



ITQ (Invitation to Quote)

For: Experts on TNE programme sustainability
(Deadline extended)

Please find below an invitation to submit a proposal for a three-day training programme from **19 to 21 March 2018** on TNE programme sustainability, focusing on the management of a successful and sustainable transnational education (TNE) programme for teams of approximately 30 management professionals or lecturers from Thai higher education institutions.

Date:	7 February 2018
Overview of the British Council	<p>British Council is the United Kingdom’s international organisation for cultural relations and educational opportunities. Its purpose is to build engagement and trust for the UK through the exchange of knowledge and ideas between people worldwide. It seeks to achieve its aims by working in education, science, governance, English language and the arts. In 2013/14, its programmes, products and services reached a total global audience of 600 million people.</p> <p>The British Council was established in 1934 and incorporated by Royal Charter in 1940. It is registered as a charity in England and Wales (charity no. 209131), and Scotland (charity no. SCO37733). It is also an executive non-departmental public body, with the Foreign and Commonwealth Office as its sponsoring department.</p> <p>Its primary charitable objects are set out in the Charter as follows:</p> <ul style="list-style-type: none">• Promotion of cultural relationships and the understanding of different cultures between people of the United Kingdom and other countries.• Promotion of a wider knowledge of the United Kingdom.• Development of a wider knowledge of the English language.• Encouragement of cultural, scientific, technological and other educational co-operation between the United Kingdom and other countries.• Further promotion of the advancement of education. <p>The British Council works in more than 110 countries around the globe and employs over 7,000 staff worldwide. Its headquarters is in the UK, with offices in London, Manchester, Belfast, Cardiff and Edinburgh.</p> <p>Further information can be found at www.britishcouncil.org</p>
Context	<p>British Council Thailand has been working collaboratively with the Thai Office of the Higher Education Commission (OHEC) and selected higher education institutions to develop joint or double/dual degree programmes with UK institutions.</p> <p>Building on the success of the Year 1 Project, the UK-Thailand Transnational Education Development Project Year 2 — Gearing towards Thailand 4.0 and sustainable development — has been expanded to all Thai and UK higher education institutions.</p> <p>The project aims to provide support for Thai and UK higher education institutions to develop further partnerships, particularly in transnational education, and create new education programmes to prepare an appropriate workforce for supporting the Thailand 4.0 initiative and social enterprise. In addition, the project aims to promote a long-term education partnership between Thailand and the UK and encourage exchanges of knowledge, know-how, and practices between education institutions in the two countries.</p> <p>Details of the TNE initiative can be obtained from the following link: https://www.britishcouncil.or.th/en/programmes/education/our-work-support-higher-education-and-research-sector/uk-thailand-transnational-education-development-project</p>

Activities in the Year 2 Project include a professional development programme prior to the commencement of established degree programmes, a TNE forum, and workshops on “Quality Assurance and Industry Engagement” as well as “**TNE Programme Sustainability**”.



Note about the Thailand 4.0 initiative

Thailand 4.0 is a new economic model for transforming Thailand into a value-based economy. The Thai government has defined 10 new engines of growth for the country. The first S-Curve is about enhancing current industries towards continued growth, while the new S-Curve relates to the development of future industries to achieve a leap of growth for the Thai economy.

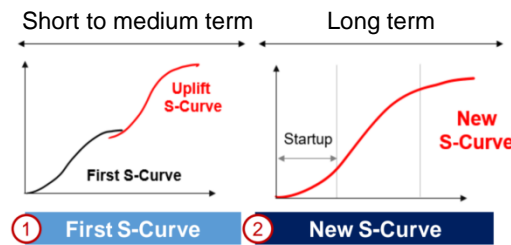


Photo source: www.moe.go.th

<i>First S-Curve</i>	<i>New S-Curve</i>
Next-Generation Automotive Smart Electronics Affluent, Medical and Wellness Tourism Agriculture and Biotechnology Food for the Future	Robotics Aviation and Logistics Biofuels and Biochemicals Digital Technology Medical Hub

You can read more about Thailand 4.0 here: <http://thaiembdc.org/thailand-4-0-2/>

**Scope of Work/
Specification/
Outputs**

Objective:

To assist 12 participating Thai higher education institutions in developing a plan for a sustainable TNE programme and ensure that it creates long-term social and economic development between the two countries.

