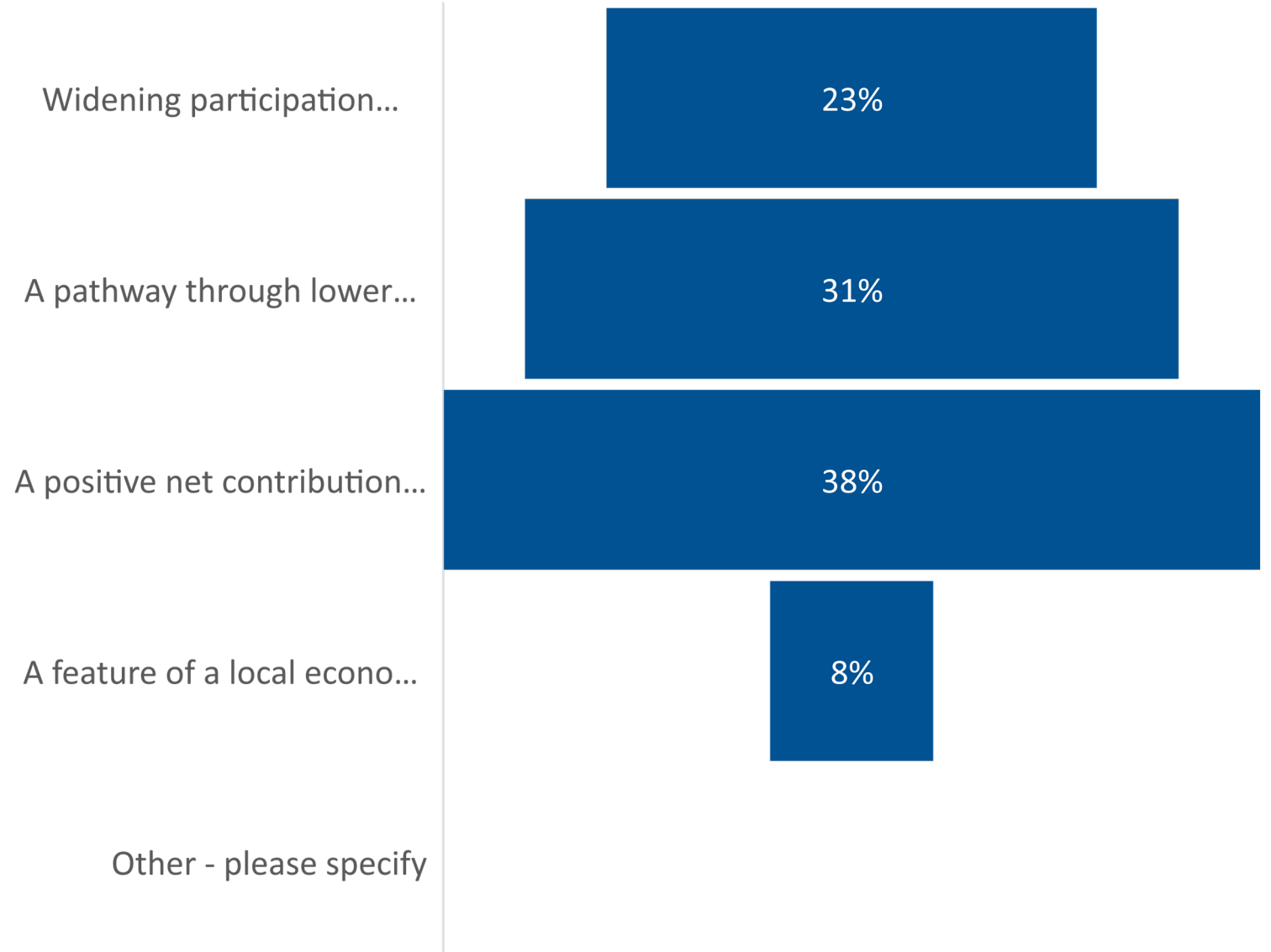


Student Finance in a Franchised Partnership

Paul Smith/Amanda Thomson
Partner Services

Franchise Partners Survey

Strategic Purpose of your franchise....



