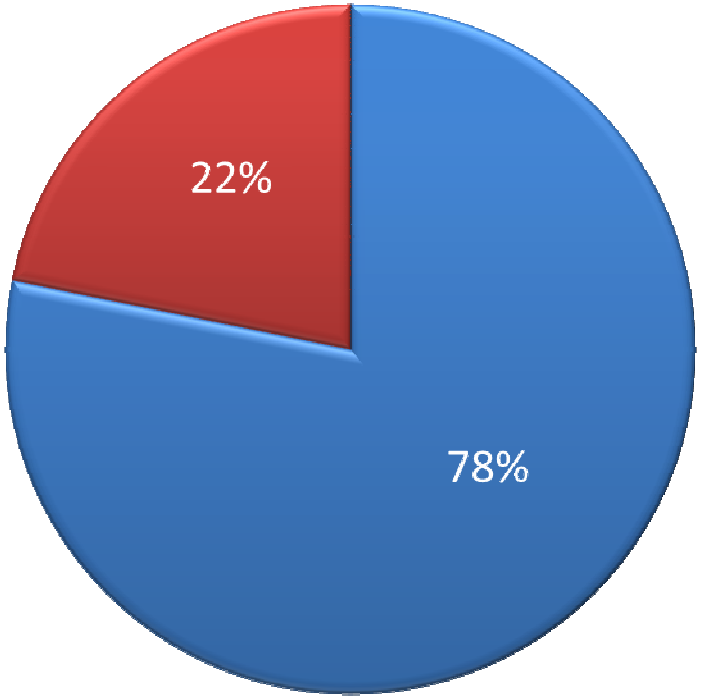
Blurring the public/private sector divide

