

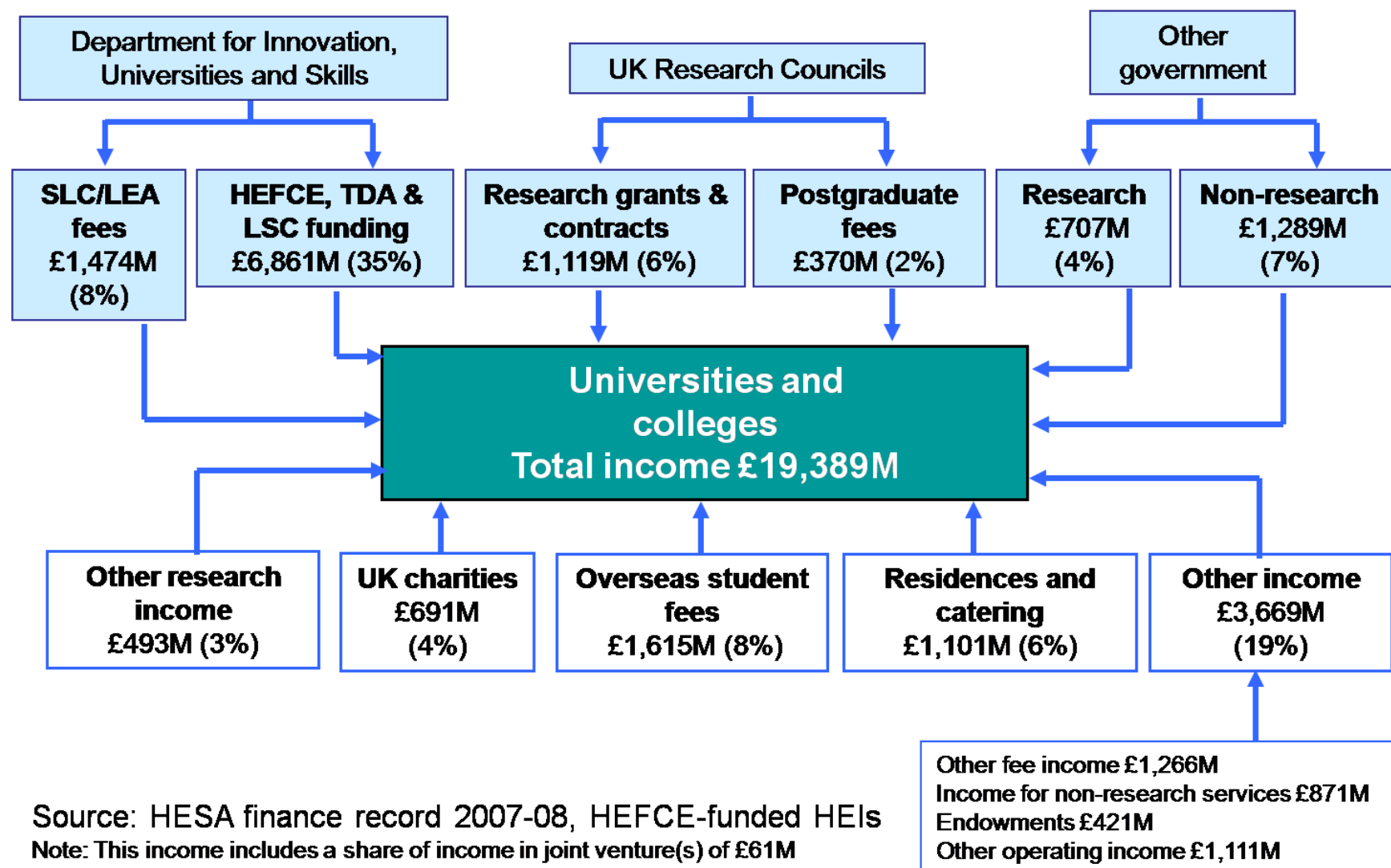


Alternative Funding Streams

Investing in Greatness
28 October 2009

David Sweeney
Director (Research, Innovation and Skills)

Sources of finance for universities and colleges, 2007-08



Strategy & Tactics

- Engage and Consult
- Building on core business?
 - Or moving into new areas?
- Headroom for investment?
- Market analysis
- Costs and benefits
 - Effect on core business – HR issues? Estates? Conferencing?

Candidates

- Development & alumni
- CPD/Short Courses/WFD/
- Consultancy
- Conferencing
- Contract research
- Overseas students
- ?