



IET Partnership Fund Provider Transition Round 2020-21 Guidelines

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About the IET Partnership Fund Provider Transition Round 2020-21

The IET Partnership Fund is a key enabler of the International Education and Training Strategy to Advance Queensland 2016 – 2026.

In recognition of the impacts of COVID-19, the IET Partnership Fund 2020-21 Provider Transition Round will focus on the transition and adaptation of education and training providers in Queensland.

Informed by the International Education Economic Functional Recovery Group, in line with Queensland's Economic Recovery Plan, it aims to support Queensland's vocational education and training (VET) and English Language Intensive Courses for Overseas Students (ELICOS) sector to evolve and adapt their business models to respond to the new opportunities presented by global education and training trends.

The Queensland Government will support provider viability in the long-term by enabling them to invest in new products, systems, or processes aligning with Queensland's industries to enable future growth. Specifically, the fund will:

- strategically invest in quality providers to help them pivot their business models, allowing them

to remain viable and contribute to Queensland's economic recovery

- help ensure that providers are sustainable and ensure capacity (supply) exists when demand for international education returns.

Funding is available to eligible VET and ELICOS providers to undertake projects that align with the goals of the International Education and Training Strategy to Advance Queensland 2016-2026. Applications that also demonstrate alignment to one or more of the Queensland Government Industry Roadmaps will be considered highly.

Grants of up to \$40,000 are available and no matched funding is required.

Grant recipients will also participate in a series of professional masterclasses aimed at supporting businesses to bring their ideas to fruition and most effectively adapt to a post-COVID-19 environment.

The IET Partnership Fund is managed by Study Queensland within Trade and Investment Queensland (TIQ).



Project duration

Projects must commence within three months of execution of the funding agreement and must conclude by 30 June 2021.

Funding

Grants of up to \$40,000 are available.

An initial payment of 90 per cent of the grant awarded will be made following execution of the funding agreement and the remaining 10 per cent will be paid following submission of a satisfactory final report.

All project expenditure must be completed by 30 June 2021.



Eligibility criteria

To be eligible to apply, the provider must:

- have its primary campus located in Queensland
- hold a current CRICOS international education and training provider registration
- be delivering accredited VET and/or ELICOS programs of study
- have an Australian Business Number and be registered for Goods and Services Tax
- have delivered at least one CRICOS program to enrolled international students in Queensland during the period 1 August 2019 – 1 August 2020
- have a COVID-19 Safe Plan in place
- have experienced a reduction in its overall revenue by at least 30% during 2020 compared to the same period in 2019, with at least 50% of this shortfall being a consequence of international student revenue loss

- not be a public education institution or publicly funded university
- not be insolvent or have owners or directors that are undischarged bankrupt
- commit to attending one or more of the Study Queensland Masterclass Series by 30 June 2021.

Eligibility notes:

- International education and training providers operating across dual sectors are eligible if they are delivering CRICOS registered VET or ELICOS programs.
- Multi-state providers must ensure that the funding is expended for its Queensland operations only.
- Each applicant organisation may submit one application.



Eligible activity costs

The grant funding may be used towards the following eligible activity costs:

- financial, legal, strategic planning or other professional advice to support business diversification to alternative international student markets or delivery channels
- digital/technological strategy development and implementation
- digital training or up-skilling of employees to adapt to new business models
- specialised digital equipment or business specific software to transition teaching and learning activities online.
- securing new global partnerships which develop a new or modified pipeline
- developing new curriculum and blended models of curriculum that responds to industry needs.

Ineligible activity costs

Ineligible activity costs include:

- activity undertaken prior to execution of a funding agreement
- tender processes
- duplication of existing initiatives
- salary costs related to business as usual*
- salary costs for an employee for whom you are receiving JobKeeper payments from the Australian Government
- buying or leasing real estate of any type
- research
- preparation of IET Partnership Fund application.

* Any funding utilised for salary costs must be to facilitate project activities that would not take place without this funding and funding cannot be used to supplement general salary costs.





Assessment criteria

Each eligible application will be assessed on its merit against the following Assessment Criteria:

1. Need

The applicant organisation should demonstrate that:

- (i) it has experienced a significant fall in revenue because of international student revenue loss and expects to continue seeing a similar shortfall
- (ii) the grant funds would assist the provider to adapt its operations to remain viable and ensure capacity exists when demand for international education returns.

