Hon. Phil Honeywood, Business Development Dir. ACPET National Conference Melbourne 27 August 2010
THE COMPETITIVE LANDSCAPE

- **U.K, CANADA, U.S.A, N.Z:** private & public education providers compete for international/domestic students

- **Australia’s public providers:** campaign to deny market share to private RTOs

- **Unprincipled private RTOs:** blatantly poach students by ignoring ESOS AND AQTF regulations

- **Student cynicism contributing to:**
  - tuition fee strikes
  - provider jumping
  - spurious claims against good providers
  - bad publicity for Australia abroad
PUBLIC POLICY MAKING
CONUNDRUM

- Perceived: policies implemented in separate silos by Federal Government departments

- Outcomes inconsistent: due to overlapping State/Federal responsibilities

- Government regulators under-resourced:
  - unsustainable time lags for audits, course scope additions
  - complaints about insufficient provider support/advice

- Knee-jerk decision making: due to sudden political interest in International Education
DO SIZE AND TRACK RECORD MATTER?

- **Large private RTOs**
  - able to support greater range of student support and ancillary services
  - often have financial strength to withstand industry shocks

- **Small RTOs**
  - Can still be beautiful/efficient

- NEED TO IDENTIFY STRATEGIES THAT NURTURE EXCELLENT PROVIDERS
PROPOSED WAYS FORWARD

- GREATER RECOGNITION BY GOVERNMENT of socio-economic benefits of our industry e.g. Tourism Industry comparison

- CREATION OF GOVERNMENT/INDUSTRY CONSULTATIVE COUNCIL involving true cross-sectional representation and co-ordination

- STREAMLINING OF REGULATORY REQUIREMENTS as quid pro quo for Industry accepting tuition fee trust funds etc.?

- RANKING SYSTEM for quality public and private providers e.g. UK model?