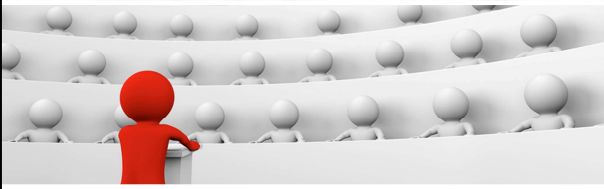


AVETRA Conference 2010

How to Engage VET Educators to Achieve TAA Qualification
Partnering and Collaboration – CENGAGE, BNIT and IBSA



Friday 9th April, 2010

Challenges



Background

- Who is Cengage Education?
- Meeting a market demand for TAA qualification
- Delivering TAA in a mode best suited to our target learners
- Finding the right partner/s



Challenges



Realising the importance of preliminary negotiations and the time it takes

Opportunities

- Fast tracking a way to deliver TAA qualification through auspicing
 - Increasing our RTO incomes while expanding the market for TAA
 - Sharing training knowledge and cutting edge technology
 - Experiencing the benefits of collaborating with the right partners
- and -
- Meeting the rigorous standards of TAA delivery and assessment
 - Co-branding for greater awareness



Challenges



Clarification of services covered in the arrangement

Challenges



Allowing more time than you think to make sure systems can be integrated

Challenges



Ensuring the integrity and quality of each partner to deliver TAA and AQTF standards including:

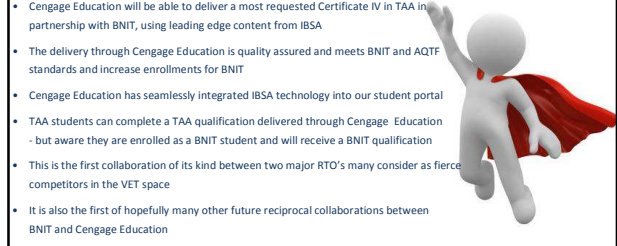
- A formal agreement
- A register
- Quality assurance arrangements

Challenges



Ensure transparency for students in any auspice arrangement

Outcome



- Cengage Education will be able to deliver a most requested Certificate IV in TAA in partnership with BNIT, using leading edge content from IBSA
- The delivery through Cengage Education is quality assured and meets BNIT and AQTF standards and increase enrollments for BNIT
- Cengage Education has seamlessly integrated IBSA technology into our student portal
- TAA students can complete a TAA qualification delivered through Cengage Education - but aware they are enrolled as a BNIT student and will receive a BNIT qualification
- This is the first collaboration of its kind between two major RTO's many consider as fierce competitors in the VET space
- It is also the first of hopefully many other future reciprocal collaborations between BNIT and Cengage Education

Challenges



Training sales and customer staff, tutors and students to deal with inevitable changes in processes that come with auspice agreements

Questions and Comments?

Thank you from
BNIT
IBSA and
Cengage Education