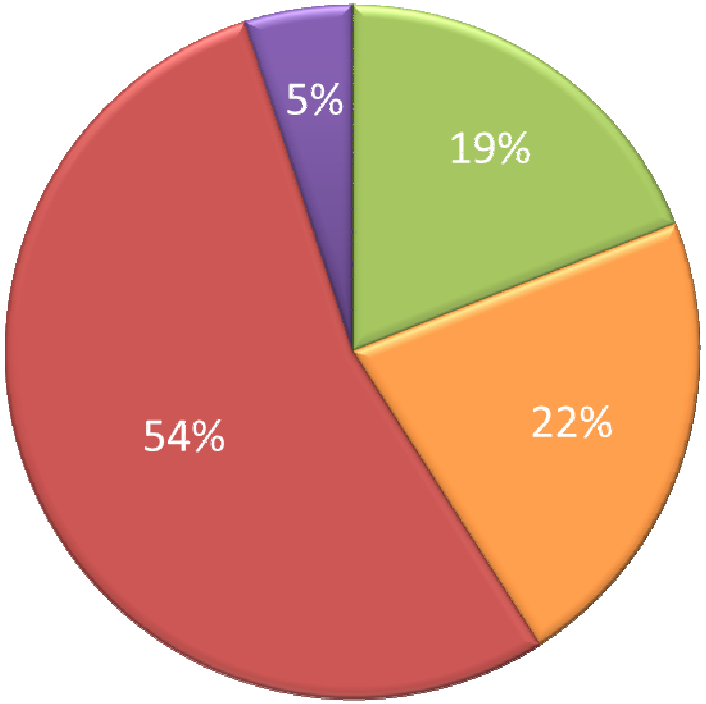
South & West Kent College

Learner profile



South & West Kent College

Funding profile



Employer Responsive Adult Learner Responsive Young People Higher Education

South & West Kent College

Key facts

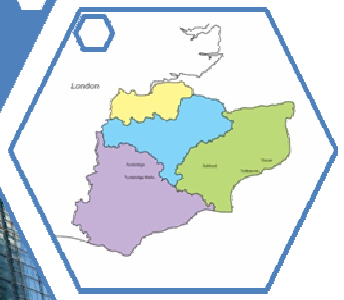
£45m turnover

25,000 students

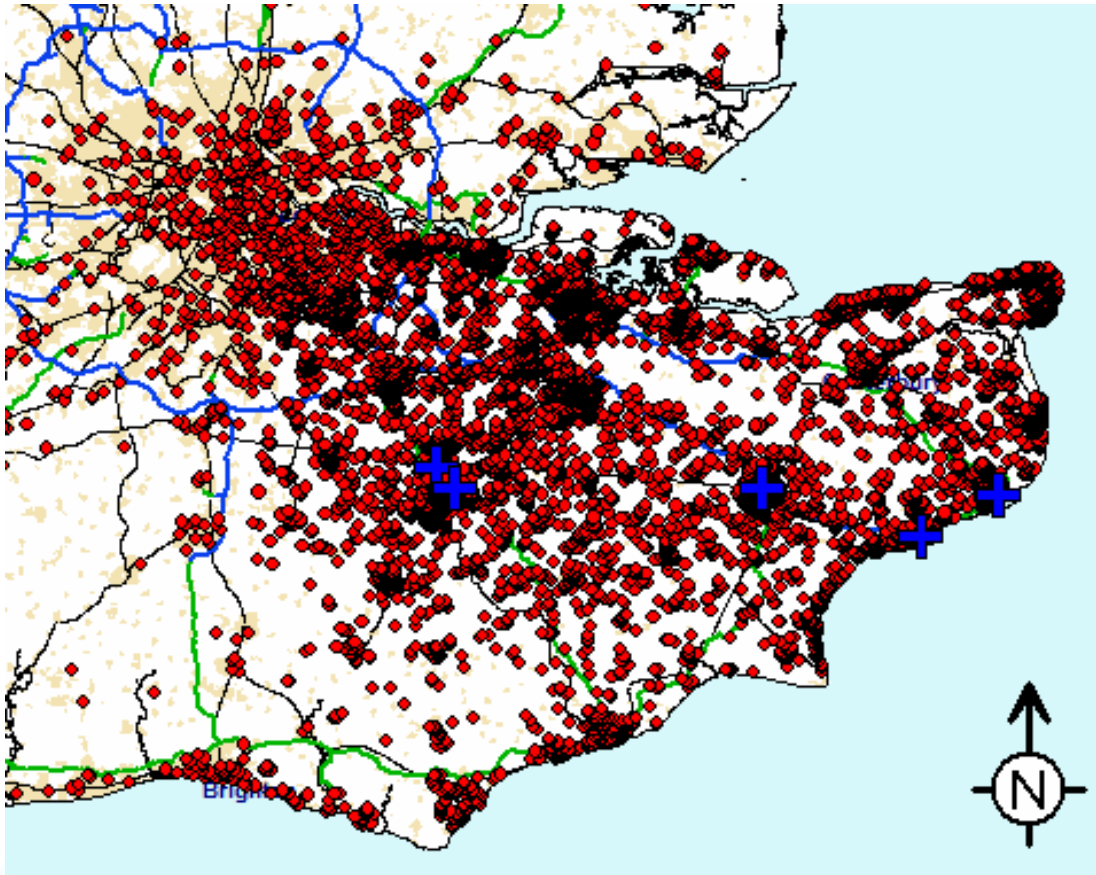
1300 staff

1800 employers

5 key locations

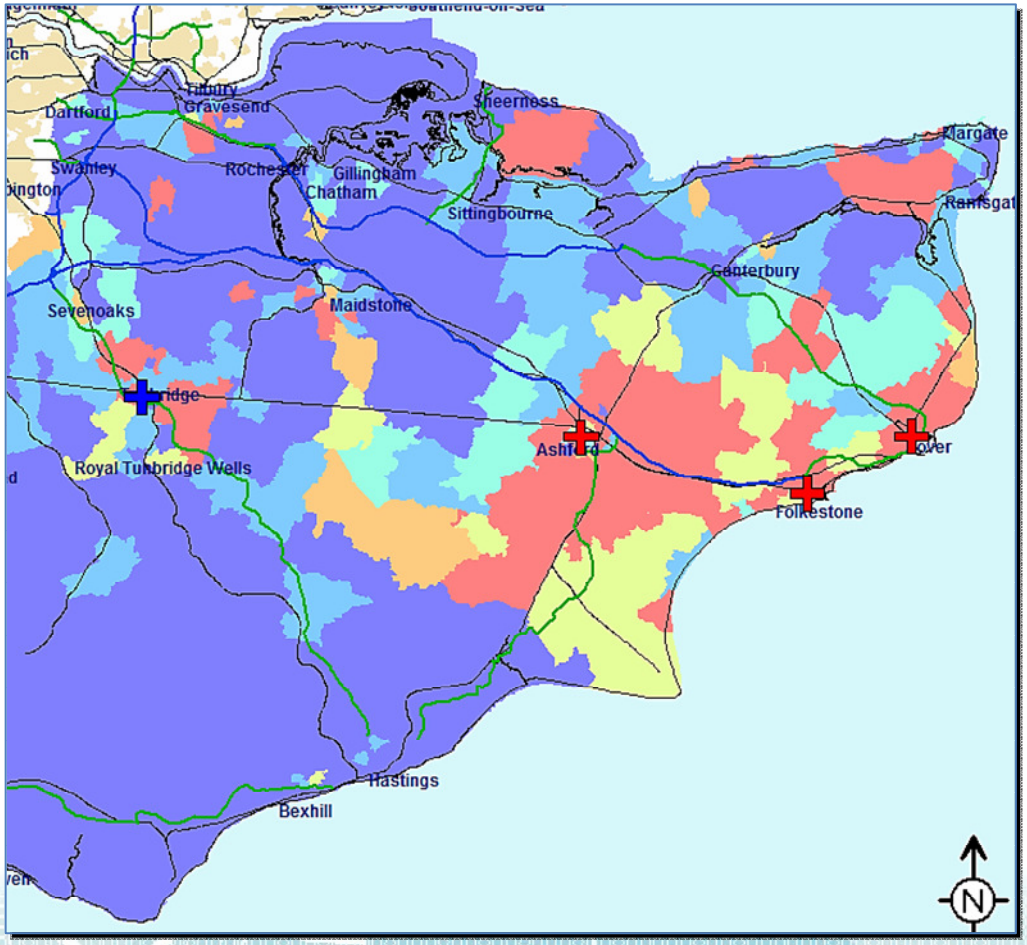


South & West Kent College



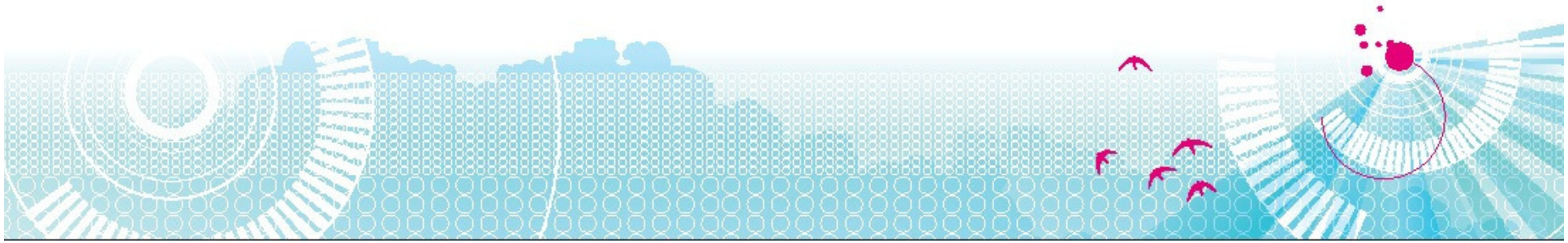
Learner distribution

South & West Kent College



Business penetration

Principal & Chief Executive



