

Introducing British Education and Training Providers to Brunei & The Philippines

2nd - 6th December 2019

UK-ASEAN
BUSINESS COUNCIL

 **EXPORTING
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GREAT**
BRITAIN

Education & Training Trade Mission to Brunei & Philippines

In December 2019 the Department for International Trade and The Training Gateway, working in partnership with UK-ASEAN Business Council, are taking an education and training trade mission to Brunei and Philippines for UK TVET Providers including FE providers, private training providers and universities.

This is an excellent opportunity for organisations interested in entering these two exciting markets to learn more about the education and training opportunities available and meet potential partners and clients.

Key opportunities include:

- Organisations who can provide accredited training programmes and develop competency based programme for the Hospitality and Tourism and ICT sectors
- Organisations who can provide accredited training programmes for Engineering, Construction and Maintenance related skills including Hoisting Riggers, Scaffolders, Welders, Market Fitter, Painter Blaster, Maritime, Rail and HSE for the energy sector (oil and gas)
- Organisations able to provide professional development for Brunei TVET teachers and trainers
- Providers of vocational skills assessment audits
- Professional Bodies
- Vocational training focussed on Industry 4.0 skills such as automation, robotics, Virtual reality, artificial intelligence, IT, cyber etc

Who should attend?

- training and education providers
- vocational colleges and private training providers
- university international officers
- business development managers and academics
- experts in apprenticeship development and delivery
- professional bodies and accreditation organisations

Dates

Brunei: 2nd - 3rd December
Philippines: 5th - 6th December

- Comprehensive programme of visits
- In-country support
- Mini Exhibitions
- 121 Business Meetings
- Opportunity to deliver master classes



Contact Details

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To register your interest

Please email us at info@thetraininggateway.com



Why ASEAN

It is estimated that the value of the TVET market in ASEAN is approaching US \$2 billion. Within ASEAN there is a shortage of professional skills and a need for more TVET graduates.

ASEAN markets are undergoing rapid development and to address skills shortages Governments are heavily investing into this segment of the market.

History of TVET in the UK dates back to the 12th century and UK training has worldwide recognition for quality and excellence.

Within ASEAN there is strong demand to work with UK TVET Providers including FE institutions, private training providers and universities.



Cost

£200

Included:

- Comprehensive programme of visits
- In-country support
- Mini Exhibitions
- 121 Business Meetings
- Opportunity to deliver master classes
- Support with visas
- Transport between meetings in country

Not included:

- Flights
- Hotel Transfers
- Accommodation
- Subsistence
- Visa costs

Funding

You can contact your DIT International Trade Adviser at your regional DIT office to find out if there is any individual funding available to subsidise delegate costs. To find contact details please use this web link <https://www.contactus.trade.gov.uk/office-finder/>

Please email us at info@thetraininggateway.com to register your interest



Key Opportunities in Brunei

Brunei Darussalam (Abode of Peace) is a high-income country with a population of 421, 300 (2017 est) with a GDP per capita of £26,000 with its oil and gas dominated economy accounting for over 60% of its GDP. In its preparedness for Industry Revolution 4.0. Brunei's long term sustainable development plan - Vision 2035 aspires for economic diversification and aims for generating educated, highly skilled and accomplished Bruneian workforce.

There is a national push for standards and education for Brunei to develop an effective ecosystem for accreditation process across priority sectors.

Sectors in demand including: **Energy, ICT, Hospitality and Tourism, Construction and Marine.**

Brunei is on the cusp of economic diversification and has ambitions for local Brunei companies to partner up with international companies to provide accredited training program (up to level 4) across all priority sectors.

TVET is a key priority in Brunei, with significant opportunities for UK companies in capacity building and curriculum development.

Key Opportunities:

- Continuing Professional Development
- Train the trainers
- Leadership and Management in Industry 4.0
- Management of Apprenticeship Programme
- Accredited Training Programme

Target Invitees:

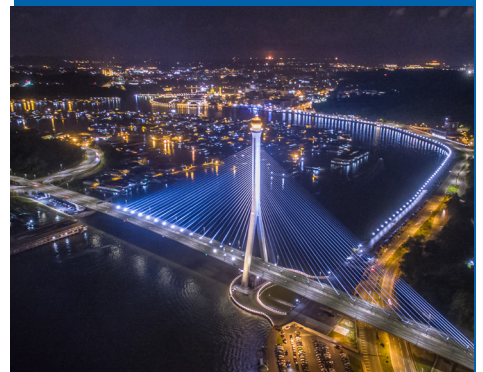
- Government Agencies involved in Skills, Construction and Rail
- Training and education providers
- Vocational colleges
- TVET Organisations
- Business Chambers
- Private Companies
- HR & Training Managers



Travel Arrangements

All travel arrangements must be made by the delegates. If you want to use a travel company then the Training Gateway recommends: Traveleads - 0113 245 7745 / www.traveleads.co.uk

Transport to and from meetings in country will be organised by the Training Gateway.



