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Scottish Colleges International Development Network
Working collaboratively to seek new international opportunities

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Scottish Colleges International Development Network

- What are Scottish colleges doing internationally?
- International opportunities for colleges
- The need to work in collaboration
- Case Study – STEP
- Case Study – Panama ITSA
- An overview of the International Development Network

What are Scotland's colleges doing internationally?

Of the 15 regional colleges that responded to network survey:

- 13 are currently engaged in international activity
- 68% generate income of more than £500,000 per year
- The main activities are:
 - Student mobility
 - Student recruitment
 - Research/ Consultancy
 - TNE
 - Professional Development (including teacher training)

What are Scotland's colleges doing internationally?

Main international markets include:

- EU
- Latin America
- MENA
- China
- SE Asia

Colleges in Scotland operate across the world.

What are Scotland's colleges doing internationally?

Main reasons why colleges engage in international activity:

- To raise the profile of the college
- To enrich learning and teaching
- To earn a margin from it

The results of the survey mirrors the sector across the UK.

International opportunities for colleges

- By 2030, it is predicted that emerging economies will contribute 65 percent of the global GDP.
- The demand for skilled labour is growing faster than supply, against a backdrop of ageing populations.
- Many countries are not equipped to provide their young people with a high-quality education that meets their national skills demand.

International opportunities for colleges

- Currently, over 25 countries globally have recently published national skills and English language strategies to develop technical and vocational education, and bilingualism.
- Key markets include: China, ASEAN, East Africa, Latin America, South Africa, Egypt.
- Key opportunities for colleges are:
 - Curriculum development and capacity building
 - Teacher and professional training
 - TNE and partnerships
 - English and TVET training

International opportunities for colleges

- Opportunities are larger in scale and over a longer period of time.
- China – Multi-million pound projects to develop technical colleges and TNE.
- Egypt – TVET II focussing on young people, women and tourism.
- Panama – development of new colleges and bilingualism.
- The need to develop delivery partnerships is becoming increasingly more important.

The need to work in collaboration

International development network survey highlighted a number of challenges preventing colleges from growing their international portfolios:

- Lack of capacity within the college (including staffing and facilities)
 - Lack of resources and investment to grow internationally
 - Financial Risk
 - Government policy
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- Working in collaboration can help address some of these issues and allow partners to expand their portfolios.

Case Study 1 – Scottish Training for Energy Partnership

- STEP formed in 2017 to look at commercial training opportunities in oil & gas in East Africa.
- Joint approach between Edinburgh College, Dundee & Angus College and three private training providers
- Tendering in for large scale projects (World Bank, Ministry initiatives, private companies).
- Shares the risk and the load.
- Addresses capacity issues and utilises expertise.



Case Study 2 – Panama ITSA Feasibility Study

- Partnership between Edinburgh College, Scotland's Rural College, and Sunderland College.
- Edinburgh brought project management, teacher training, college management and market expertise
- SRUC brought technical and curriculum expertise.
- Sunderland brought development and English language expertise.



Scottish Colleges International Development Network

- Established this year to bring together Scotland's colleges for joint international work.
- Supports the Scottish Government's ambition to have a joined-up approach to exporting.
- A forum to share best practice and establish commercial partnerships.
- Aims to help raise awareness of Scotland's colleges' ability to deliver internationally and our expertise in TVET and English language.

Scottish Colleges International Development Network

- Network ambition to respond to opportunities of scale with a Team Scotland and Team UK approach.
- A single point of contact for external stakeholders and partners like British Council, Colleges Scotland, DIT and AoC.
- Looking to establish joint working partnerships with other key players – universities, SSCs, awarding bodies etc

Scottish Colleges International Development Network

- Through the Network, the development of a model consortium contract framework will:
 - Allow colleges to take on larger value contracts by spreading liabilities and coping with the demand of a larger international contracts.
 - Give international clients confidence that the consortium would be legally constituted, so more likely to remain in place throughout the procurement and delivery of contracts.
 - Broaden the international scope of Scottish FE by offering a sector-wide range of specialisms.

Scottish Colleges International Development Network – Next Steps

- Development of the Network Strategy – due for completion in Spring 2018.
- Development of the contract model for consortium working.
- Expanding our reach and encouraging more colleges to join and more partners to get involved.

Questions?

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For more information, visit:

<http://www.collegedevelopmentnetwork.ac.uk/networks-projects/international/>