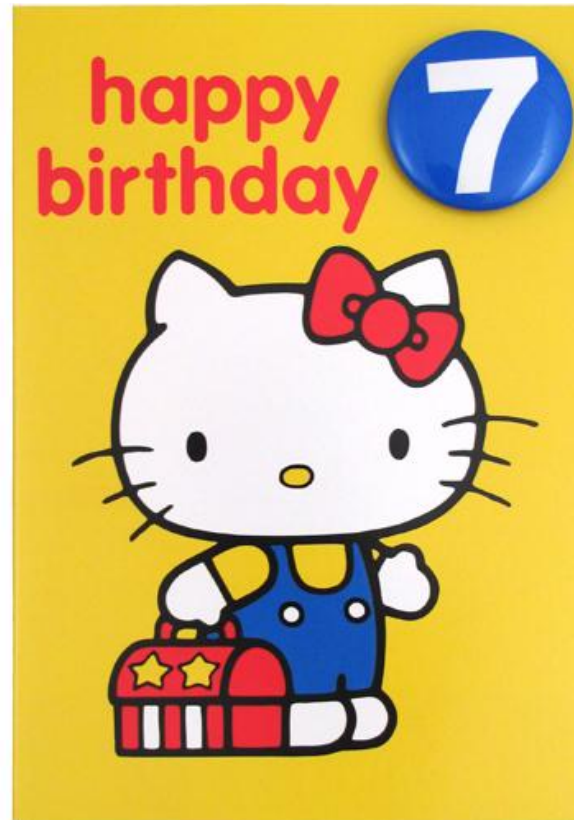


# TVET UK Doing Business Masterclass

January 2015



# Changing face of TVET UK



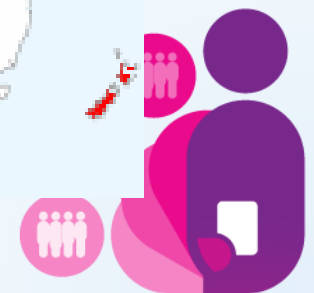
# Changing face of TVET UK



- Started as primarily as way to unify colleges, equipment and awarding organisations under a single brand incubated by national associations
- Scope quickly broadened and we became a company TVET UK Ltd and grew from there generating our own products
- Next phase of changes will see the national associations exit and TVET UK develop as a trade association with offices in several countries
- A rough estimate TVET UK has generated £25 for every £1 spent for members.



# TVET UK map of the world



- We will be the trade association for the skills industry
- Covering
  - Architecture, buildings and equipment
  - Standards, curriculum and quality assurance
  - Training, train the trainer, in country delivery, ELT
  - International certification
  - Student recruitment/exchanges
  - Project finance
- In short we will help any country build its skills capacity from the bottom up



# Local presence global expertise



- 18 months ago we set up TVET UK Nigeria.
- It has generated £4.5m for the UK economy.
- Launch November/December 2014
  - TVET UK Algeria
  - TVET UK Kazakhstan
- With others in the pipeline.
- A mix of JVs, local partners and direct recruitment



# Specialising in developing markets



- 7 years ago we were the first to enter Kazakhstan
- To date we have earned around £25m for members
- We specialise in opening markets up for members where there was little or no previous business.
- We want to be the go to organisation for UK education for markets like Turkmenistan, Algeria, Tajikistan, Burma, Mauritania, Indonesia, Thailand and Philippines. All have skills needs that we can fulfil.
- No interest primarily focused on markets where there is a strong UK presence e.g. China India Brazil



# How do we do it at TVET UK?



- We generate our own projects
- Trade missions to markets for members
- Inward missions of VIPs and decision makers from markets
- Scoping visits to markets to develop opportunities
- Liaison with UKTI Commercial offices in embassies
- Working with local embassies in London
- Direct contact with ministries around the world
- Aid funded business consortium building
- Lobbying on behalf of the commercial education sector all over the world
- Continuous flow of opportunities.





# Membership



- Open to all with vocational interest
- Membership fees pooled to create opportunities
- Experts talking to governments, corporates and institutions on your behalf to tease out their needs
- We invest in developing markets on your behalf that wouldn't exist otherwise
- We are not a tender mill recycling the same old ops
- A vehicle for UK providers to exploit opportunities without having to spend time brand building and relationship building.
- Project finance sourcing
- What we work on now benefits you in future, you trade off our reputation



## In summary



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Finding the right contacts in international markets can be time consuming and costly

TVET UK takes you to the heart of the action

We can save you time and money and get you higher further faster!!

TVET UK create markets for UK Skills sector

