

Objective One case study knowledge economy



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The projects in the Knowledge Economy investment cluster include those developing the Combined Universities and activities that support the development of much stronger links between Higher Education and business.

Developing the Combined Universities in Cornwall is considered so important to the development of Cornwall and the Isles of Scilly it was the only project specifically outlined in the Single Programming Document contract. Prior to commencing the Objective One Programme in 2000, there was no such university opportunity in Cornwall.

University level provision in Cornwall and its links with business encourages graduates to start their own businesses, attracts new business and encourages innovation and knowledge transfer, thereby increasing the overall wealth of Cornwall and the Isles of Scilly.

MJ Medical

A company which deals with multi million pound contracts to design hospitals in Britain and abroad has used the Knowledge Spa to expand.

MJ Medical began by mainly providing healthcare equipment and consultancy services for hospital projects in third world countries including Africa and the Middle East. The company now also carries out a large amount of work in the UK via PFI (Private Finance Initiatives) schemes.

MJ Medical's services for healthcare projects include the planning of the activities within a hospital and its configuration (health planning), through to identifying what equipment is required and where it should be located and the related procurement, installation and maintenance of that equipment.

MJ Medical specialises in providing health planning and equipment advice for healthcare facilities including acute hospitals, diagnostic and treatment centres, cardiac care centres, mental health and primary care facilities throughout the UK.

While retaining its headquarters on Newham Road, Truro, MJ Medical has taken up one of the Knowledge Spa's business incubation units. MJ Medical has already been working with the Royal Cornwall Hospitals Trust to send consultants out to countries all over the world, including Uganda, to teach the hospital staff there how to use certain equipment.



An additional base at the Knowledge Spa has helped to cement the link between MJ Medical's team and the Royal Cornwall Hospital Trust's consultants

Cassie Coleman, MJ Medical Director, said that the Knowledge Spa base has helped to cement the link with RCHT consultants.

She said: "We have refocused over the last five years and now 80 per cent of our contracts are based in the UK. We have grown hugely in terms of staff from seven to 38.

"We began in 1987 in Coverack then outgrew the office and had to move to Truro. The availability of Knowledge Spa facilities has been a huge advantage to us.

"We have been able to develop the strong links that we already have with the Royal Cornwall Hospitals Trust. We have been able to access the hospital departments and staff and use the training facilities."

To this end the company is developing a post graduate diploma course in health planning and equipment planning which, it is hoped, will be delivered in the South West.

"If we can provide the diploma, we can provide skills for our staff in county, keeping the knowledge here," added Mrs Coleman.

MJ Medical's domestic portfolio includes the Cornwall & Isles of Scilly LIFT project which has already completed facilities at Roche and Liskeard; £51 million project at the cardiac centre at Blackpool, Fylde and Wyre Hospitals NHS Trust; a £34 million project at the New Gloucestershire Royal Hospital; a £350 million project in North Staffordshire, and a £250 million project at

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Newcastle Upon Tyne Hospital, including providing information and support on £64 million worth of equipment.

The International portfolio includes a £45 million project on the design layout for a 650 bed university teaching hospital in Jordan; a \$650 million district hospital project in Uzbekistan and a \$700,000 rural health centre project in Zambia, which was funded by the European Development Fund and involved the procurement, supply and installation of equipment for 175 health centres and district hospitals. MJ Medical undertook the project in collaboration with the UK National health Services Overseas Enterprise (NHSOE).



The inside of the Knowledge Spa, where MJ Medical occupy a business incubation unit