Outputs:

- A three-day workshop on TNE programme sustainability conducted by no more than two trainers from the UK. The training content should consist of, but not limited to:
 - programme sustainability (especially in terms of impact and financial aspects)
 - business plan for the TNE programme
 - procedure for ensuring the TNE programme contributes to the national agenda of Thailand 4.0
 - targeted student segments and labour market demand in Thailand and the ASEAN
 - TNE best practices, identifying lessons to be learnt and case studies
 - understanding the process for establishing new TNE programmes

	<ul style="list-style-type: none"> - Online mentoring and assessment (participants from each university will be asked to develop a TNE programme sustainability plan after the workshop with feedback from the trainers). - 12 plans to be developed and refined before being reviewed by UK peers in May 2018. <p>Outcome:</p> <ul style="list-style-type: none"> - Representatives from each Thai institution will be able to design, refine and implement a strategy and plan to successfully attract a sufficient number of students to their TNE programmes, as well as creating a positive impact in the two countries and facilitate programme sustainability. 																																							
<p>Key Background Information:</p>	<p>The UK is the leading global provider of TNE programmes, with approximately 700,000 students actively enrolled, involving around 80% of UK universities. This indicates that TNE in the UK is expanding all around the world. Referring to the research conducted by the British Council in 2013 on “The Shape of Things to Come — the evolution of transnational education”, Thailand is considered to have the potential for further transnational education development.</p> <p>Building on the success of the Year 1 Project, the British Council and Office of the Higher Education Commission propose to deliver the TNE Development Programme Year 2 to support transnational education partnership links between the two countries through activities which could help unlock policy and market challenges, contributing to an internationalising environment while providing economic benefit to both the UK and Thailand.</p> <p>Thai universities participating in the second phase of the Year 2 Project, i.e. two workshops and a peer review in the UK, and their proposed TNE programmes for development are as follows:</p> <table border="1" data-bbox="400 1167 1445 2112"> <thead> <tr> <th>Thai institution</th> <th>UK institution</th> <th>Proposed TNE programme</th> </tr> </thead> <tbody> <tr> <td>Bangkok University</td> <td>University of Hull</td> <td>BA and BA plus MA in Health and Wellness Communication, and Health and Wellness Tourism Management</td> </tr> <tr> <td>Chiang Mai University</td> <td>University of Westminster</td> <td>MSc in Digital Innovation and Financial Technology</td> </tr> <tr> <td>King Mongkut's University of Technology Thonburi</td> <td>The University of Sheffield</td> <td>BEng in Industrial and Intelligent Systems Engineering</td> </tr> <tr> <td>Mae Fah Luang University</td> <td>King's College London</td> <td>BSc in Food Science and Technology</td> </tr> <tr> <td>Nakhon Phanom University</td> <td>The University of Manchester</td> <td>MSc in Biotechnology and Bioinnovation</td> </tr> <tr> <td>Naresuan University</td> <td>Newcastle University</td> <td>MA and PhD in Social and Sustainable Development</td> </tr> <tr> <td>National Institute of Development Administration (NIDA)</td> <td>University of Hull</td> <td>MSc in Logistics Management</td> </tr> <tr> <td>Prince of Songkla University</td> <td>The University of Manchester</td> <td>BSc in Medical Technology, MRes in Infection Biology</td> </tr> <tr> <td>Rajamangala University of Technology Krungthep</td> <td>University of Leeds</td> <td>BA in Social Policy with Enterprise</td> </tr> <tr> <td>Suranaree University of Technology</td> <td>Goldsmiths, University of London</td> <td>MSc in Management of Innopreneurship and Business Design, and MA in Social Entrepreneurship</td> </tr> <tr> <td>Thammasat University</td> <td>SOAS, University of London</td> <td>BA in Thai Studies</td> </tr> <tr> <td>Walailak University</td> <td>Coventry University</td> <td>BBA in Global Tourism and</td> </tr> </tbody> </table>	Thai institution	UK institution	Proposed TNE programme	Bangkok University	University of Hull	BA and BA plus MA in Health and Wellness Communication, and Health and Wellness Tourism Management	Chiang Mai University	University of Westminster	MSc in Digital Innovation and Financial Technology	King Mongkut's University of Technology Thonburi	The University of Sheffield	BEng in Industrial and Intelligent Systems Engineering	Mae Fah Luang University	King's College London	BSc in Food Science and Technology	Nakhon Phanom University	The University of Manchester	MSc in Biotechnology and Bioinnovation	Naresuan University	Newcastle University	MA and PhD in Social and Sustainable Development	National Institute of Development Administration (NIDA)	University of Hull	MSc in Logistics Management	Prince of Songkla University	The University of Manchester	BSc in Medical Technology, MRes in Infection Biology	Rajamangala University of Technology Krungthep	University of Leeds	BA in Social Policy with Enterprise	Suranaree University of Technology	Goldsmiths, University of London	MSc in Management of Innopreneurship and Business Design, and MA in Social Entrepreneurship	Thammasat University	SOAS, University of London	BA in Thai Studies	Walailak University	Coventry University	BBA in Global Tourism and
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Budget	<p>The total maximum budget available for this project is £9,000 NET, including VAT and any other expenses. Logistics (travel, accommodation, and subsistence for no more than two trainers) will be managed and covered by British Council Thailand following British Council's Travel and Expenses policy.</p> <p>The budget is an estimation and subject to change.</p>																						
Supplier Response	<p>Please complete your ITQ response and submit it no later than 23 February 2018 to https://britishcouncil-vksfv.formstack.com/forms/tneyear2_programme_sustainability</p> <ul style="list-style-type: none"> • Please ensure that you send your response in good time to prevent issues with technology – late submissions may not be considered. • Do not submit any additional documentation with your ITQ response except where specifically requested. • Supporting evidence (PDF, JPG, PPT, Word and Excel formats only – other formats should not be used) can be provided to substantiate your response; please ensure that all attachments/supporting evidence is clearly labelled with the appropriate section/question number. • Where supporting evidence is requested as 'or equivalent', it is the Supplier's responsibility to prove the relevant equivalence. • It is not acceptable to submit a generic policy in answer to a question. • All answers in the ITQ response should be inserted in the dedicated response section/question in Annex 1. • Any alteration to a question will invalidate your response to that question and a mark of zero will be applied. • Completion and submission of your response does not guarantee award of any British Council contract. 																						
Evaluation Criteria	<p>The award criterion for this Invitation to Quote is the most economically advantageous. The Supplier's submissions will be taken into consideration only if they pass Section 1 - Mandatory and Discretionary Rejection.</p> <p>Supplier responses to this ITQ will be assessed using the following criteria and weightings.</p>																						

