

Request for Proposal: Technology and Innovation Partner

INTRODUCTION

SIEBA is pleased to provide an opportunity for interested parties to submit proposals for a Technology and Innovation Partner to support the development of projects under our future focus programme of work.

BACKGROUND

New Zealand's international education industry has been significantly impacted by the COVID-19 pandemic. The pandemic has highlighted the need for the school sector to explore options to be better prepared for our recovery. Education New Zealand is supporting SIEBA to help the school sector navigate this unprecedented time of strategic uncertainty by providing seed funding to plan and implement recovery projects.

A future focus plan has been developed and the plan identifies recovery options for the school sector. The projects centre around product development and the digital capability of the sector. The next part of the process is to advance the plan by identifying specific activities to support the recovery of the sector.

The projects explicitly focus on innovation, rather than business as usual. The goal of the projects is to assist the school sector to adopt new ways of working to mitigate the impacts of COVID-19 related developments and any future shocks that may impact the sector. This is an opportunity for SIEBA to work with the school sector, Education New Zealand, and other parties across the industry to emerge from Covid-19 with a stronger and more resilient school sector for international education.

THE PROJECTS

The projects are:

1. Scenario Planning Framework

A sector-wide recovery readiness appraisal, leading to the development of a scenario planning tool to help guide strategic decision making in the current environment.

2. Towards a digital future

Advancing the adoption of digital technologies in schools and gathering improved sector information to support evidence-based decision making, lobbying, and advocacy on behalf of schools.

3. Online and blended delivery

Developing a model for online and blended delivery, enabling schools to run a range of online programmes that offer alternative revenue streams, support internationalisation and grow the international student pipeline.

4. Primary and Intermediate School Support

Exploring new business models to support international education across primary and intermediate schools.

PURPOSE

While projects will be discrete pieces of work, they are linked by common themes. Digital capability is one such common theme and SIEBA has identified the need for a Technology and Innovation Partner with expertise in digital capability to help bring the projects to life.

The Technology and Innovation Partner will provide input, value, knowledge, and a digital capability perspective to all projects. The successful partner will contribute to pre-project planning with the possibility of involvement through to implementation and delivery.

While it is anticipated the partner will be able to provide specific digital solutions for certain aspects of the projects, it is also possible that other partners with different areas of expertise may be brought on at later stages of project development and implementation. SIEBA is looking for a partner that has detailed knowledge of the school sector, understands the project goals and purpose, and is willing to work with a wide range of stakeholders to help find digital solutions to the sector's challenges.

WHAT ARE WE LOOKING FOR?

We are looking for a partner with:

- Experience in providing digital solutions to schools in the context of international education
- A proven track record of innovation, an agile approach to business and the ability to move quickly
- Strong product relationships with SIEBA member schools
- Relationships with the wider international education industry that may include the tertiary sector, channel partners and education recruitment agencies
- The ability to integrate and share data through API to provide real-time anonymised and aggregated sector insights
- Positive relationships with key government stakeholders, for example, Education New Zealand, Immigration New Zealand, and Ministry of Education
- An absolute commitment to customer experience and continuous improvement
- A passion for the long-term future and sustainability of the international education sector

TIMEFRAMES

18 th December 2020	RFP released
21 st January 2021	Deadline for submissions
25 th January 2021	RFP evaluation and selection
29 th January 2021	Notification to all parties of successful proposal

Following the appointment of the Technology and Innovation Partner, SIEBA will develop a Memorandum of Understanding through which further terms of engagement will be detailed. The successful partner will join a FFP working group that will meet in early in 2021 to advance the projects.

SUBMISSION GUIDELINE AND EVALUATION CRITERIA

Submissions should be no more than four A4 sides and include:

- Company profile
- Overview of technology solutions or platforms currently provided to the school sector
- Summary of existing customer relationships
- Overview of any partnerships with government stakeholders
- Resourcing capacity, including capacity to commit time to development of projects
- Summary of why you are interested in partnering with SIEBA for these projects

SELECTION

Submissions will be evaluated by a selection panel. The panel will make a recommendation on the successful proposal to the SIEBA Board of Directors for approval.

HOW TO MAKE A SUBMISSION

Submissions should be emailed to guy@sieba.nz by 5pm, 21st January 2021. For further information please contact Guy Pascoe, FFP Project Manager at the email above or on 021 868 837.

CONFIDENTIALITY

Information provided to support proposals submitted to SIEBA will be strictly in confidence and not shared with any third party without prior written permission from the proposal submitter.