Please email us at info@thetraininggateway.com to register your interest

Key Opportunities in Philippines

For UK TVET Providers:

To learn about the education and training opportunities available in the Philippines.

To understand the culture of the Philippines and to work with local partners to develop programmes that fit the country's skills and requirements.

To meet potential partners and clients.

Sectors in demand include Construction, Hospitality and Tourism, Maritime, Rail, Oil and Gas.

Key Opportunities:

- Train the trainers
- Dual Certifications
- Curriculum development and accreditation
- New skills offerings

Target Invitees:

- Government Agencies involved in Skills, Construction and Rail
- Training and education providers
- Vocational colleges
- TVET Organisations
- Business Chambers
- Private Companies
- HR & Training Managers

Dress Code

Business dress should be worn for meetings.



Personalised Visit Programme

If you wish to have a personal visit programme arranged in the market please contact the commercial officer for more information on costs and logistics:

Brunei: Siti.Mahmud2@fco.gov.uk

Philippines: ianela.ortiz@fco.gov.uk

Visas

Visas are not required for UK nationals



Please email us at info@thetraininggateway.com to register your interest



Mission Programme

Mission Programme

The Mission programme will offer UK participants the opportunity to promote their expertise and/or products to key-decision makers, call upon local ministries and agencies involved in the sector and have individual one-to-one meetings with potential agents, distributors and customers.

Provisional Programme Brunei

Sunday 1st December	Arrive in Brunei Optional Group Dinner
Monday 2nd December Morning	Education Landscape Briefing Session Welcome Brief by Brunei High Commissioner His Excellency Richard Lindsay Remarks by UK ASEAN Business Council Experience in Doing Business in Brunei by Laksamana Business of College Briefing by MEMI Manpower Strategy Division (TBC) Briefing by BSP on opportunities (TBC)
Afternoon	Brunei Education Strategy - Opportunities (TBC) Preparedness for Industry 4.0 Briefing by Ministry of Education Briefing by Institute of Brunei Technical Education Q&A Business Reception
Tuesday 3rd December Morning	Opening Seminar High Commissioner welcome speech Training Gateway introductory speech Keynote speech by Guest of Honor Panel Discussion: The Future of Work Speakers (TBC) Brunei Company Institute Brunei Technical Education TG member company Global TVET Specialist Moderated by UK ABC Group Photo Breakout Sessions Seminar 1&2 B2B Meetings (Business Matching sessions) Seminars to run in parallel with B2B meetings
Afternoon	Networking Session



Market Briefings

In each market delegates will have the chance to hear from government and education representatives from key organisations who can speak about the major issues and opportunities in the region. There will be opportunities to ask questions and get information specific to your company's needs.

Meetings with Potential Clients & Partners

The delegation will visit three to four companies in each market as a group. This will usually involve some form of presentation from the host company about their business, followed by a chance for each UK company to give a 1 minute pitch of their business, and a short networking session.

Please email us at info@thetraininggateway.com to register your interest

Mission Programme

Provisional Programme Philippines

Wednesday 4th December	Arrive in Manila Optional Group Dinner
Thursday 5th December Morning	The Philippines TVET Landscape Briefing Session Welcome Remarks by Richard Colley, Director of Trade and Industry, DIT Welcome remarks by Secretary of Technical Education and Skills Development Authority (TBC) Overview of TVET in The Philippines by TESDA Understanding The Philippine TVET by Jonathan Ledger (TBC) Industry Forum Speakers Guide Industry: Construction (Philippine speakers) Industry: Rail (Philippine speakers) Industry: Maritime (Philippine speakers) Industry: Hospitality & Tourism (Philippine speakers) Q&A
Afternoon	Depart for Site and Study Visit - TESDA Training Centers and Private Training Centres
Friday 6th December Morning	UK Offer and Expertise in TVET (Philippines audience) Welcome Remarks by Richard Colley, Director of Trade and Industry, DIT UK and The Philippines TVET Partnerships by Jonathan Ledger (TBC) Industry: UK Offer in Construction Industry: UK Offer in Rail or Oil & Gas Industry: UK Offer in Maritime Industry: UK Offer in Hospitality & Tourism Industry: UK Offer in Others Q&A Closing Remarks from TESDA
Afternoon	Lunch and B2B networking Tables set up next door for the B2B to happen.



Showcases

There will be an opportunity for UK companies to deliver a showcase presentation about their company to local delegates. We have found this particularly successful in engaging new potential clients.

Exhibition with 121 Business Meetings

All UK companies will have a table at this event where they can display literature and information and have 121 meetings with local companies.

Hotels and Flights

Whilst hotel and flight costs are not included in the mission fees, we will support delegates by negotiating group rates with a hotel in each market, and suggesting a recommended flight between the two countries.

Are you interested in joining this mission?

Contact us for more information at info@thetraininggateway.com or by calling 01904 325147



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DIT

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy

Disclaimer

Whereas every effort has been made to ensure that the information in this document is accurate the Department for International Trade and The Training Gateway do not accept liability for any errors, omissions or misleading statements, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned.

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