities in the fields of export sales and marketing.

The graduates spend eight weeks of the programme in Belfast Met's e3 Campus, training and acquiring accredited qualifications recognised in the industry. One of the 8 weeks is spent in a European Academic Institution in Leuven, Belgium, an invaluable opportunity to gain first-hand experience from international sales and marketing gurus.

The graduates will then have nine months employment with a local Employer with an international sales and marketing project (many as far afield as Australia).

This pilot programme is a perfect example of how the partnership can assist local businesses on an international level while upskilling graduates to prepare them for job opportunities in the workplace.

Fusion Projects

FUSION, InterTradelreland's all-island technology transfer programme, can help you to bolster your business's bottom line and get ahead of the competition by partnering your company with a third-level institution with the specialist expertise you need and a high calibre science, engineering or technology graduate.

With innovative training, talented graduates, award-winning knowledge transfer and a strong track record of challenging business thinking, we are well-placed to help your company or organisation to succeed.

The graduate is employed by you and is based in your company throughout the project (12 - 18 months) with mentoring from the academic partner and InterTradelreland FUSION consultant.

On average, each company taking part on the FUSION programme benefits from over £1 million worth of sales or efficiency savings in the three years following the project.

The incubation suite at e3 is a unique, modern hub promoting innovation and start-up. As a creative and collaborative environment, it is strategically placed to facilitate business incubation and add real value by providing the right amount and type of trusted support at the right time.



Business Incubation



Skills Focus

Belfast Met is one of the leading providers of training and education throughout Northern Ireland. Working closely with your organisation we can customise training to suit the needs of your business. By agreeing the best ways of meeting your objectives, Belfast Met ensure that the training you receive is relevant, timely and cost effective.

Working across all sectors, training can be delivered in a wide range of areas. such as: Health Care, Community Education and Life Skills, Applied Science, Engineering and Construction, Business, Management and Finance, ICT and Creative Services.

The Department of Employment and Learning (DEL) can provide financial support of up to 75% of the cost of enhancing the skills of your workforce. Belfast Met provide and deliver this customised training intervention.

For further information, please contact businessdevelopment@belfastmet.ac.uk

Student Projects

We are committed to connecting our curriculum with the needs of employers and pride ourselves on our pioneering approach to developing the skills of our students. Through Project Based Learning our students build upon and develop the attributes that employers tell us they value when recruiting staff.

The essence of Project Based Learning is that students learn from what they experience and not from what they are told. We believe this approach provides employers with a resource to help develop their business whilst our students develop the skills employers require.

For six weeks students on higher education programmes are based at the state-of-the-art e3 building on our Springvale Campus where they work in small teams in a dedicated Project Based Learning space with support from College mentors and access to the resources they require to deliver successful projects.



Student Placements

Belfast Met is a major supplier of educated and skilled workers for the Northern Ireland marketplace. Over 48,000 people enrol annually with Belfast Met, therefore, you are provided with employees who possess the skills and expertise required by your business.

Expert academic tuition and skills training received by our students coupled with the personal skills training delivered by our Employer Engagement Team ensures that each Belfast Met student can make a real difference in your workforce.

Opportunities exist for businesses to participate in short-term partnership programmes, provide specific project work for existing students or utilise graduate talent via longer-term programmes.

We are presently working with future employees for the Hospitality, Business, IT, Retail, Technology, Customer Service, Health and Creative sectors.

Apprenticeships



ApprenticeshipsNI is a work-based learning programme that offers a way for businesses to increase their workforce or up-skill existing staff to develop the skills required to move a business forward. Training an apprentice is a way to demonstrate a commitment to staff development and ensures a skilled workforce is in place. Apprenticeships are designed around your business needs by industry specialists who know and understand what you do.

Cost effective recruitment

Belfast Met has a large pool of young people who have made applications for this training. Working closely with the College could save time and the expense of advertising vacancies.

Increased competitive edge

Developing individuals through the Apprenticeship programme can bridge skills gaps, providing you with the skilled employees you need to compete effectively in today's market.

Training For Success

Training for Success (Level 1) and Programme Led Apprenticeships (Level 2) are government funded training initiatives to assist young people aged 16 – 18 (16 – 22 for young people with additional support needs) to develop occupational skills and enhance their employability through a structured programme which includes access to vocational and Essential Skills qualifications.

Participants benefit from access to regulated qualifications and a structured vocational training programme at the College that includes a valuable work placement with a host employer in their chosen occupational area.

Training for Success and Programme Led Apprenticeships offer businesses the opportunity to engage with young people and contribute to their vocational training where an employer does not have the resources to commit to ApprenticeshipsNI.



