

EVENT PARTICIPATION OPPORTUNITY

AUSTRALIA FUTURE UNLIMITED: PHILIPPINES – AUSTRALIA BORDERLESS SKILLS PARTNERSHIP MISSION 2018

MANILA, PHILIPPINES

20-21 NOVEMBER 2018

Explore industry and academic partnerships in the fields of Information Communication and Technology (Cybersecurity, Data Analytics, Blockchain), Healthcare (Aged Care), Hospitality, AgriTech and Sustainability.

About this event

The [Philippines - Australia Borderless Skills Partnership Mission](#) aims to provide participating Australian vocational and training providers in-depth knowledge on the transnational/borderless education landscape in the Philippines and access to opportunities through business matching with local providers and industry to deliver targeted education and training, meeting local demand and curriculum gaps.

Austrade invites Australian vocational and training providers that are looking to expand into the Philippine and ASEAN markets through the offshore delivery of their programs.

Those programs can range from certificate, diploma and advanced diplomas in emerging and high demand fields such as Innovation and ICT (cybersecurity, data analytics, blockchain, etc.), AgriTech, Smart Cities and Sustainability; and traditional programs in Health (aged care) and Hospitality.

Key Philippine education stakeholders from government, industry and academia will share market insights, trends, and explore potential for collaboration and training delivery.

Why you should participate

- Find out the Global and ASEAN statistics, market updates, training trends and opportunities in Transnational Education (TNE) and borderless delivery of programs for workforce development.
- Hear from key players in the Philippines international VET sector and insights from existing transnational education partners in the market.
- Explore how to effectively engage local government, industry and education providers for in-market delivery and transnational education partnerships, as well as online and other digital solutions.
- Receive on-the-ground assistance from Austrade and advice on how to successfully operate in the Philippine market.

Important information

Date: 20-21 November 2018

Location: Manila, Philippines

Application deadline: Refer to the [event page](#)

Who should attend?

Australian providers of:

- VET
- Edutech.

Apply now at

www.austrade.gov.au/PABSPmission

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Market insights

- The Philippines is one of the fastest growing economies in the world with a 6.7 per cent GDP growth rate in 2017 and anticipating similar growth in 2018.¹

Employment and accelerated productivity are top of the agenda for the Philippine Government and private sector to support a 106 million-strong population with a median age of 23 years old. Reforms such as the implementation of a K-12 system are aiming to 'future-proof' jobs and address broader industry skills gaps.

- As the country is embarking on an innovation and digital transformation, gaps have been identified within the existing curriculum and skillset of the local workforce. Key industries such as the Knowledge and Business Process Outsourcing sector, which employs over 1.3 million people, are working towards moving up the value chain and therefore are seeking to upskill and access relevant professionals. Core skills such as big data, data analytics, cybersecurity, blockchain, digital commerce and fintech are in high demand. With 60 million internet and social media users, 130 million mobile connections and 54 million active mobile social users, the Philippines is well-poised to adopt new technology and develop a dynamic innovation ecosystem.² The Philippine government, industry and private sector have all been promoting innovation and digitisation, which in turn is providing a conducive landscape for local and foreign companies offering digital solutions and technologies.

In May 2017, the Department of Information and Communications Technology (DICT) announced the National Cybersecurity Plan 2022, which was formulated to address the urgency to protect the nation's critical infrastructures, Government networks both public and military, small medium enterprises to large businesses, corporations and its supply chains and every Filipino using the internet. The country is in the process of establishing a Cybersecurity Centre and Training Academy opening opportunities for curriculum and qualifications development.

- According to World Education News and Reviews, nurses and other health professionals provide vital in-high-demand services in virtually all societies and are among the groups of workers likely to continue to migrate internationally in high numbers.³ The Philippines produces one of the largest numbers of health sector workers and is a major exporter of health workers worldwide. The Philippine Professional Regulations Commission licenses approximately 2,600 physicians, 6,700 nurses, 3,900 midwives and 1,400 medical technologists every year. Opportunities continue to exist in vocational education and training in health geared for upskilling of locally trained health care workers to address local and international demands for health professionals, especially in sub-specialisations such as active senior living.
- During the January-June 2018 period, 3.7 million foreign tourists came to the Philippines, a 10.4 per cent increase on the same period last year. Hospitality developments are on the rise and tourism is seen as a growth sector for the country. Addressing environmental issues and establishing a more sustainable tourism industry are also priorities following the temporary closure of Boracay.
- Agriculture, whilst being one of the largest employers, continues to struggle to make a significant contribution to the economy. Agtech and Foodtech training can be vehicles to improve the productivity of the sector, especially within larger international and local farming and processing centres.
- Unprecedented public spending has been allocated to the 'Build Build Build' program, with 75 flagship approved projects in transport, railways, roads, airports, ports, energy and utilities to be deployed by 2022. There is also a push to establish new regional growth centres and sustainable integrated cities such as New Clark City outside of metro Manila. Developers and construction companies are struggling to access skilled workforce trained to meet the sustainable development requirements.

