

Introducing British Education and Training Providers to Indonesia & Malaysia

2nd - 5th July 2018



 EXPORTING
IS
GREAT
BRITAIN & NORTHERN IRELAND

Education & Training Trade Mission to Indonesia & Malaysia

In July 2018 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 Indonesia and Malaysia.

The trade mission will focus on opportunities for UK education and training organisations around The Fourth Industrial Revolution (Industry 4.0), including accreditation, training and apprenticeships in advanced skills such as:

- automation
- autonomous vehicles
- med tech
- robotics
- artificial intelligence
- virtual reality
- networks
- digitisation

as well as research partnerships in new and future technologies across all sectors.

Who should attend?

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

Dates

Indonesia: 2nd - 3rd July 2018

Malaysia: 4th - 5th July 2018

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



Contact Details

The Training Gateway
Tel: 01904 325147

Email: info@thetraininggateway.com
www.thetraininggateway.com

www.linkedin.com/groups/2627153

[@Traininggateway](https://twitter.com/Traininggateway)

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

Why Indonesia and Malaysia?

Both Indonesia and Malaysia are currently undergoing a period of significant change with the automation of manufacturing processes and use of advanced technology in a wide range of sectors including engineering, health, financial services and education. There is a high demand for technical and vocational training in new technologies, as well as leadership and management skills to manage the changing workforce.

Local universities are also looking for partnerships with UK universities and colleges with research strengths in these new technologies and for support in developing staff research skills and building research partnerships with public and private sectors.

There is also interest in developing consultancy agreements with organisations who are experienced in establishing apprenticeship frameworks and standards.



Cost

Two Markets: £700 plus VAT
One Market: £500 plus VAT

Discounts are available for more than one delegate from the same company.

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

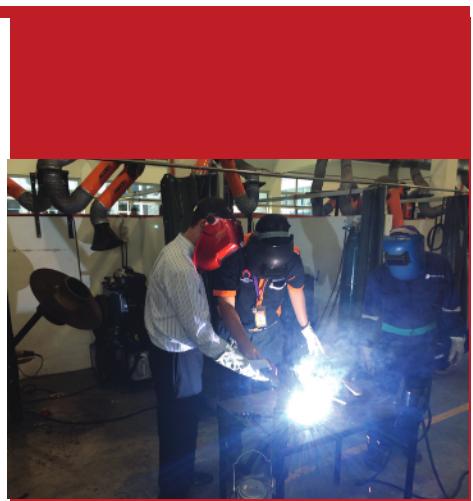
Key Opportunities in Indonesia

Indonesia is predicted to become the world's 5th largest economy by 2030, with an estimated GDP growth of 5.3% in 2018.

- TVET is a key priority in Indonesia, with significant opportunities for UK companies in capacity building and curriculum development. The key areas, tying in with Industry 4.0, are in high tech vocational training and automation of manufacturing processes.
- Ministries have been given targets to develop the professional skills of their workforces, and will be looking for high quality training partners especially focussed on apprenticeships.
- Indonesian universities are conscious of the value of partnering with UK universities on research and development, particularly in the areas of food tech and drink, maritime, aerospace, agritech, disaster management and arts and humanities. To date 21 research partnerships have been established in Indonesia via the UK Newton Programme.
- There is strong interest in the UK's English Language Training programmes and in integrating English as part of national schools' curriculum.
- Despite a government commitment to spend 20% of the national budget on education, the system still has plenty of scope for improvement and opportunities for UK companies to support this

The key opportunities are:

- High Tech Vocational Training, including virtual reality learning, gamification in industry, fintech, health tech, robotics, autonomous vehicles, cyber, wireless, AI
- Leadership and management in Industry 4.0
- Creativity and Innovation
- University Leadership and academic research skills
- Research partnerships in new technologies, food tech and drink, maritime, aerospace, agritech, disaster management, arts and humanities.
- Management of Apprenticeship Programmes
- Development programmes for academic researchers
- Teacher Training and Education
- Continuing Professional Development
- English Language Training



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 Malaysia

Thanks to the country's Economic Transformation Plan, the Malaysian economy is forecast to reach US\$350 billion by 2020 and become a high-income nation. Education is fundamental to this plan, being one of the National Key Economic Areas.

