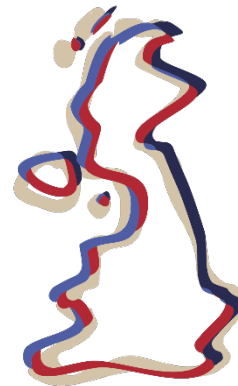




# Department for International Trade



UK Skills  
Partnership

# UK Government Ambitions

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UK Government wishes to work long term to:

- Enable **systemic reform** of education systems.
- Support **economic development, growth and sustainability** by building an **appropriately skilled workforce** through enhancing skills and education in key industrial areas.
- Share **world-class best practice** in teaching and education policy, design and delivery enabling young people to maximise their **potential for growth** via a range of **high quality education** routes.
- Create a **mutually beneficial opportunities** and partnerships which dynamically build the **capability and capacity** required for systemic long-term change.



# International Education Strategy

**Joint Department for Education and Department for International Trade – launched 16<sup>th</sup> March 2019.**

The strategy sets out the government's ambition to:

- **increase the value of education** exports to £35 billion per year by 2030
- **increase the total number of international students** choosing to study in the UK higher education system each year to 600,000 by 2030

The strategy sets out **5 cross-cutting strategic actions**, developed through consultation with the education sector.

These actions are supported with more specific actions, targeted at the respective needs and challenges of the different parts of the education sector.



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<https://www.gov.uk/government/publications/international-education-strategy-global-potential-global-growth>

# Headline actions

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- Appoint an **International Education Champion** in 2019.
- **Ensure Education is GREAT promotes the breadth and diversity of the UK education offer** more fully to international audiences, including prioritising more education bids for the GREAT challenge fund for 2019 (a £5 million fund which supports export activity for the sector across the globe).
- **Establish a whole of government approach to education exports.**
- **Strengthen the UK's visa offer** for international higher education students, and keep the visa application process for international students under review.
- **Provide a clearer picture of exports activity** and improve the accuracy and coverage of education exports data.



# HMG working as one....

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## Department for International Trade

Trade policy  
Export finance  
Market access  
Inward investment



## Department of Education

UK based / inward  
Policy & system  
Apprenticeships  
T-levels / LLL



# INTERNATIONAL EDUCATION

## Department for International Development

Dev. Policy  
Aid funding  
Global reach  
Skills funding



## Foreign and Commonwealth Office

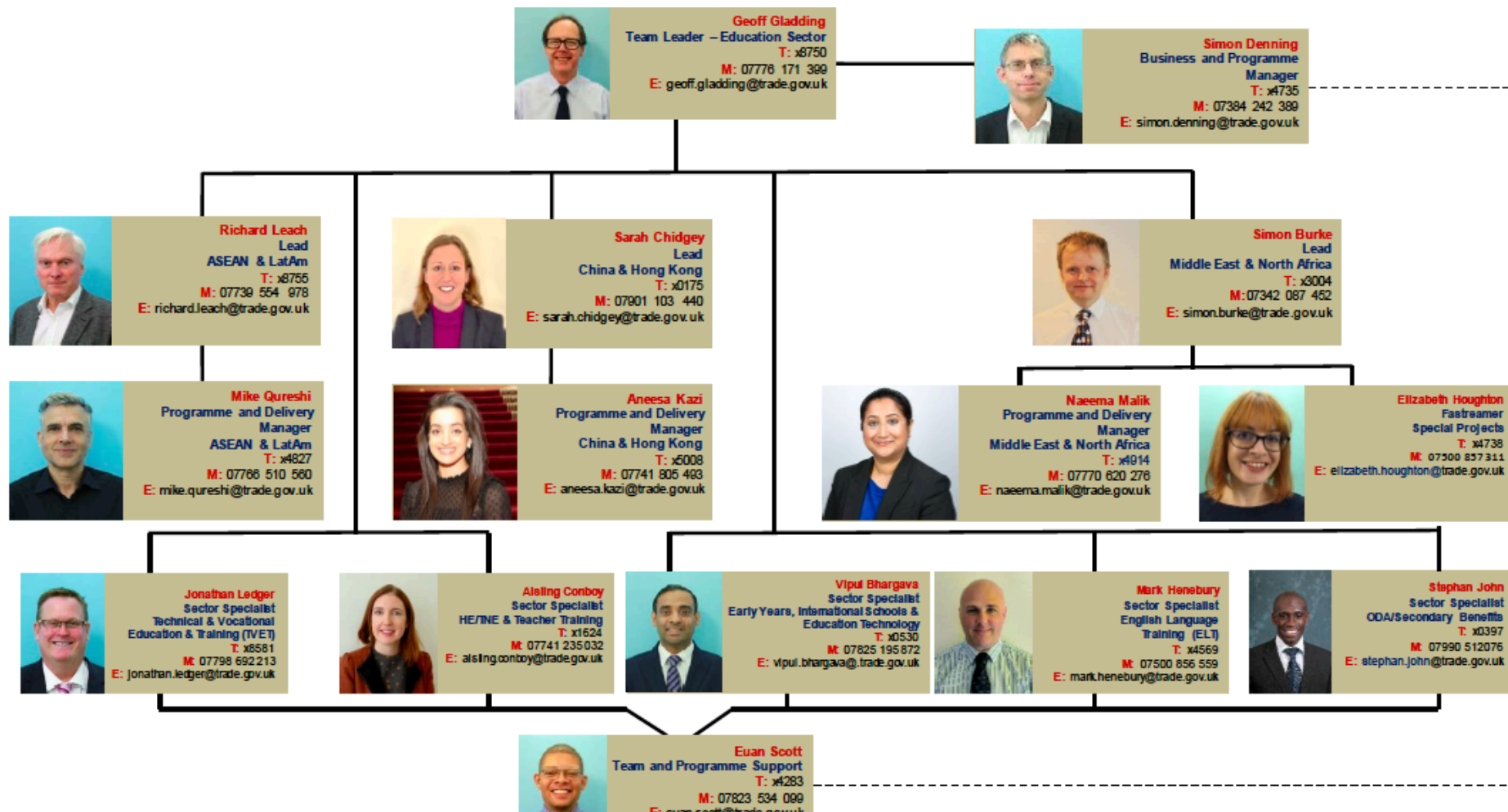
Diplomacy  
Soft power  
Prosperity fund  
Embassies