¹ World Bank, 10 January 2018

² We are Social Report, January 2017

³ Mobile Nurses: Trends in International Labour Migration in the Nursing Field, WENR 2018

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Market Information Package (MIP)

Visit the [Philippines](#) education market profile for more insights, news, opportunities and detailed student data.

The MIP is Austrade's online market intelligence service for the Australian international education sector.

Information on how to subscribe is available on the [Austrade website](#).

Event program

Below is a brief overview of the program. A detailed version will be provided in the Event Participation Kit.

Date	Location	Activity
20 November 2018	Makati City (Manila)	A.M. <ul style="list-style-type: none"> Welcome and ASEAN/Philippine Education Market briefing by Austrade Roundtable discussion with Philippine Government: Updates on K-12, Programs and partnership needs in Workforce Development and Skills Training Transnational Education in the Philippines: The Australian TNE experience in the Philippines - Roundtable discussion with existing players to discuss key trends and drivers, industry cooperation and examples of delivery models
		P.M. <ul style="list-style-type: none"> Industry and Employer Perspective on Skills: Roundtable discussion with Philippine Industry Associations and key companies (IT, Hospitality, Health, Smart Cities) re market trends, skills forward requirements and training programs One-on-one discussions / Speed-networking with industry Networking Reception
21 November 2018	Makati City (Manila)	A.M. <ul style="list-style-type: none"> Session with Philippine Education providers and collaboration discussion Philippine providers views of the current VET landscape, challenges and needs Introduction and 5 minute Pitch by Australian providers B2B session and individual discussions
		P.M. <ul style="list-style-type: none"> Australian VET Masterclass / Education pop-up sessions in each stream at targeted top tier schools/education institutions

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Participation cost

The total cost per delegate includes direct costs and an Austrade service fee.

	Total cost	Direct costs	Austrade service fee
MISSION PARTICIPATION	A\$2,775	A\$300 per delegate includes: <ul style="list-style-type: none"> • marketing costs • networking reception (catering and venue) • ground transport for shared activities • administrative costs. 	A\$2,475 (9 hours @ A\$275 per hour) includes: <ul style="list-style-type: none"> • project management of Borderless Skills Partnership Mission • confirmation of thought leaders and speakers for roundtable discussions • market updates and industry briefing in-market • organisation of networking function • coordination of marketing campaign before, during and after event • on-site assistance and management of business-matching • coordination and logistics of master class/education pop-up.

PAY STRUCTURE:

- **FULL PAYMENT:** Payment of the full amount must be paid by the date specified in the invoice.
- Please refer to the event [Terms & Conditions](#) for further detail. Non-payment of the deposit or full payment by the applied deadline will result in the forfeit of your reserved place on the event.
- In reference to the event Terms & Conditions the Withdrawal Period is 30 days.
- Additional terms and conditions may also apply. Please refer to the event Terms & Conditions.
- The direct cost and Austrade service fee form part of the total package and you cannot purchase one without the other.
- You may also be eligible to claim some of your marketing and promotion costs associated with this mission through the Export Market Development Grant scheme. For more information visit www.austrade.gov.au or call 13 28 78.

Apply online

Apply online at www.austrade.gov.au/2018PABSPmission and our country and industry specialists will review your application. If your application is successful, we will send you an Event Participation Kit to give you all the information you need to prepare. In order to provide the highest level of service to delegates, places are strictly limited.

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If you are considering attending this event, Austrade recommends that you consult 'Smartraveller', the Australian Government's travel advisory service, which is available at www.smartraveller.gov.au. Travel advice is updated regularly on this site.

Your institution may need to be CRICOS-registered before you can participate in this exhibition. To determine your requirements, please visit cricos.education.gov.au or contact [Grace Halcon](mailto:Grace.Halcon@austrade.gov.au).

Please note that Austrade will work only with clients that maintain appropriate business ethics and demonstrate a commitment to legal obligations, including anti-bribery laws, both in Australia and overseas.

Key Austrade contacts

If you would like to discuss participating in this event, please contact:

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Other events of interest

For more information about upcoming Austrade education events please visit the [Education Events Homepage](#).

If you are a provider of healthcare training, the [2018 Australian Healthcare Business Program in the Philippines](#) (19-20 November) will be deployed in conjunction with the Borderless Skills Partnership Mission and can provide you with additional exposure and in-depth contacts in the healthcare sector. For more information and details on how you can maximise your visit and gain exposure to both programs contact:

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Future Unlimited brand

The Future Unlimited brand has been created for organisations whose core business is Australian education and training or the international marketing and promotion thereof. It is a marketing tool to raise the profile of and increase the preference for Australian education.

For further information on how to use the brand, visit www.austrade.gov.au/FutureUnlimited.