Criteria	Weighting
Section 1 – Mandatory and Discretionary Rejection	Pass/Fail
Section 2 – Background, knowledge and experience	30%
Section 3 – Summary of approach	30%
Section 4 – Understanding of British Council's aims/objectives	10%
Section 5 – Costing/Price	30%

Evaluation of all submitted responses will be undertaken by the evaluation panel, which will consist of British Council representatives with relevant and significant experience and knowledge of the requirements.

Evaluation of all submissions will only consider information presented within the response. Previous/current relationships with suppliers cannot be taken into account when evaluating submissions unless the previous/current experience is clearly evidenced within the response. Evaluation will be fair and transparent.

The responses under each section will be scored based on the following matrix:

Points	Interpretation
15	A comprehensive and strong answer indicating the supplier is fully capable and experienced to deliver the required outcomes. A detailed response that directly responds to all requirements with no ambiguity and relevant examples provided.
12	There are slight concerns that the supplier will not be able to achieve all the outcomes required and response lacked details of relevant experience. A less detailed response that broadly responds to the requirement with some ambiguity and few relevant examples provided.
10	There are concerns that the supplier will not be able to achieve the outcomes required and response significantly lacks details of relevant experience. A less detailed response that broadly responds to the requirement with some ambiguity and no/irrelevant examples provided.
5	There are serious indications that the supplier will not be able to achieve the outcomes required and has not provided appropriate evidence of experience to successfully deliver the outcomes required. A response that is not entirely relevant to the requirement, with ambiguity and lacking specific detail.
0	The answer is non-compliant and/or no relevant information has been received to demonstrate the supplier can achieve the required outcomes. No response or a response that is entirely irrelevant.

The lowest all-inclusive cost proposed will receive 30% as per the evaluation criteria. All other submissions will be allocated a % score pro-rata.

The final evaluation score will then be calculated for each response by adding together the scores for each section.

Conditions & Contractual Requirements

Confidentiality

All information contained within this document is confidential and is provided only to give suppliers an adequate understanding of British Council's requirements and under no circumstances should be disclosed to a third party without British Council's consent.

All relevant policies that suppliers are expected to adhere to can be found on the British Council website – http://www.britishcouncil.org/new/about-us/jobs/folder_jobs/register-as-a-consultant/policies-for-consultants-and-associates/

This document does not constitute an offer to provide goods/services to British Council and British Council is not obliged to award a contract for these goods/services.

British Council reserves the right to request reference information.

All costs incurred in the preparation of the ITQ response are the Supplier's responsibility.

NOTE: All costs related to travel, accommodation and meals will be agreed in advance with British Council Thailand.

Payment and Invoicing

British Council will pay correctly addressed and undisputed invoices within 30 days. British Council has a requirement for invoices to be produced in an electronic format.

Essential information to be included on any invoice for British Council is:

- A description of the services supplied.
- British Council reference number/Purchase Order number.
- Addressed to Accounts Payable.
- Costs including VAT (if applicable) and any other charges.

Contracting

A copy of any relevant contract will be sent to the successful Supplier directly after the announcement.

Mandatory due diligence and discretionary rejection information included in the ITQ response will form part of your response to this ITQ.