

Economic growth created via aid-funded skills programmes

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**EDUCATION
IS**

GREAT

BRITAIN & NORTHERN IRELAND

UK Government Ambitions

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.

Aid funded support

The Asian Development Bank (ADB) 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



Current export opportunities...

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.

Secondary Benefit?

Benefit - an advantage or profit gained from something.

Secondary - resulting from something else that is primary

Secondary Benefit - additional indirect benefits that stem from the direct primary benefit of a project

Long Term Transactions - Exchange of goods or services between a buyer and a seller

Long Term Contracts - Agreements involving the exchange of services, money, or promises. Formation of a contract generally requires an offer, acceptance, "*consideration*"

Consideration - a promise of something of value given by a promisor in exchange for something of value given by a promisee

Opportunities arising

Secondary Benefits Opportunities

Opportunities at
design stage

Opportunities
at development
stage

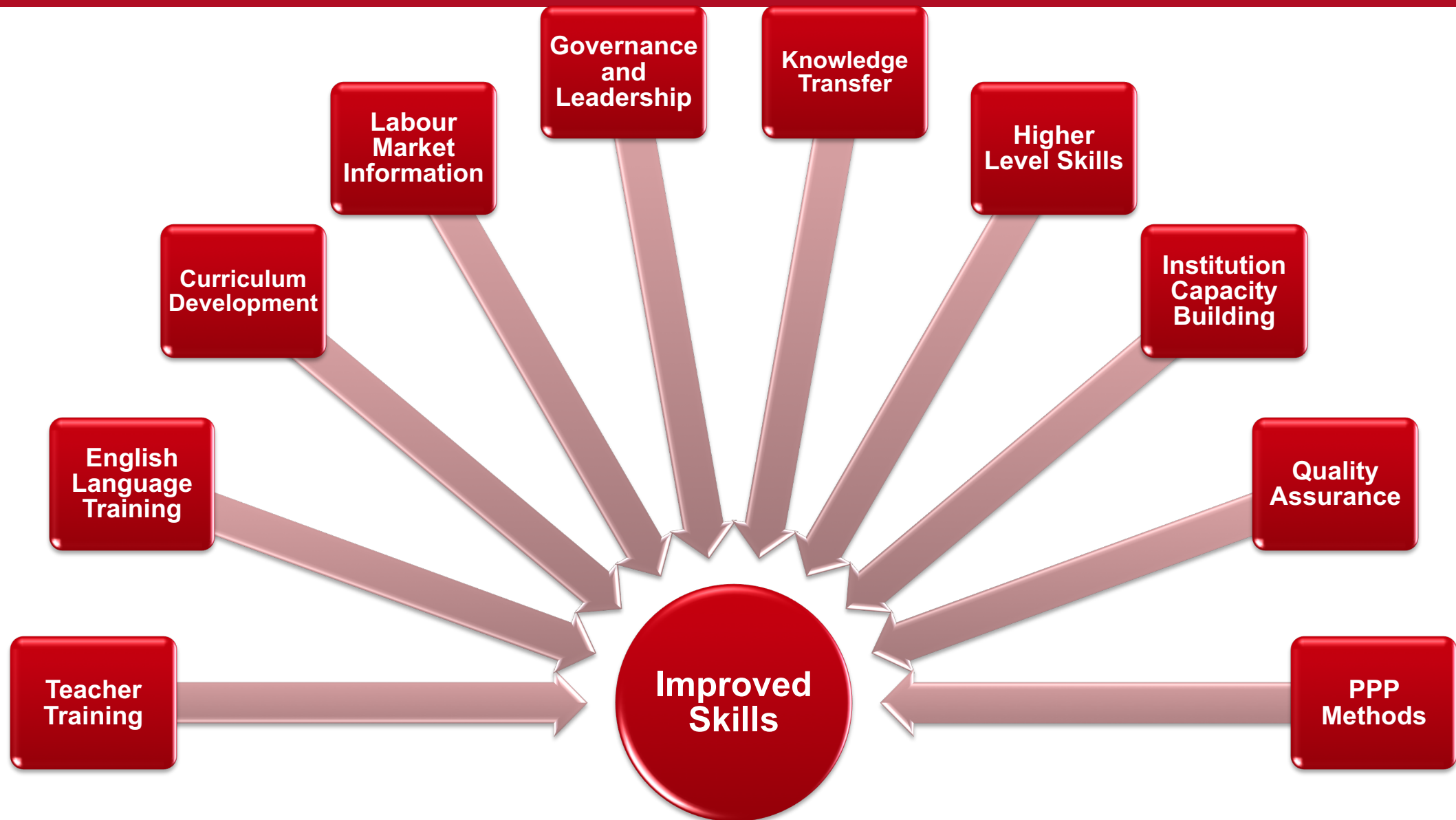
Opportunities at
implementation
stage

Systemic
Reform

Priority
Sectors

Targeted
Regions

Demand-led Interventions



Successful Outcomes

- Utilisation of diverse portfolio of strategies and methodologies
- Activities and strategies that are efficiently coordinated
- Development of objectives and implementation of nationwide change processes
- Development of the capacities of individuals, organisations and social institutions
- Capacity development of social partners
- Reforms that are effective and sustainable.
- Development of an enabling environment where changes remain and have real impact

What we want to achieve?