2. Business Viability

The applicant organisation should demonstrate that it has:

- (i) undertaken significant offshore recruitment during the past two years
- (ii) already adapted to support existing students throughout the COVID-19 period and has plans for beyond
- (iii) implemented cost savings initiatives during the COVID-19 period
- (iv) a plan to maintain viability in 2021 and beyond.

3. Provider Quality

The applicant organisation should demonstrate that it is a high-quality provider of VET and/or ELICOS courses as evidenced by:

- (i) appropriate external accreditation and/or registrations
- (ii) relevant results, measures, and standards.

4. Value to Queensland

The applicant organisation should demonstrate that the project:

- (i) aligns with the International Education and Training Strategy to Advance Queensland 2016 – 2026
- (ii) will provide broader benefit to Queensland and its regions by:
 - supporting Queensland jobs
 - helping ensure the sustainability of Queensland's IET sector
 - contributing to Queensland's economic recovery.



Application process and assessment

All eligible applications will be assessed in a competitive, merit-based process against the fund's assessment criteria by a panel comprised of assessors with relevant industry backgrounds.

Applicant organisations may be contacted during the assessment process to clarify any information provided in the application and/or to request further information to enable a due diligence and probity assessment.

There is no implicit guarantee of approval at any stage of the process, and you will be notified by email of the outcome of your application.

TIQ has absolute discretion in funding decisions and is under no obligation to consider submissions made after the IET Partnership Fund has closed.

Funding conditions and agreements

The IET Partnership Fund administration will be managed by the Department of State Development, Tourism and Innovation on behalf of TIQ.

Successful applicant organisations will be required to enter into a legally binding funding agreement with the Queensland Government within 15 working days of receipt of the agreement.

At the time of applying, applicant organisations will be required to accept the terms and conditions of the funding agreement, as they will not be negotiable at the time a funding offer is made.

The recipient organisation's obligations are set out in the funding agreement, including the requirements for reporting on project progress and expenditure.

Grant recipients will be required to submit a final report via the SmartyGrants system that includes documentary evidence that activity has been undertaken and funding has been expended in accordance with the approved project. Recipients will be required to return any unspent funds.





Collaborative opportunities

If synergies between projects are identified during the assessment and approval process, then TIQ may connect relevant recipient organisations together to enable them to pursue mutually beneficial collaboration opportunities.

Promotion

Grant recipients must acknowledge the IET Partnership Fund and Study Queensland, as well as the support of the Queensland Government, in all media releases, provider communications, social media posts and other references on the web or in print. TIQ will provide a marketing toolkit to recipient organisations to assist them in meeting this requirement.

Privacy

The Queensland Government collects and collates information from the application form to assess applications for the fund. Only authorised departmental officers and approved application assessors have access to this information.

Applicant organisations should note that broad details of successful proposals, agreed outcomes, progress and the level of funding awarded may be published by the Queensland Government. Some information may be used to promote funded providers.

Your personal information will not be disclosed to any other third party without your consent, unless required by law or for the purposes of the Information Privacy Act 2009.

For audit purposes, the Queensland Government is required to retain the applications and other supplied supporting material.

The provisions of the Right to Information Act 2009 apply to documents in the possession of the Queensland Government.



How to apply

Eligible applicant organisations are invited to submit an online application for the IET Partnership Fund 2020-21 Provider Transition Round by 11.00am, 28 September 2020. The applications will be open for a period of three weeks.

The IET Partnership Fund website provides access to the IET Partnership Fund 2020-21 Provider Transition Round Application Form, which is completed online via the SmartyGrants system.

You may discuss your proposals directly with Study Queensland.

Study Queensland works closely with TIQ overseas offices to provide market entry and development assistance for Queensland education and training providers and to profile Queensland as a leading international study destination and partner.

Key dates

IET Partnership Fund 2020-21 Provider Transition Round

Applications open:

7 September 2020 / 9.00am

Applications close:

28 September 2020 / 11.00am

Apply here:

<https://dsiti.smartygrants.com.au/IET20-21R1>

Further information and all program related enquiries:

Study Queensland, Trade and Investment Queensland

Website: <http://www.tiq.qld.gov.au/iet-strategy/iet-partnership-fund/>

Telephone: (07) 3514 3147

Email: iet.partnershipfund@tiq.qld.gov.au

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