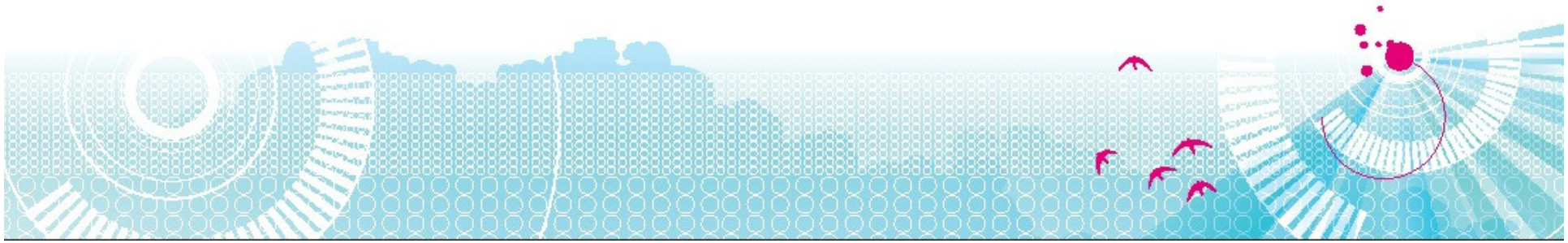
Merger

- Type B merger
- West Kent College and South Kent College
- Why?

New College strategic priorities

- Enable learners to fulfil their potential, achieve their objectives and enjoy a positive learning experience.
- Actively engage with organisations at local and regional level to raise the skill levels of potential and existing employees.
- Directly assist in the regeneration of the communities of South and West Kent.
- Build a reputation for innovative practice and flexibility in the development and delivery of high quality provision.