Franchise Partners Survey

Strategic direction likely to...

increase the level of franchising

45%

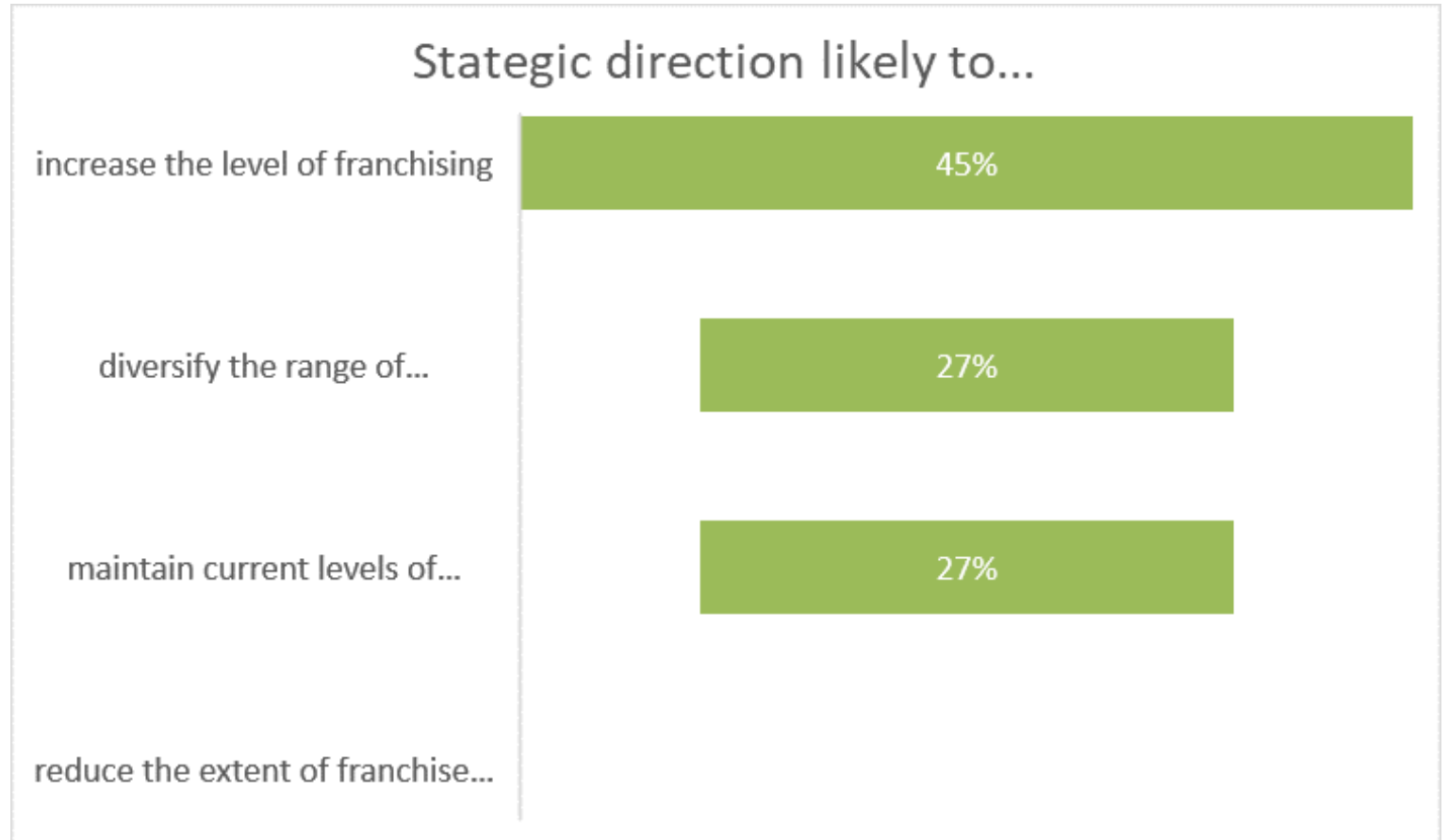
diversify the range of...

