



The
Training Gateway

business focused professional development from UK universities

The Training Gateway – developing international markets

Amanda Selvaratnam Director

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What is The Training Gateway?

A **FREE** single portal through which organisations can source corporate, vocational and executive training and educational partnerships from UK Universities and colleges

Membership from all UK universities and around 70 colleges – 2700 individual members



Key Benefits for Members

- Weekly email detailing range of UK and international business opportunities, including partnership opportunities – saving internal resources to identify these opportunities
- Cost effective access to UK and international trade shows and exhibitions
- Opportunity to participate in international training and education missions to meet overseas training buyers and to meet commercial officers and training buyers visiting the UK
- Networking and workshops for members
- Portfolio of professional training programmes developed for members



Who We Work With

- **UKTI**
 - Outward Missions
 - Events BETT, World of Learning ,
 - Scoping Activities
 - Inward missions and events
 - Training – Gateway to Export
- **BEUK**
 - Outward Missions,
 - Scoping Activities
 - Co - promotion at events





2000 Business Opportunities

Over £200 million of
business in over 60
countries



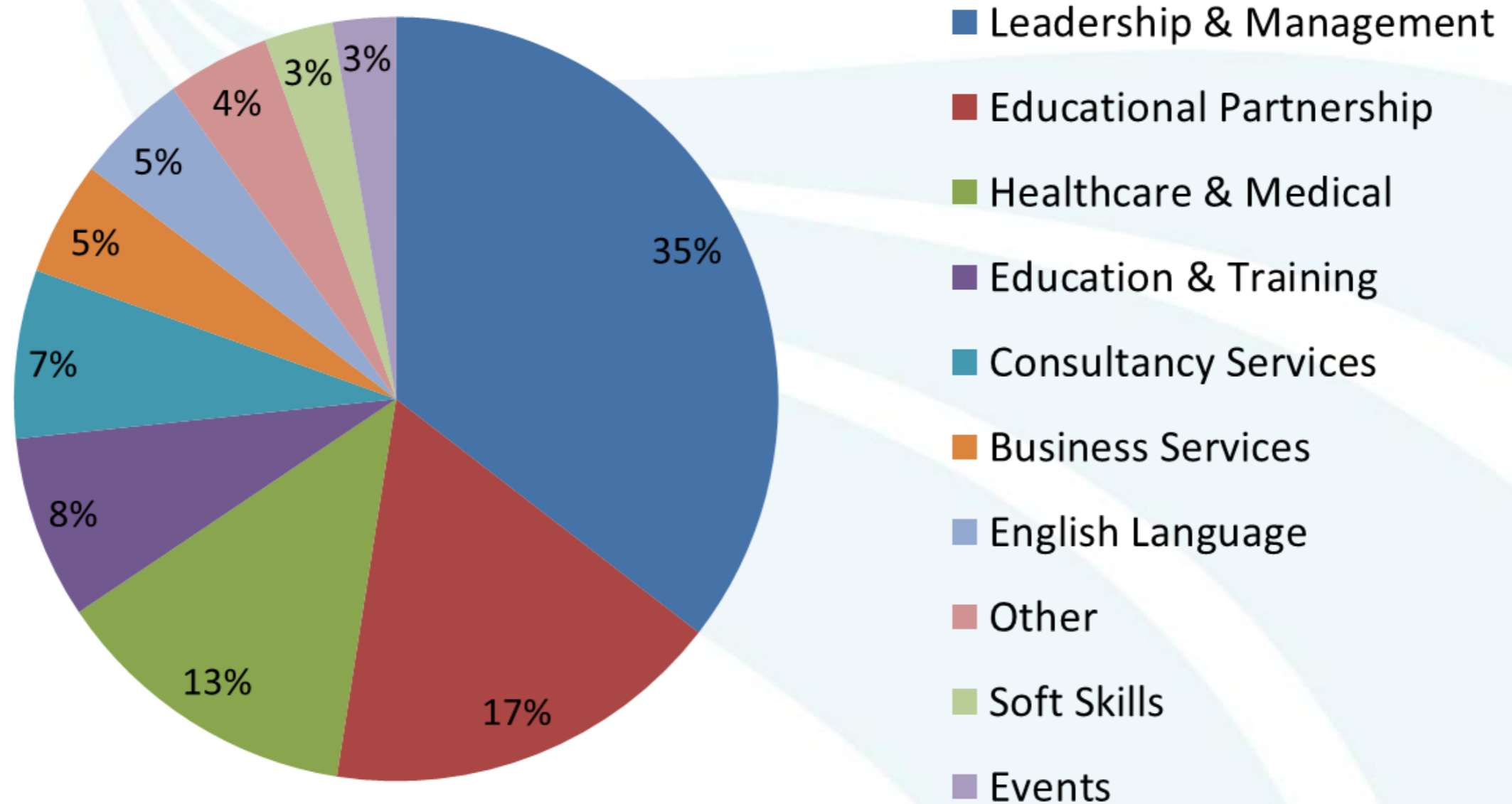
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corporate and professional training from UK universities and colleges

www.thetraininggateway.com

Interests per Sector – Top 10 Sectors

No. of interests per sector



**33% of
enquiries are
from
international
markets**

**Key regions include the
Middle East, China, India
& South East Asia**



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16 International Missions

The Training Gateway has led missions to Spain, Austria, Singapore, Hungary, Nigeria, Vietnam, Libya, Qatar, Kuwait, UAE, Turkey, India, South Africa, Taiwan & China



Examples of Opportunities

- Specialist training for engineers, oil and gas, financial services, customer services, marketing and sales
- Leadership and Management Training – locations across the world, different sectors, different modes of delivery
- Training for public sector workers across all sectors both for UK and in-country delivery
- Accreditation of in-house training programmes



Case Studies – in country delivery

- **Partnership with Libyan Ministry of Health**
 - development of training programmes for health care practitioners
 - MoU signed with MoH followed by visit to Libya by Training Gateway to promote the UKs expertise in health
 - 5 universities return to Libya to assess current nurse training and develop proposal
 - UK universities in partnership deliver specialist English language training and health care skills to nurses in Libya
- **Teaching English To Young Learners - Singapore**
 - blended learning programme for teachers delivering the school curriculum in English delivered in Singapore by UK university in partnership with a local organisations



Case Studies – UK delivery

- Creative leadership skills for senior managers from Vietnam using UK university staff in partnership with private training providers
 - 4 day course delivered in UK
 - Curriculum designed by company in partnership with university and private training companies
- Marketing training for company presidents from Chinese forestry companies
 - 1 week residential course spread over 2 weeks allowing time for sightseeing etc
- Wide range of educational partnerships with universities and colleges across the world
 - staff/student exchange, joint degrees, staff development etc



Business Won



An excellent service; a very useful and supportive means to finding potential training providers, I would not hesitate to use you again!"

David Jefferies, Organisational Development Manager, Golden Gates Housing Trust

Marketing

- Identify key events, missions and exhibitions
- Represent the whole HE Sector
- Provide a one stop shop for clients
- Limited Hard copy materials
- Use other organisations to raise awareness
- Social media



Advantages of Working with BEUK

- Accredited organization
- Many clients want ELT as well as skills training
- Many universities and colleges don't have an ELT Centre
- Complimentary offer between the Training Gateway and BEUK