- Sustainable business activity in target countries
- “First in mind” position when opportunities arise
- Long term skills and business relationship and partnerships
- Development of suppliers for Donor funded projects
- In country partners considering commercial opportunities
- Further exports of goods and services from the UK
- Overseas Direct Investment (ODI) from the UK
- Foreign Direct Investment (FDI) from target countries into the UK;
- Removal of key market access barriers in target countries
- Promotion of trade between the UK and target countries.

Collaborators: synergy and mutual advantage

Types of collaborator and potential outputs from working with them

GOVERNMENT and INSTITUTIONS

Government ministries, departments
Regulator bodies
Standards committees
Specification bodies



OUTPUT

- Ø High-leverage early-stage opportunities
- Ø Policy drivers

SUPPLY CHAIN

Agents
Alliances
Joint Ventures
Partners
Subsidiaries



- Ø Market access

INTERNAL

PF delivery partners
UK Export Finance
BEIS
DFID
FCO
DfE



- Ø Synergies between programmes
- Ø Funding options
- Ø Contacts within DMU

MARKET

Industry actors and associations



- Ø Competitive capability of UK supply chain

UK Supply Chain Engagement

Identify needs and priorities

Value Skills Interventions

Sectoral
Approach

Solutions
Dialogue

Format
Interactions

Tender readiness

Delivery readiness

Consortia Development

Help is at hand



Access to **DIT global network**



Live **export opportunities**



Events and **webinars**



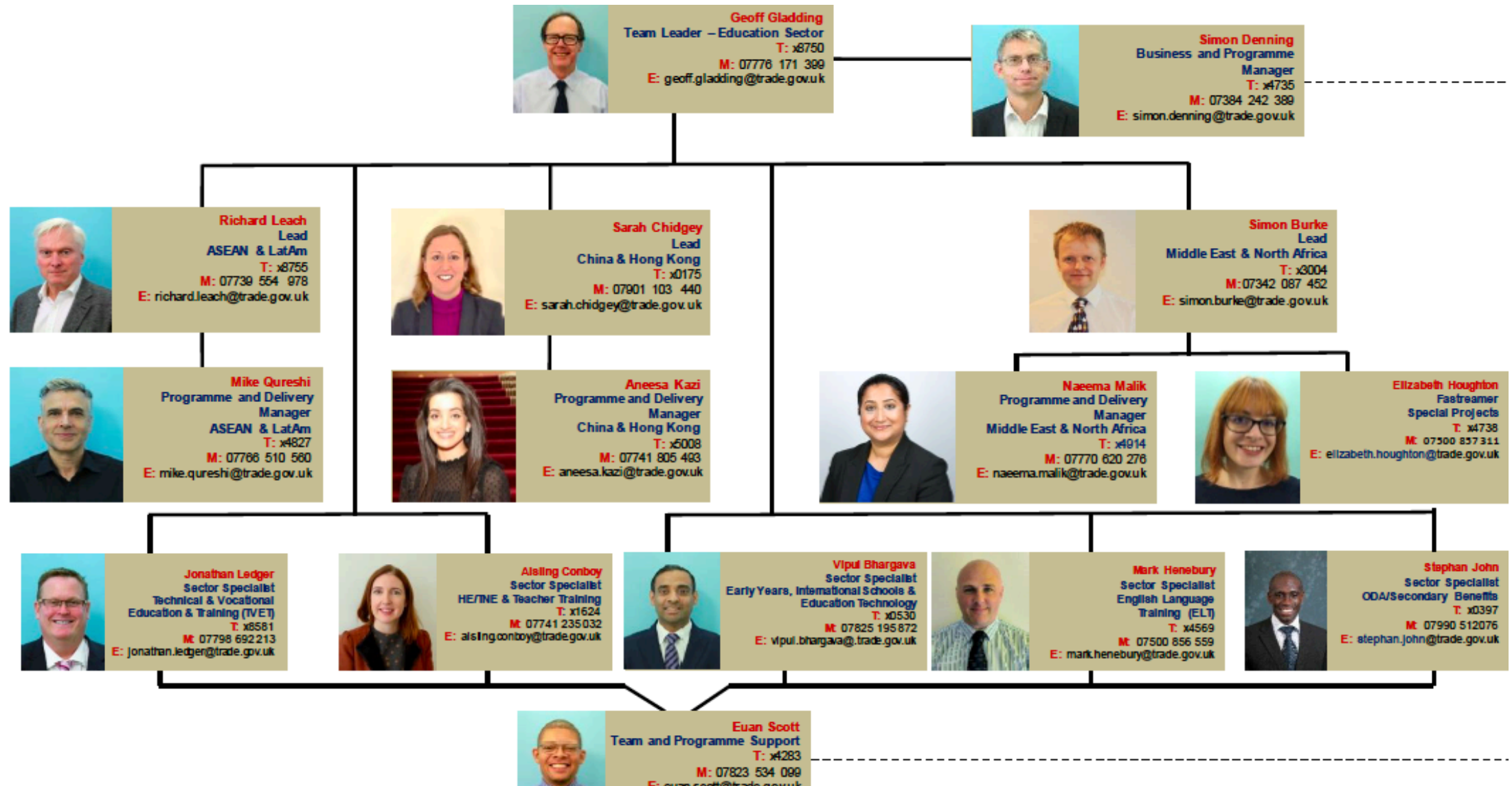
Trade missions to selected markets



Market insights

EXPORTING IS GREAT
BRITAIN & NORTHERN IRELAND

Meet DIT Education



Actions for you

- ✓ 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>

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