Department for  
International Trade



# Meet DIT Education



# Global focus

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Regions that present many opportunities for UK providers, but various barriers and complexities mean that accessing these education markets can be difficult without the support of government. The regions share common features that underpin their high value and potential, including:

- a drive from governments to prioritise investment in education and research;
- demand for the best learning experiences from the expanding middle classes; and,
- economies that are diversifying towards skills, knowledge and services.

**Latin America**

**Middle East &  
North Africa**

**China &  
Hong Kong**

**ASEAN**



# A common skills requirement...

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Many young people that join the labour force every year have low levels of skills and education. This holds back a country's labour productivity and competitiveness.

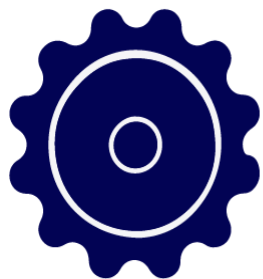
Government focus is shifting from informal to formal technical and vocational education and training programs, and to higher-end and technological skills at the post-secondary level which are linked more closely with labour market demands and the country's development needs.

There is also greater focus on the engagement of the private sector in training and vocational education.





# Skills for jobs...



## Industry 1.0

Mechanical production  
Steam and water  
power  
Weaving loom

1784



## Industry 2.0

First assembly line  
Mass production  
Electricity  
Discovery of oil and  
production of petrol

1870



## Industry 3.0

Computers and IT  
Micro circuits and  
processors  
Automated production  
Global supply chains

1969



## Industry 4.0

Interconnection of  
technology  
Mass connectivity  
Smart devices  
Computers in even  
the smallest devices  
Real-time data

Today



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# Invisible future skills

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The world's **first mobile phone** call was made on April 3, 1973, when Martin Cooper, a senior engineer at Motorola, called a rival telecommunications company and informed them he was speaking via a **mobile phone**.



# Typical reform

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- TVET Policy and Regulatory Framework
- Equitable access, and building competence
- Improving quality assurance and Accreditation
- Creating jobs in rural areas & innovation
- Formal and non-formal sector inclusivity
- Ensuring continued improvement & productivity
- Skills recognition and global mobility
- Generating family income / social growth
- Inclusiveness for all



# Aid funded support

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The Asian Development Bank (ADB) will focus on secondary education and technical and vocational education and training as part of a program-based approach to meet the objectives of the government's Education Strategic Plan.