27%

maintain current levels of...

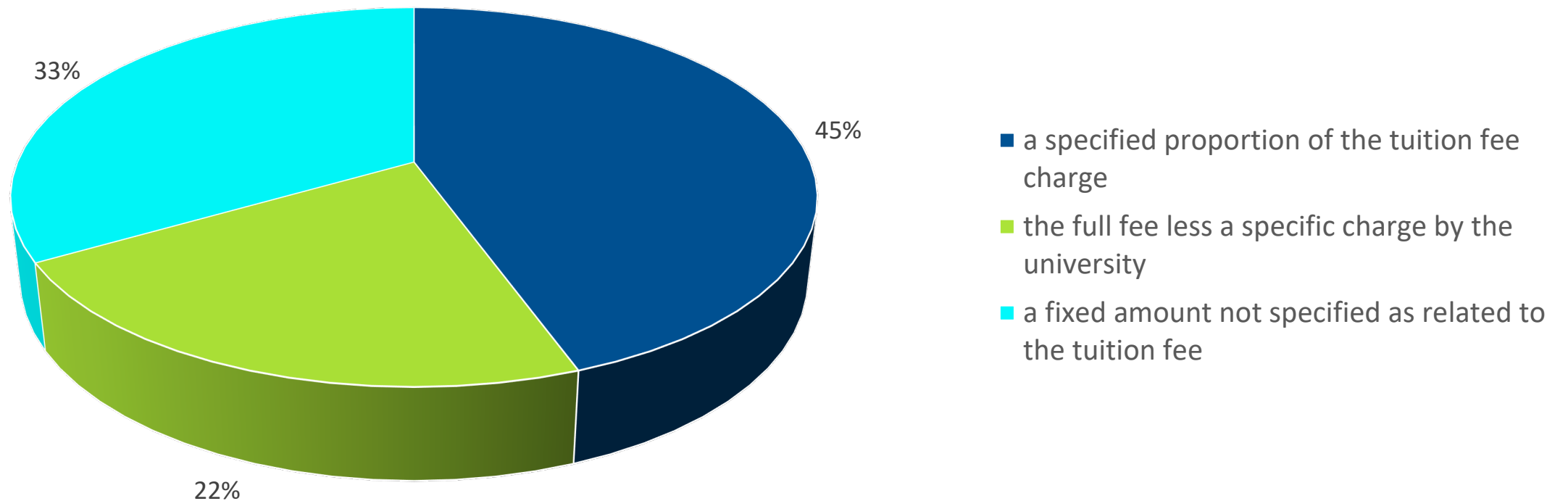
27%

reduce the extent of franchise...