- Maximise the use of effective information and learning technologies.

Critical importance of the strategic and business planning process



Business Planning

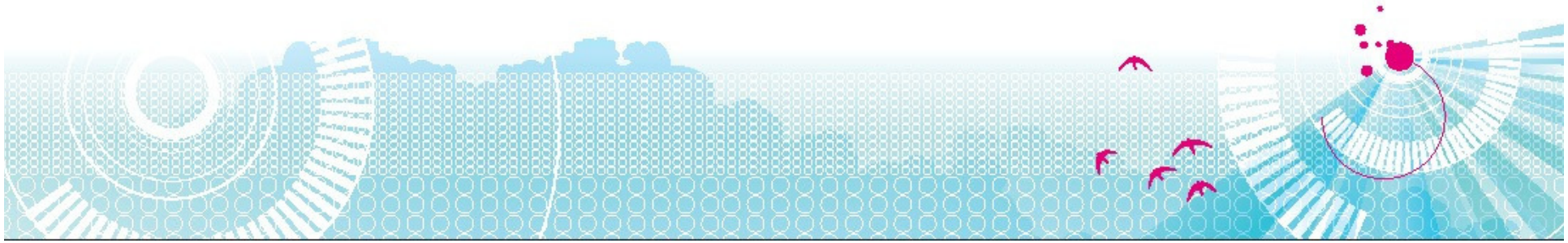
Primary

- Employers
- Learners
- Focus groups
- Events
- Surveys
- Social media

Secondary

- SEEDA
- LSC/SFA/LA
- Business Link
- Experian
- Mosaic – lifestyle analysis
- EMSI – economic forecaster/education analyst

Organisation ‘personality’



Private sector characteristics

B2B

- Barclays Commercial
- Kier Group
- South East Rail
- SME
  - Chambers of Commerce
  - FSB
- LearnInvicta
- Energy Centre