**Current global donor opportunities  
exceed £2.5bn**

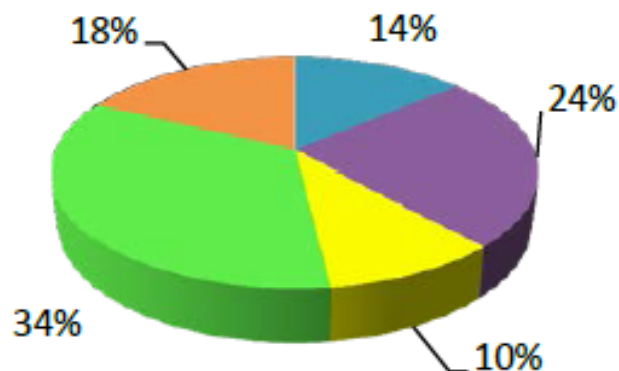
UK companies win less than 3% of this business



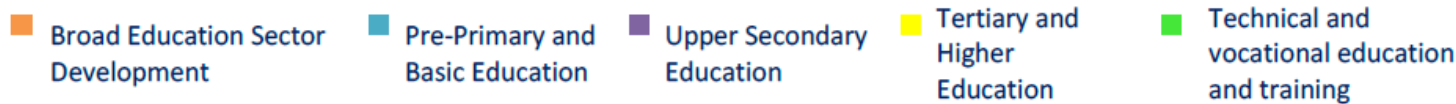
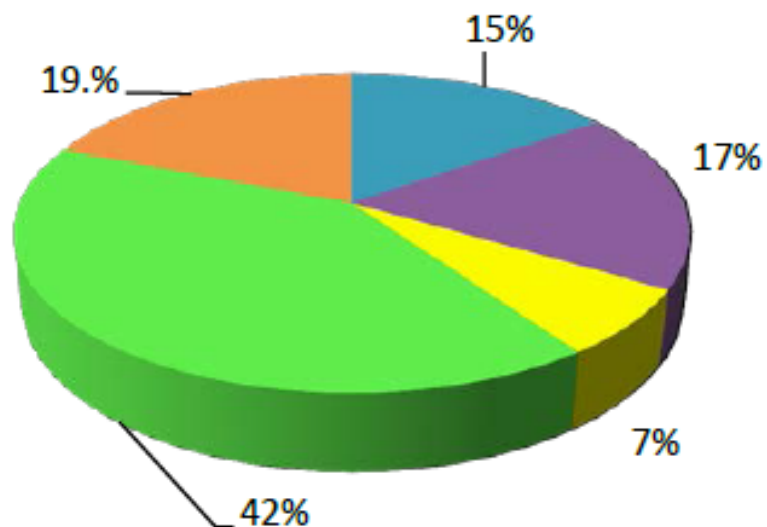
# ADB education spend