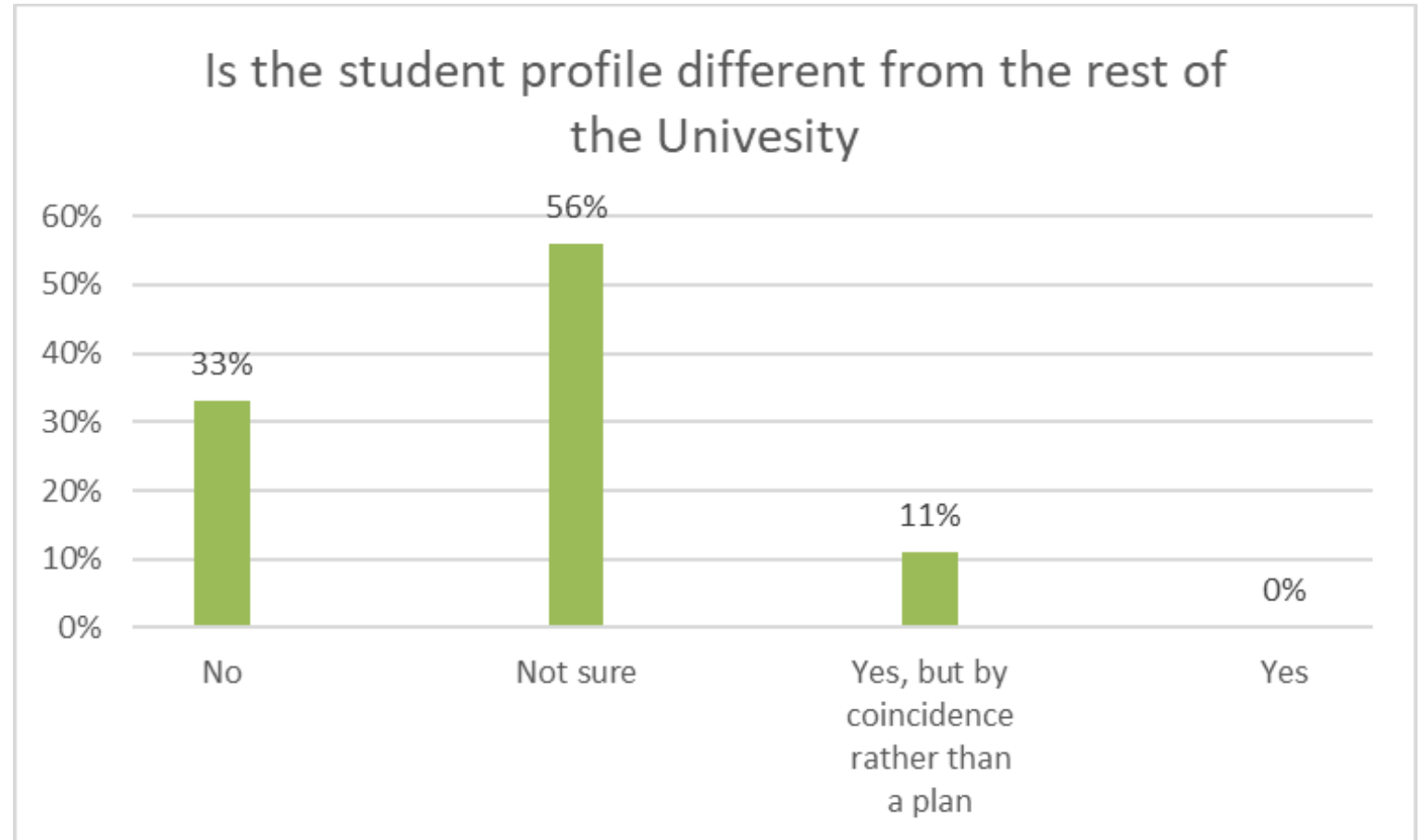


Franchise Partners Survey

Contract Specifies whether the fee to the Franchise partner is.....

