

T&A Consulting

Business with India Starts Here...

Association of Colleges, UK

Background

Leading European association representing 6 regional Colleges of Higher Education & Vocational Training. The association has been awarded with the prestigious World Skills 2011 and UK Beacon awards for strengths in skills training.

Client Objectives

Client had no prior experience of the Indian market and wanted to know the demand and future prospects for vocational training in India, including a detailed assessment of the vocational training & education industry

T&A Approach: Market Intelligence

- In-depth research on education and training ecosystem was conducted with key focus on higher education and vocational training, segmentation, institutional mechanism, infrastructure, delivery, curriculum, methodology, needs, gaps, regulatory environment, and competitive landscape
- Target sectors considered: Advanced Engineering & Manufacturing, Automotive, Construction, Retail, Hospitality & Tourism
- Meetings were organized with key policy makers, Industry associations involved in policy formulation, with an aim to improve Indian professional and technical education at par with international skill/ training

Outcome

- Initial shortlist of 130 stakeholders across the above mentioned segments was prepared.
- After extensive follow up, management meetings were arranged with:
 1. Private Colleges/ Institutes looking for support to develop capacity
 2. Government Colleges/ Institutes interested to tie up with International colleges/institutes with a proven track record
 3. Specialist staffing companies who have set up training infrastructure and provide skilled workers to employers
 4. Corporate groups that are setting up sustainable skill development ventures of their own

Content

Local Support

T&A provided local representation in liaising with a major staffing company which is setting up the first vocational training University in India