ADB

**2015-2017**  
(US\$3.564 billion)



**2016-2018**  
(US\$5.773 billion)



Burning your cash while  
searching for a working  
business model





Involved in bold  
shiny projects  
that blew up



Disappointed  
by the failure  
of a good idea



Avoid wasting  
time with ideas  
that won't work

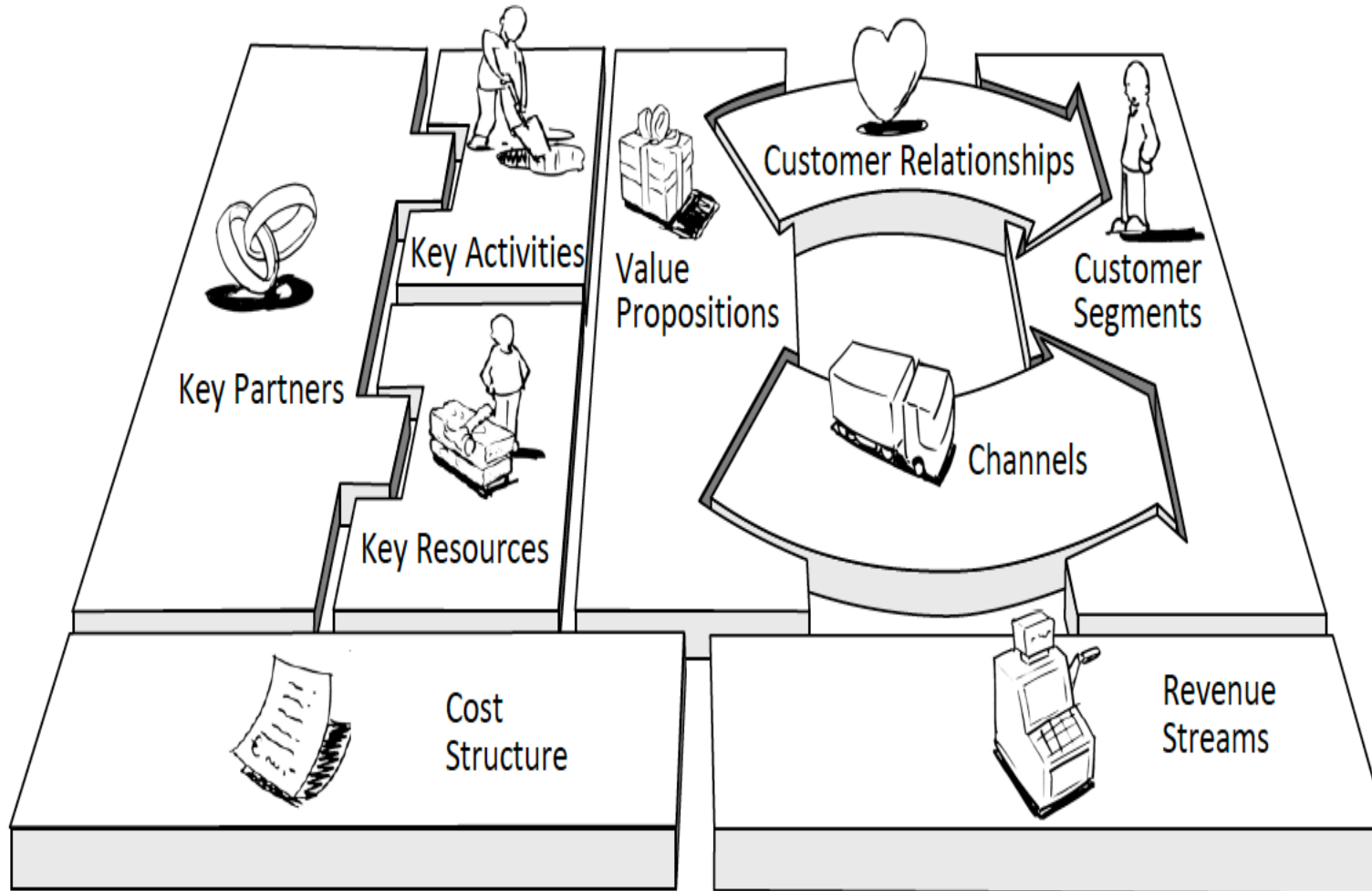


Design, test,  
and deliver what  
customers want

**failure → success**

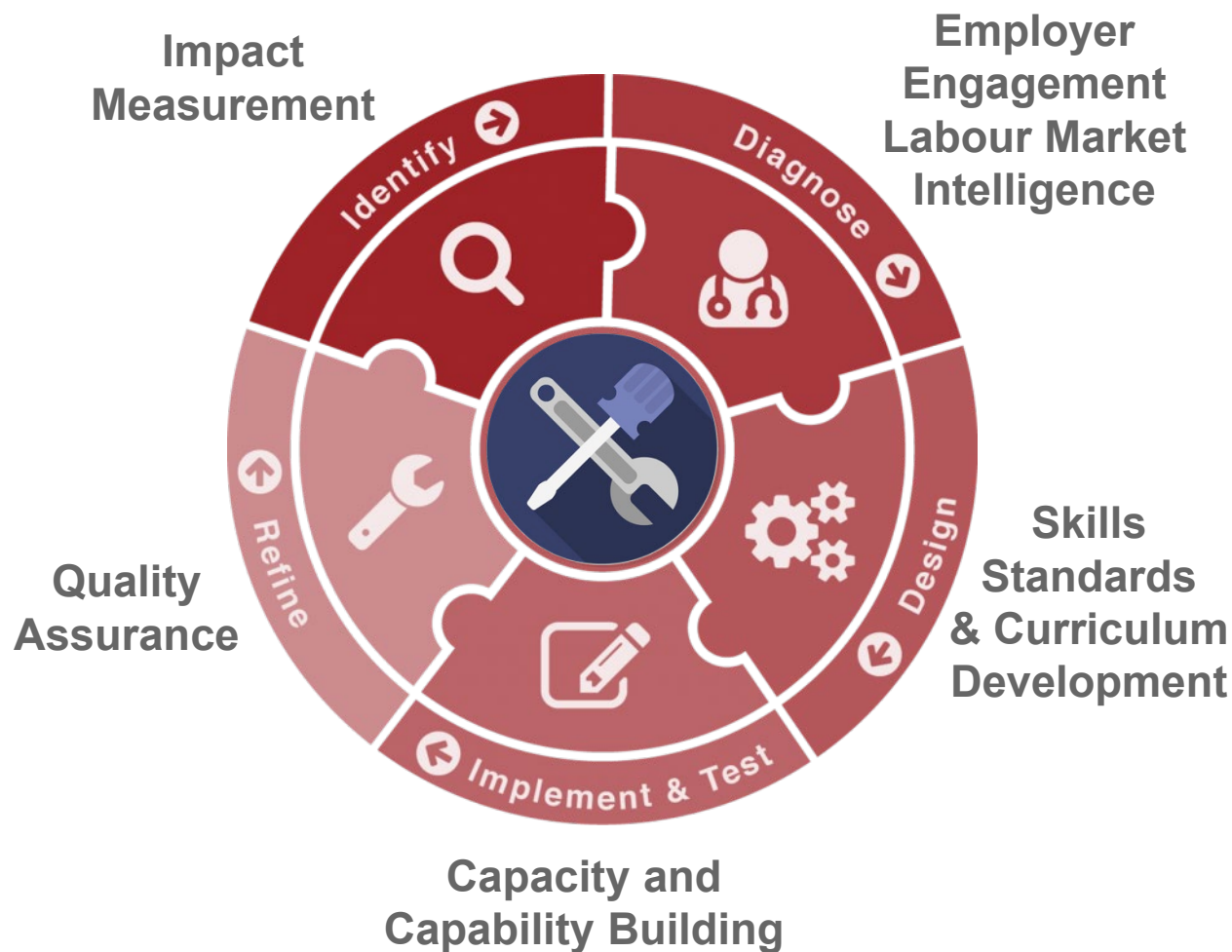


# What is the right export model...





# Skills export offer



# Celebrate UK skills

## The UK skills offer

- Sector focused** — World-class skills solutions tailored to industry/business
- Strategic** — Policy aligned strategic approach that delivers systemic change
- Demand-driven** — Delivering the right skills in a coherent way that creates impact
- Flexible & responsive** — Responsive methodology which flexes in a changing global market
- Contextualised** — Creating sustainable & workable TVET models to meet client's needs



# Current export opportunities...

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**Commercial opportunities** listed on DIT Opportunities website include: Bahrain, China, Egypt, Mauritius, Nepal, Africa, Panama, UAE...and more

**Skills for Prosperity** £75m in 9 countries on 3 continents, also up to £20m in China - mostly skills/TVET; Burma £25m skills

**Other aid funded:** ADB Philippines \$300m

Opportunities posted on LinkedIn, Twitter and via AELP.



# Help is at hand

EXPORTING IS **GREAT**  
BRITAIN & NORTHERN IRELAND



Access to **DIT global network**



Live **export opportunities**



**Events** and **webinars**



**Trade missions** to selected markets



**Market insights**



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International Trade

**EDUCATION  
IS  
GREAT**  
BRITAIN & NORTHERN IRELAND