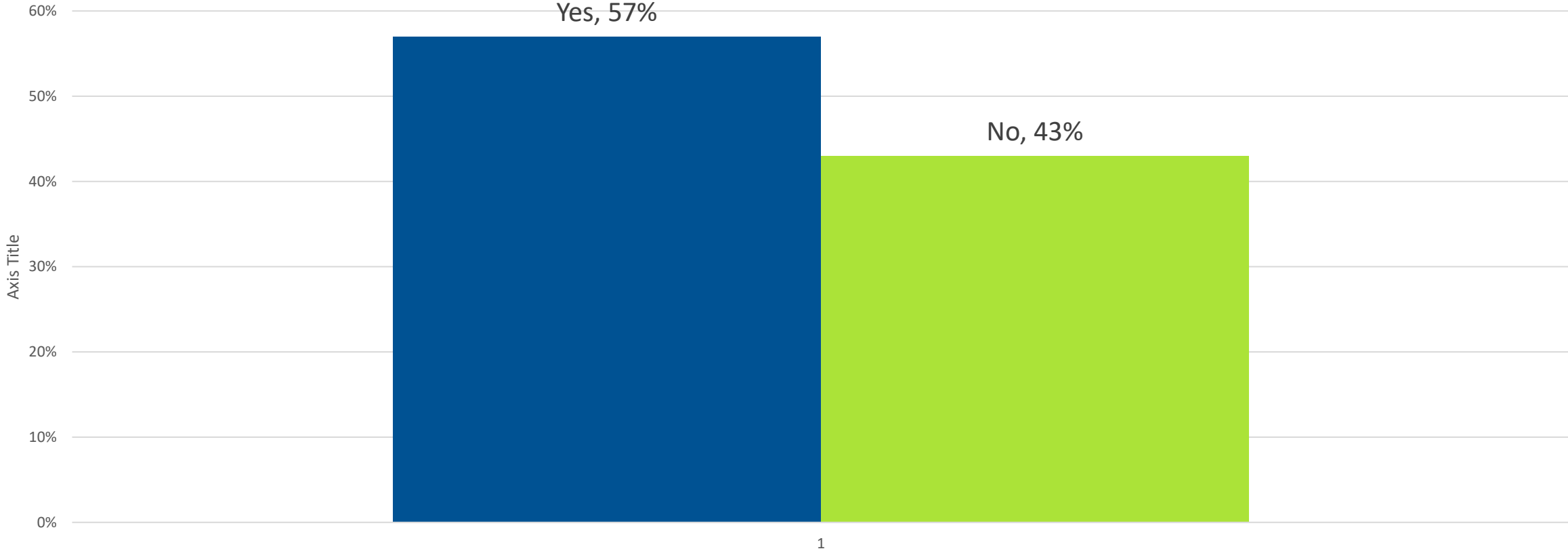


Franchise Partners Survey



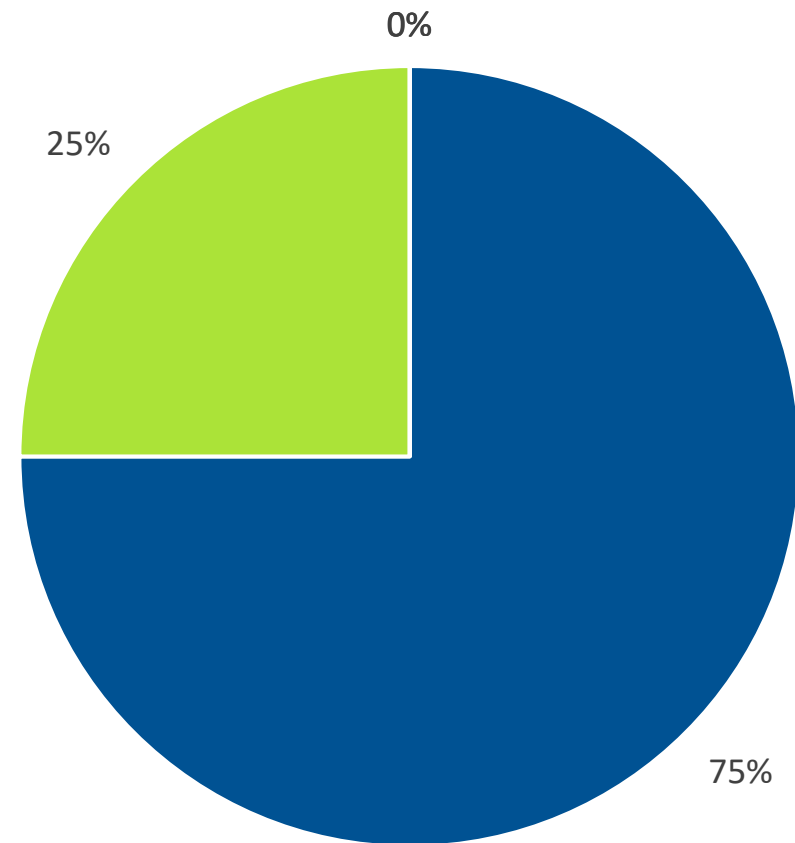
Franchise Partners Survey

Specific Director accountable for admission management of the partnership



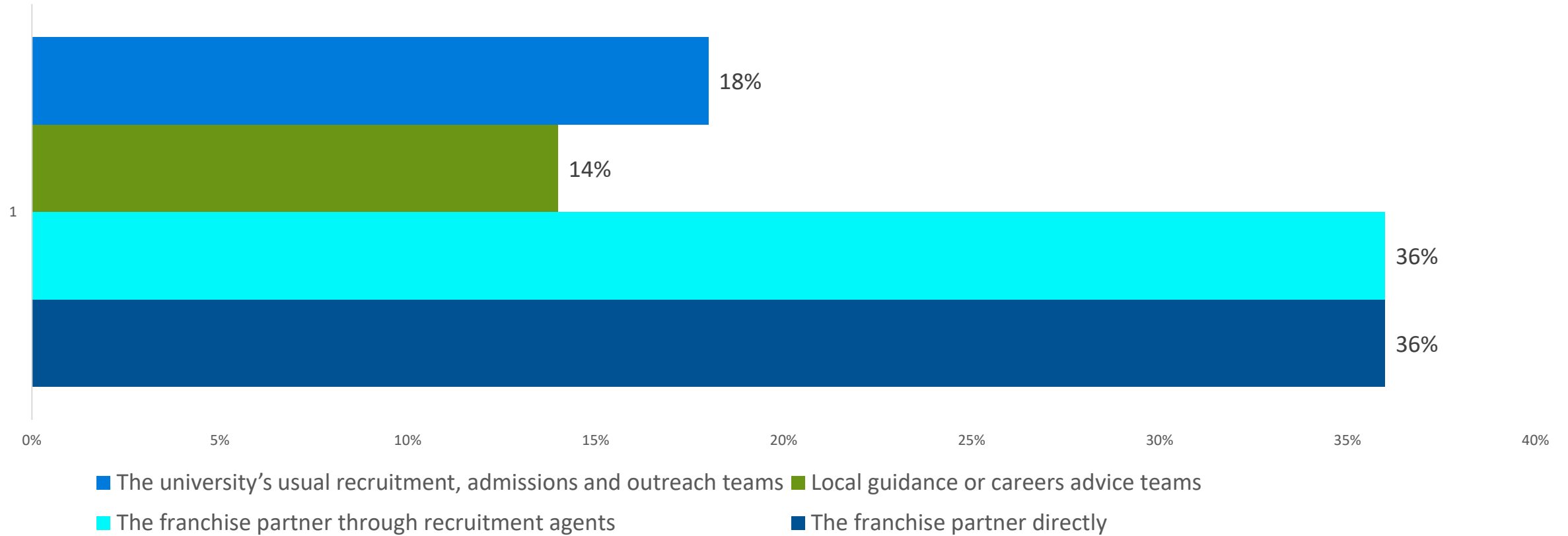
Franchise Partners Survey

What function does the director belong to....



- Partner management
- Finance
- Curriculum or course management
- Opportunity, participation and access
- Other - please specify

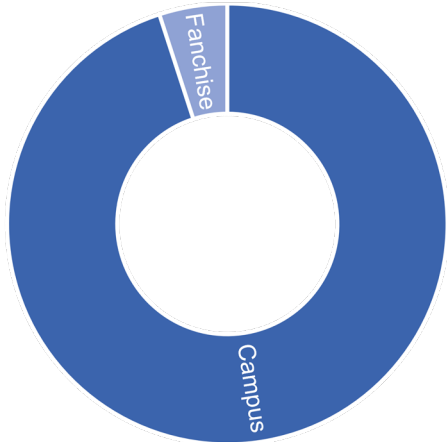
Who recruits the students?



