

# TVET UK

## An overview of services and markets

**Matthew Anderson**  
Executive Director  
TVET UK



# So what can the TVET UK do for international customers?



- Work with governments to deliver system reform
- Partnering with international institutions to deliver UK capability (variety of models)
- Delivering short flexible modular courses for industry
- Specialist training for world events (Olympics, commonwealth games etc..)
- Train the trainer, initial teacher training, leadership and management development
- The sectorial approach - Complete packages!
- Aid funded business – developing nations TVET systems via World Bank ADB EuropeAid etc..



# What have our organisations done overseas?



- Policy and systems, benchmarking, and curriculum and programme design
- Managing facilities, refurbishing buildings, physical and ICT resources and management information systems
- Standards and qualifications infrastructure
- Accreditation and quality improvement systems
- Partnerships between institutions, in-country delivery, twinning, campuses
- Student recruitment, student & staff exchanges
- Train the trainer, initial teacher training, leadership and management development
- Agent networks



# How do we do it?



- Trade missions – straight to heart of market!!
- Inward missions – decision makers to your door!!
- Scoping visits – setting up contacts and planning for you!
- Liaison with UKTI Commercial offices in embassies
- Direct contact with ministries around the world
- Aid funded business
- Lobbying on behalf of the commercial education sector
- Up-skilling the sector through 'Master Classes'
- Consultancy



# Some key markets for 2013 onwards...



## • Saudi Arabia

- 2 trade missions, 1 conference 1 visit with John Hayes, Skills Minister, 2 study tours in last 2 years inc Minister of Labour
- Working with Saudi Aramco, they visited in Sept
- Formed consortia of members to bid for some of 11 new vocational colleges
- Opening office there in 2013 to capitalise on opportunities. Need to be there!
- Developing projects with many Saudi corporates



# Key markets 2013 onwards...



## • Indonesia

- undertook scoping visit in October 2012.
- 500 New colleges being built in next 4 years, need equipment, curriculum and UK college partners
- Indonesian president visit in November
- Visit with all party parliamentary group visit 9<sup>th</sup> March
- Trade mission 20<sup>th</sup> April 2013 Jakarta (and Burma)
- Working with private university on partnership



# Key markets 2013 onwards...



- **Algeria**

- 2 trade missions 1 inward mission 1 scoping mission
- Massive demand for English language
- Opportunities in energy, business,
- Retraining unemployed
- Heritage restoration of buildings Tourism etc...

- **Bahrain**

- 2 missions 3 visits
- Signing MOU with Tamkeen on 3<sup>rd</sup> March to pave way for sector to engage with Bahrain corporates
- ICT opportunities, Ministry of Labour



# Key markets 2013 onwards...



## • Turkmenistan

- 4 visits in 18 months
- Oil and gas project approx \$15m Equipment curriculum training, hosted DPM last week
- EU project €3m – study tour 2 weeks ago, construction, tourism and agriculture
- Sport project with UK college for \$5bn spent on infrastructure (January 2013 BE trade mission)
- Visit/mission planned in early June
- **HOT MARKET!!!**





# Key markets 2013 onwards...



## • Libya

- 4 visits in 12 months
- TVET UK Libya now operational run by partner
- Won contract to deliver skills missions from UKTI
- Trade mission and inward delegation due in March/April
- Working across 5 ministries
- MOU with NBTVE signed March



# Key markets 2013 onwards...



## • Nigeria

- 6 visits in 3 years, 4 inward visits
- Niger Delta Training Initiative project students due May, whole project worth £7m to UK 100+ students arriving April
- Lagos state government project
- DOCAG – 5 major oil companies – 6 centres of excellence, Malaysia link, TVET UK broker
- Numerous smaller corporate projects
- TVET UK agent in place working on our behalf



# Key markets 2013 onwards...



- **Myanmar (Burma)**

- Very new market!!!
- Scope in December with FCO minister Hugo Swire
- Working with FCO and British Expertise on scoping mission, report and conference later in year
- Huge potential in private vet sector, pursuing ops, longer term ops with government
- Trade mission 20<sup>th</sup> April (inc Indonesia)



# Key markets 2013 onwards...



---

- **Serbia**

- Study tour in January
- In dialogue with government over full VET reform

- **Morocco**

- Visiting on ministerial visit late March
- Morocco Britain Business Council
- Stream of opportunities

- **Kazakhstan**

- Accompanying PM Envoy Charles Hendry in spring
- Need to re-energise once great market!



## Other active markets



- 
- South Sudan
  - Uganda
  - Ethiopia
  - Singapore
  - China
  - India
  - Oman
  - Kuwait
  - South Africa
  - Brazil
  - Russia
  - Spain
  - Egypt
  - Lebanon
  - Iraq
  - Tajikistan
  - Angola
  - Mauritania
  - Caribbean
  - Chile



---

Our objective is to develop the sector for international work

## Market intelligence

country and region briefings

sector briefings (e.g. Telecoms in MENA region)

## Elements of international work

- Aid Funded Business
- Export Credit
- Bid writing

## Networking sessions



## In summary



---

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

TVET UK takes you to the heart of the market

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

£25m - £30m in income to date a 1 to 19 ratio of spend.

TVET UK create markets for UK Skills sector



# Aid funded business



- Won Turkmenistan €3m Europeaid contract
- Short listed for Mongolia €4.5m Europeaid contract
- Bidding for Moldova, Algeria, Kyrgyzstan work

New income for the sector, new income for colleges who can supply experts and undertake pieces of work





# Immediate opportunities



7<sup>th</sup> April – Libya

20<sup>th</sup> April Burma - Indonesia

2<sup>nd</sup> June - Turkmenistan

Contact [rita.dobson@tvetuk.org](mailto:rita.dobson@tvetuk.org)

## Autumn

Kazakhstan Saudi Arabia Bahrain Libya Nigeria Indonesia



## Contact us....



---

Rita Dobson - Member Services Manager

[rita.dobson@tvetuk.org](mailto:rita.dobson@tvetuk.org)

[www.tvetuk.org](http://www.tvetuk.org) – new website launching early March with case studies of our biggest successes.

@tvetuk – Twitter - keep up to date by following our tweets

