



# An SME manifesto for higher education

*IHE is calling on the next UK government to...*

## *recognise SMEs as GREAT for higher education*

- Launch a new government plan to unlock the potential of SMEs in higher education
- Appoint an **SME Champion for Higher Education** to support the development of HE SMEs
- Commission new research to assess the system-wide impact and value of SMEs in HE
- Build on the International Education Strategy with a dedicated **HE SME export plan**

## *help SMEs in higher education to grow*

- Establish a small business support hub and **accelerator programme** for higher education
- **HE Start-up Loans** to kickstart provision which meets skills needs and regional cold spots
- Modernise the SLC to support more flexible study and improve cash flow for SMEs
- Eliminate minimum thresholds for public grant funding and procurement bids across HE

## *design rules which really fit*

- Require SME impact **assessments** for all HE regulation to help contain its cost and burden
- Review and amend official guidance and communications to ensure they are SME friendly
- An SME action plan to improve the **inclusiveness of metrics** used in higher education
- A new proportionality and performance framework for regulators with specific SME targets

## *and start the engines of innovation*

- Remove any barriers to SMEs designing, teaching and awarding their own qualifications
- Introduce a **retraining pot** and funding-by-credit to boost industry short courses and CPD
- Streamline the regulation and funding of SMEs that help students bridge the FE/HE gap
- **Fix the broken validation system** to bring costs down and the support for innovation up



# SME Higher Education Facts and Figures

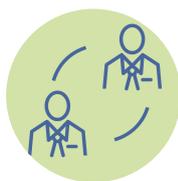
Facts and Figures are from the annual Independent Higher Education Survey, supported by other public sources such as the Student Income and Expenditure Survey. As such they do not include the range of SMEs in other parts of the higher education sector.

89%



of the independent higher education sector are SMEs; 19% of these are Micro and 49% are Small

51%



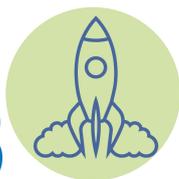
of SME HE providers teach full-time students from outside the UK

30%



of SME HE providers have students or education partners in other countries

4168



SME HE providers teach 4168 students on Accelerated Degrees

42%



of SME HE providers offer FE, short courses or CPD alongside their Undergraduate provision

62%



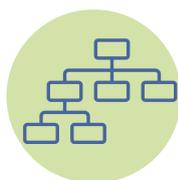
of SME HE providers have an industry or professional mission

78%



of SME HE providers are based in London and the South East

18%



of SME HE providers teach at multiple locations across the UK

98



SME HE providers have an average of 98 staff

£1bn



Students at SME HE providers contribute over £1 billion to the economy through expenditure and fees

£144



Average cost per student for SME HE providers in England to register with the Office for Students

74%



of SME HE providers think the government should extend support for SMEs to higher education