The project

- Starting point are the 17 risk factors identified in the NQC report as *Offshore quality assurance monitoring against the AQTF*
- Input from previous work of the Transnational Quality Strategy
- The guide reflects the outcomes of the NQC project *Internationalising Australian VET qualifications for offshore delivery*
- There are resources to accompany the Guide.
Methodology

- Review of related literature and guides –DEEWR, QLD, VTI, NCVER
- Consultations through forums & interviews (face-to-face & telephone)
- Critical friends- TAFEs, Private Providers
- Developed a consultation draft
- Workshop of the draft with VTI
- Industry stakeholder comments on draft guide
Observations

- The relationship between the providers and the state authority affects their level of autonomy and how they operate in offshore environments. This varies across jurisdictions.

- Generally, there has been a maturation in the market. Providers are more willing to share ideas, recognising that their reputation is affected by the actions of other providers.

- A Good Practice Guide is one part of assisting providers.

- Professional development and practitioner networks are important.
Observations

- General support for the Guide.
- Strong input from earlier work by DEEWR and providers.
- The model was further refined to reflect the practical realities of operating offshore.
- The Guide is targeted to the VET practitioner audience – novice and experienced.
- The structure of the Guide was to ensure that sections stand alone and link clearly to the technical appendices.
Features of the model

- Links to demonstrate that the process does not stop after monitoring and review processes
- Initial exit points were restructured as ‘Go/no go’ decisions
- The steps in the Approach / plan stage were consolidated in response to feedback.
- Project review and management was included as a central feature of the model.
EXIT STRATEGY

IMPROVEMENT / ACT

Objective
1. Initial Decision

Exit strategy

APPROACH / PLAN

Preparation
2. Project inception / Business case approval
3. Partner choice / due diligence
4. Business planning
5. Detailed partner contracts & relationship management

Exit strategy

DEPLOYMENT / DO

Delivery
6. Select appropriate offshore delivery models
7. Set quality requirements for offshore facilities
8. Ensure staff skills & qualifications
9. Student information selection & outcomes
10. English language competency
11. Contextualisation of VET programs
12. Provide learning resources
13. Determine provision of student information & support
14. Document educational leadership, coordination & support capacity

RESULTS / CHECK

Assessment
15. Assessment & validation
16. Certification

Exit strategy
Initial decision: Go / No-go

- Provider motivation
- Proposed partner motivation(s)
- Initial assessment of investment & returns
- Preparatory in-country research
- Initial assessment provider capacity
- Initial assessment – provider capacity & standing

Initial Decision: Go / No-Go
Project inception

- Internal strategic fit
- Australian legal & policy context & decision making
- Detailed analysis of capacity
- Initial analysis of commercial viability
- Analysis of in-country legal & political context
- Detailed research in-country conditions
- Partner analysis (Macro)
- Analysis of proposed delivery sites & staff

Australian Provider

Project Proposal

Approved

Proposed Partner
Partner choice & due diligence

Australian Provider

Requests written proposal

Assesses proposal & other documentation

Assesses strategic & business ‘fit’

Undertakes detailed due diligence

Provides documented proposal

Hosts site visit to assess facilities & establish relationships

Proposed Partner

Sound Business Partnership Established