

Interface - The knowledge connection for business Connects Scottish Universities with global business

Emtelle is the global leader in ducted network solutions and air blown fibre solutions. It produces small, lightweight and robust underground cabling systems, pioneering the next generation of broadband network solutions for FttH (Fibre-To-The-Home).

Recent communications contracts have included cabling the communications infrastructure to 7600 homes in Nuenen, in The Netherlands and for the Olympic Village in Athens in 2004.

A particular problem of underground cable management is the presence of water and moisture in the tubing which houses the fibre optic cables. Emtelle's R&D team in Hawick has been looking to develop the next generation of polyethylene tubing to overcome this problem and reduce the water permeability rate. To do this, Emtelle required a recognised specialist working in the area of semi-permeable membrane technology.

"One of my colleagues had been sent a leaflet about Interface and the benefits for us were immediately apparent. We required a specific expertise and,

based on our criteria, we contacted Interface who put us in touch with the School of Engineering at Glasgow Caledonian University.

Interface - The knowledge connection for business, was the ideal catalyst in helping bring both parties together. Having previously worked with Heriot-Watt and Napier Universities on knowledge transfer partnership projects, we were aware that the external expertise we required probably existed within academia, but crucially, needed to find ways of uncovering the correct academic partner for this very distinct engineering project." commented Phil Clayton, Technical Manager of Emtelle.

Interface identified that this area of expertise was available within The Glasgow Caledonian University's Centre for Research on Indoor Climate and Health.

The centre's Chris Sanders takes up the story.

"The contact that Interface made for us with Emtelle led to an interesting series of discussions and allowed us to develop a relationship with a new industry sector.



This Emtelle product would normally be buried directly in the ground, and the water-swellaable tape (WST) would act as a water barrier to slow down water permeation into the central space, where the fibre optic cable is located. For more information please visit www.emtelle.com

"I believe that Interface is the perfect 'troubleshooter'. I would urge more companies and businesses to look closely at Interface to help cement the bond between academic talent and companies looking to further their product development."

Phil Clayton, Technical Manager of Emtelle.

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This enabled us to bring our expertise on moisture transport into a novel field. Interface plays a very valuable role in establishing contacts between specialised University groups and industrial organisations working in areas outside their usual field.”

A short-term consultancy project was agreed, enabling Emtelle to begin developing a superior product with ultra low water permeation rates. In short,

Interface gave Emtelle access to knowledge outside the core expertise of its business that helped it onto the next stage of its product development cycle.

Phil Clayton added, “I believe that Interface is the perfect ‘trouble-shooter’. I would urge more companies and businesses to look closely at Interface to help cement the bond between academic talent and companies looking to further their product development. It

really is a great opportunity to have Interface at your disposal.

The relationship made between universities and organisations have an important role to play particularly where complex problems and issues have to be resolved.”



About Interface - The knowledge connection for business

There is a wealth of world-class technology, skills and research facilities available within Scotland’s universities and research institutes.

With established links to thousands of world-class leading experts, Interface finds and introduces companies to the perfect academic partner.

Interface overcomes the challenge facing companies in understanding what is available or who to contact

in academia, for R&D or expertise capabilities by matching relevant expertise to specific business requirements.

Collaborating with academic partners brings significant business benefits:

- Develop innovative new products, services and processes
- Improve performance using technological advances
- Increase competitive advantage in key markets

- Enhance profitability in existing and new markets

Many companies don’t know that innovative solutions to help their business grow can be developed with academic assistance.

Interface is here to help make the right connections for businesses.

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