Franchise Partners Survey

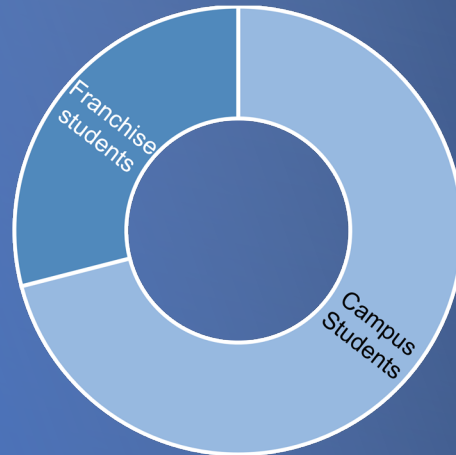
Courses

Courses run at franchise locations account for 5% of the total



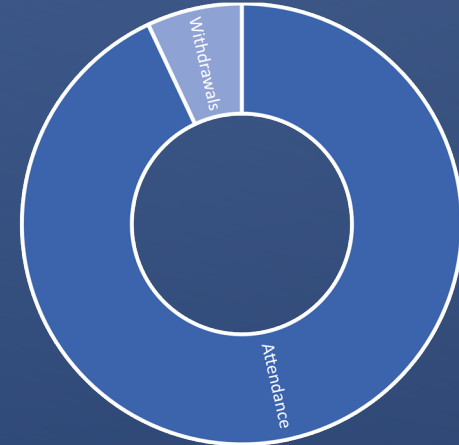
Students

21% of all student finance applicants and 14% of all registered students, are studying on a franchised course



Participation

Withdrawal rates for partner students are higher than sector average at 7%





- English providers registered with the Office for Students (OfS) can enter into validation and franchise agreements
- This can be with OfS registered and non-registered Providers
- Providers that are not registered with OfS can do this without seeking specific designation
- All eligible courses run through validation or franchise arrangements are automatically designated
- Eligible students can access the student finance system



Franchise Arrangements

- When a lead provider (the franchisor) enters into an agreement with another provider (the franchisee)
- Students apply to the lead provider and all tuition fee loan payments are made to the lead provider

Provider C (franchisor) has entered into a franchise agreement with Provider D (franchisee)



Provider D is delivering the course at its campus on behalf of Provider C



The lead provider, Provider C, must upload the course details to CMS under its provider details



The location of the course should be shown as Provider D

Key considerations:



- Strategic objectives must be linked to Access and Participation Plan (APP)
- Used to address local and regional skills gaps
- Accountability, quality and compliance
- Robust technology that enables full transparency
- Recruitment practices that drive student commitment and meet expectation of quality

Components of an agreement

Due Diligence

- Governance and Data
- Operating conditions and restrictions
- Quality requirements



accountability

Ongoing Provision

Administrative responsibility on partners to provide information and intelligence on students

Primary providers to oversee provision with the same level of scrutiny as main provision

Primary providers fully responsible for educating partners to enable full compliance

A hand is shown on the left side of the image, pointing towards a futuristic digital interface. The interface features a central circular hub with a document icon and a checkmark, surrounded by several smaller circular icons: a scale of justice, a group of people, a document with a magnifying glass, and a folder. The word 'COMPLIANCE' is written in large, glowing white letters across the top of the interface. The background is dark with blue and white light effects, suggesting a high-tech or digital environment.

COMPLIANCE

Administration of Student Finance

- Portal access is restricted to the Primary Provider
- Student data on the portal includes all students
- Service standard measures for timeliness and accuracy apply to all provision
- Sanctions, where applicable will apply to the Primary Provider entirely



Where does student advice and guidance sit?



How is quality assured and maintained?



To what extent are primary providers involved in enrolment?



Impact on Service Standard Compliance?