Facilities

Belfast Met is a multi-campus College offering a range of venues across the city with fully equipped committee rooms, lecture theatres, seminar and function rooms. There is a space to suit every need at competitive prices.

All facilities are fully accessible and include a comprehensive range of audio-visual services and technical support. Car parking is available across all campuses. A number of quality meeting rooms are available all year round, including boardroom facilities for high-level meetings and private dining. Belfast Met's event coordinators can arrange all elements of your event. We offer a one-stop-shop service, as well as a delegate management service if required.

Whether you require a breakfast meeting, working lunch or fine dining, Belfast Met offers a broad range of menus to suit all budgets and tastes. All produce is sourced from the finest local suppliers, ensuring special dietary needs or allergies are always accommodated.



Titanic Quarter Campus

Belfast Met's Titanic Campus offers an extensive range of courses in subjects including Hospitality and Catering, Business and Management, A Levels and GCSEs, Professional Training and Counselling, ICT, Hair and Beauty, Craft and Design, Science, Access to University, Sport and Leisure and Media and Multimedia.

An extensive range of seminar and training rooms are located throughout the building. The central hall and adjoining conference room operate as one large space or two independent facilities, overlooking Belfast's historic Hamilton Dock with views of the SS Nomadic and the iconic Titanic Belfast Building. The lecture theatre boasts comfortable tiered seating and writing pallets for delegates' convenience. The boardroom allows for flexible layouts to suit any meeting requirements.

All rooms have natural daylight, air conditioning and audio-visual facilities. The Titanic Quarter Campus is an ideal solution for organisation looking for an inspirational venue.



e3, Springvale Campus

The e3 building is dedicated to enterprise, economic development and employability with specialist facilities for industry sectors identified as having growth potential. The landmark building has specialist zones dedicated to digital media, manufacturing technology, catering, business incubation, SME training and renewable technologies.

Creativity and innovation are central to learning at e3 where students are encouraged to identify new business opportunities and will be supported to progress into one of the nine business incubation units to get their business up and running.

The facilities available include; 3D Animation Suite, Soundproofed Recording Studio, News & Radio Studios, Sound & Vision, Audio & Post Production, Renewable Technologies Workshop for testing and demonstration of renewable energies, Advanced Manufacturing & Materials Facility, Autoclave and a Hatchery for the development of ideas. All of the facilities in the building are also available to hire.

Events

Belfast Met offers a range of Event Management Services across all campuses. We guarantee memorable successful events for all occasions including:

- Training days
- Board Meetings
- Seminars
- Conferences
- Fashion Shows
- Team Building days
- Exhibitions

We have experience working with all sectors and can assist with all aspects of event management such as:

- Concept
- Planning
- Delivery
- Facilitators
- Room hire facilities
- Catering facilities
- Delegate Management

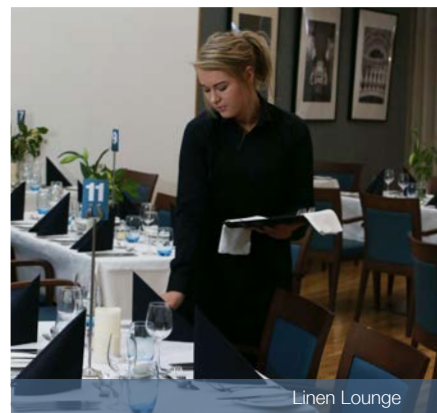
Contact Belfast Met to plan your next event in one of our state-of-the-art-facilities on tel: 028 9026 5046.



Central Hall



Lecture Theatre



Linen Lounge



Autoclave



Audio Room



PBL Area

Renewable Technology



B9 Energy and Belfast Met have joined forces to deliver the City and Guilds Level 3 Diploma in Wind Turbine Operations and Maintenance.

In support of the burgeoning wind turbine sector's skills requirement, Belfast Met and B9 Energy have combined their industrial and academic resources to provide a training environment that promotes the development of skills within the wind turbine sector.

B9 Energy have been proactive in working with engineering staff from Belfast Met in devising a system of delivery that accommodates the working patterns of wind turbine operatives, not ideally suited to attending regular classes, given remoteness of most wind farms.

The College has developed an innovative solution to facilitate the delivery of the qualification, with support provided via a dedicated virtual learning environment incorporating web conferencing and mobile technology.



Manufacturing and Engineering

Belfast Met have developed a number of innovative curriculum projects with the FE Sector including the Advanced Welding Academy and Manufacturing Skills Network.