- As in Indonesia, there is currently a high demand for partners in TVET accelerated by Industry 4.0 . The Government aims to double the percentage of students enrolled in local TVET institutions from 10% to 20% over the next five years.
- An R&D budget of £55 million has been allocated to Malaysia's five leading universities to develop links with the world's leading higher education institutions and industry.
- The National Advisory Council for Education and Training are aiming to increase the enrollment on life-long learning programmes by 10%, which includes distance learning, part-time courses, e-learning and skills upgrading.

This influx of funding and governmental support means there are a wide range of opportunities for UK companies, including:

- High Tech Vocational Training, including virtual reality learning, gamification in industry, robotics, fintech, health tech, autonomous vehicles, cyber, wireless, AI
- Leadership and management in Industry 4.0
- Innovation Skills
- University Leadership and academic research skills
- Development and delivery of apprenticeship programmes
- Development programmes for academic researchers
- Teacher Training, especially in STEM Subjects
- English Language Training
- Education Technology
- Healthcare education
- Skills for games development

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:

Malaysia: Husna.Hashim@fco.gov.uk

Indonesia: Rachmalia.Nikijuluw@fco.gov.uk

Visas

Malaysia: Visa on arrival (for British nationals)

Indonesia: You don't need a visa to enter Indonesia for visits of up to 30 days.

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 Indonesia

Sunday 1st July Arrive in Jakarta, Indonesia
19:00 Optional Group Dinner

Monday 2nd July
Morning Market Briefing
Afternoon Masterclasses, Round table, mini exhibition and B2B meetings.

Stream 1: High Tech and Vocational Training

Mini Exhibition & Taster Training Sessions. Delegates will have an exhibition table and there will be an opportunity for some delegates to deliver master classes on a range of topics including the impact of new technologies, skills to support industry 4.0 and specialist soft skills

Stream 2: Research Partnerships

Roundtable or panel event with local universities to discuss what support they require and explore research collaborations. More information on the areas of research required will be provided once we have received more information from the local universities.

Tuesday 3rd July
Morning Meetings with local companies
Evening Flight to Kuala Lumpur, Malaysia

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 Malaysia

Tuesday 3rd July Arrive in Kuala Lumpur, Malaysia

Wednesday 4th
Morning Market Briefing

Afternoon Masterclasses, Round table, mini exhibition and B2B meetings.

Stream 1: High Tech and Vocational Training

Mini Exhibition & Taster Training Sessions. Delegates will have an exhibition table and there will be an opportunity for some delegates to deliver master classes on a range of topics including the impact of new technologies, skills to support industry 4.0 and specialist soft skills.

Stream 2: Research Partnerships

Roundtable or panel event with local universities to discuss what support they require and explore research collaborations. More information on the areas of research required will be provided once we have received more information from the local universities.

Thursday 5th Meetings with local companies

Mission End



Masterclass Events

There will be an opportunity for UK companies to showcase their courses by delivering a taster training session to local delegates. There will be a limited number of slots available for this during the mini exhibition and 121 business meetings. 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 to allow for group travel.

Are you interested in joining this mission?

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



Department for
International Trade



THE TRAINING GATEWAY
Introducing you to your perfect training provider.

UK-ASEAN
BUSINESS COUNCIL

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.

© Crown Copyright 2018

You may re-use this publication (not including logos) free of charge in any format or medium, under the terms of the Open Government Licence. To view this licence visit:

www.nationalarchives.gov.uk/doc/open-government-licence or email:
psi@nationalarchives.gsi.gov.uk.

Where we have identified any third party copyright information in the material that you wish to use, you will need to obtain permission from the copyright holder(s) concerned.

Any enquiries regarding this publication should be sent to us at
enquiries@trade.gsi.gov.uk.

Published April 2018
by Department for International Trade and The Training Gateway