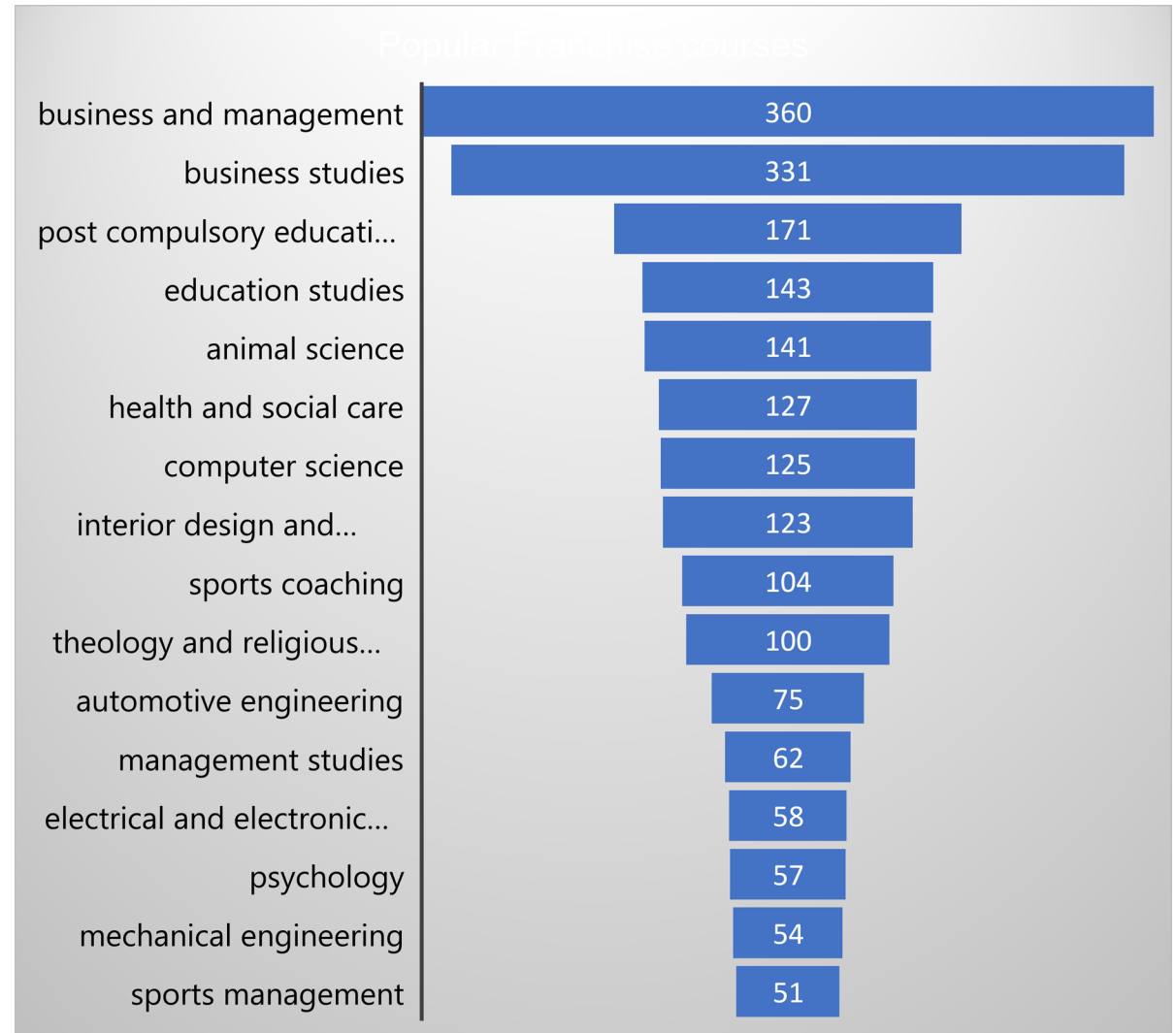


Quality sampling ratio 1:10?

Access & Participation

To what extent are Access & Participation targets driving results in areas such as:

- Programme choices?
- Qualification types?
- Likely bias for specific demographic groups?



BEST PRACTICE



Student Verification Checks

- Immigration status checks to be owned and managed by the Primary Provider
- Defined experiential learning measurements to be regularly sample checked
- Minimum English language proficiency tested at enrolment (F2F preferable)

Attendance Management and Admissions Policies

- Robust policies and processes defined at the outset
- New partners should be classified as higher risk until evidence of a proven track record
- Partner visits to perform spot-checks on controls
- Regular review of partner risk profiles - poor pass rates, low engagement, identifying inappropriate admissions.
- Live access to attendance data
- Sample check verification of documentation such as previous qualifications

Question Time



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