We focus on Lean Manufacture, developing assured skills for local manufacturers, sponsorship opportunities and supporting businesses to diversify into new markets. We have developed a supply chain programme to enable SMEs in the Engineering Sector access to offshore opportunities.



Foundry Services

The Foundry at Millfield Campus has played a significant role in the development of our local manufacturing, art and craft industries over the last 50 years.

Services at the Foundry include metal casting research and development, manufacture of castings and CNC pattern manufacture. In addition we offer foundry technology consultancy and client specific part-time courses.

Contact Ken Barr by phone to 028 9026 5429 or email: kbarr@belfastmet.ac.uk

The Belfast Met composites workshop at e3 Springvale campus contains advanced manufacturing capability that can deliver aero-space grade quality on all components.

We offer a wide range of services including:

- Training in variety of composites manufacturing areas
- Product & prototype manufacturing
- Material selection
- Process selection
- Process optimisation
- Design for manufacture
- Manufacturing testing
- Manufacturing troubleshooting

Further information visit: www.belfastmetcomposites.com
or contact Findhan Strain, Composites Engineer on tel: 028 9026 5069 or email fstrain@belfastmet.ac.uk



Composites



Leadership and Management

Belfast Met has a well established, industry endorsed School of Business, Management and Finance with years of experience delivering business, leadership and management qualifications.

Training and accredited professional qualifications from Level 2 - 7 are available through a range of options designed to meet the needs of business whilst contributing to the personal and professional development of employees.

Bespoke training service and a blended approach to learning are offered, whereby professional qualifications are matched with leadership and management development programmes.

Digital Media

Digital Media, ICT and Creative Industries have been identified as essential areas for the growth and rebalancing of the Northern Ireland economy. Belfast Met is uniquely placed to assist local companies in achieving the critical goal of developing employees who are ready to meet the challenges of competing in an evolving marketplace.

Belfast Met's e3 economic development building on the Springvale Campus promotes employability, economic development and enterprise and provides industry standard facilities, including an animation and digital editing suite, high-tech TV studios with an eighty seat audience capacity, a radio production studio, pre and post production suites, computer training rooms and specialist equipment including a large green screen.



Cloud Computing

Belfast Met delivers programmes that help businesses recruit for critical but hard-to-fill ICT and software development posts, giving individuals access to industry recognised qualifications and the opportunity of employment, whilst supporting a key growth sector where demand still outstrips supply.

The unique characteristic of the various ICT, Data Analytics, Cloud Computing and Software Testing and Professionals development programmes which Belfast Met has delivered is around the Academy Model. Through this model we work in partnership with business to develop industry standard solutions and to tailor these to the needs of the employers. We define the solution with business, develop the learning materials, recruit the learners and deliver the qualified professionals into employment having completed an intensive Academy experience in our e3 building. The results of the Academies to date have been excellent, with 92% of trainees from diverse academic backgrounds securing employment in software and ICT.

Hospitality and Catering

Belfast Met offer full and part-time hospitality and catering programmes at the Titanic Quarter Campus and e3 building at Springvale, from Level 1 to Foundation Degree and apprenticeships to leisure courses. Local businesses can up-skill existing employees by undertaking recognised accredited programmes or certified tailored workshops at a number of sites across Belfast.

The Linen Lounge Fine Dining Restaurant, situated at Titanic Quarter Campus is the perfect place for a morning coffee, a bistro lunch or fine dining experience. During term time food is prepared and served by students studying professional cookery and hospitality programmes.

The Linen Lounge ethos is to give customers a value dining option prepared by NI's emerging talent under the guidance of the our experienced tutors and chef tutors.



Life and Health Science

The Life and Health Science sector has been identified as strategically important to the economy in Northern Ireland and an area that has the potential to grow new markets.

The scope of this sector includes Bio Technology, Pharma, Connected Health and Care, Medical Devices, Cosmetics/Dermatology and Chemical/Micro-biological Analytics.

Belfast Met has significantly invested in the Life Health Science sector and the Titanic Quarter Campus is home to ten dedicated laboratories and a specialist Instrument Room with Infra Red / Ultra- Violet Spectrometers and Gas Liquid Chromatogram Apparatus.

Belfast Met have built strategic relationships with the sector and continue to lead further education in their tailored support to this evolving industry.

Contact Us

Belfast Met's Business Development Team
would love to hear from you to discuss how we can
assist your business.

Tel: **028 9026 5069**

or email:

businessdevelopment@belfastmet.ac.uk



@e3_belfastmet

www.belfastmet.ac.uk