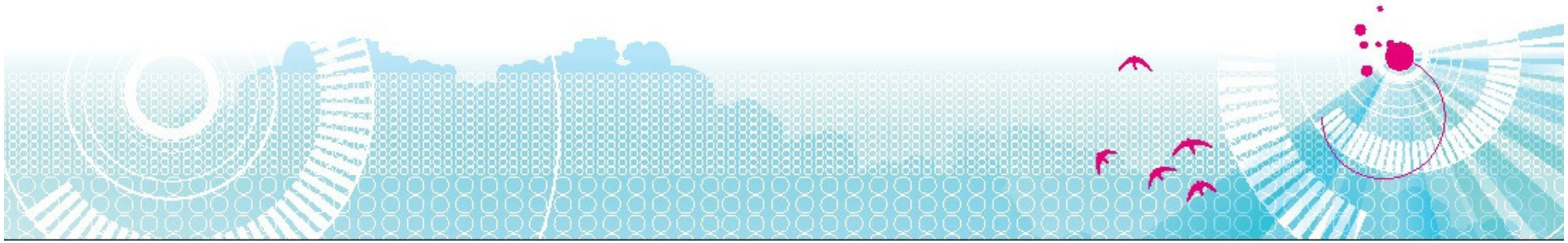
Public Sector Partnerships

- **Windsor Group of FE Colleges**
- KAFEC
- *New Skills New Lives*
- Kent Police/Fire & Rescue
- Kent & Medway NHS Trust
- Kent County Council/LAs
- School Academy co-sponsor

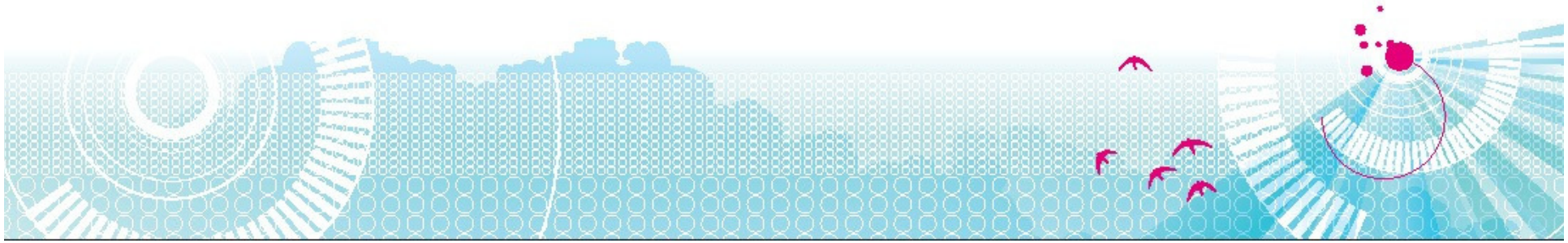
Joint Services with LSN
‘*Total Place*’

- **Developing shared values**, Colleges will need to be:
  - Innovative
  - open to new ways of working
  - share increasingly scarce resources
- **Drive corporate services quality improvement** providing:
  - better service
  - better information to inform decision taking
  - better performance management
  - improved efficiency
- Delivered through **strategic partnerships**:
  - consultancy, interims, managed and shared services, sharing best practice

Capital investment benefits

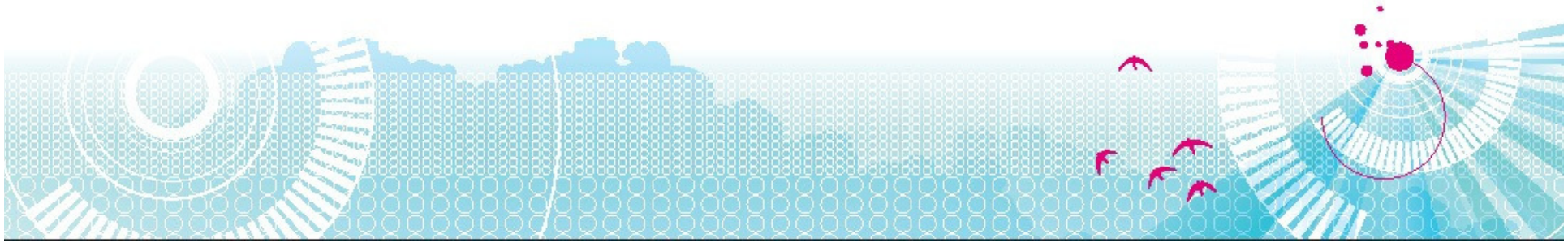


The midfield player



A balancing act

Thank you

Bill Fearon, Principal & Chief Executive

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