# Actions for you

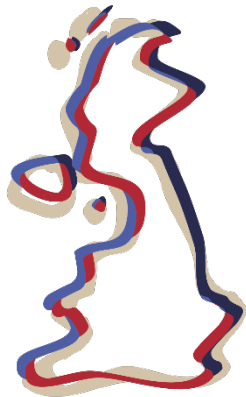
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- ✓ Register on the DIT Export **Opportunities** website  
<https://opportunities.export.great.gov.uk/>
- ✓ For DIT **events & missions** visit  
<https://www.events.trade.gov.uk/>
- ✓ For **aid funded agencies** go to UK Government's Guidance  
<https://www.gov.uk/guidance/aid-funded-business>
- ✓ Register on the **DFID Procurement Portal**:  
<https://supplierportal.dfid.gov.uk/selfservice/>
- ✓ To see UK **Export Finance products** and services  
<https://www.gov.uk/government/collections/uk-export-finance-products-and-services>
- ✓ For DIT **country insight guides** go to:  
<https://www.gov.uk/government/collections/exporting-country-guides>
- ✓ Review the **International Education Strategy**  
<https://www.gov.uk/government/publications/international-education-strategy-global-potential-global-growth>



# Win together

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## UK Skills Partnership

### Includes:

- Association of Colleges (AOC), Colleges Northern Ireland, Colleges Scotland, Colleges Wales and the Collab Group – **Colleges**
- UK Skills Federation – **Sector Skills Councils / National Skills Academies**
- Universities UK International (UUKi) – **Universities**
- Federation of Awarding Bodies & Joint Council for Qualifications (JCQ) – **Awarding organisations**
- Association of Employment and Learning Providers (AELP) – **independent providers**
- WorldSkillsUK – **Skills competitions and standards**
- British Council
- City & Guilds and Pearson
- British Education Suppliers Association (BESA)



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<http://www.ukskillspartnership.org.uk>



# Any Questions?

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# Make skills work, contact DIT...

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