

Commercial packages

Discover the benefits of working alongside IHE to deliver products and services for the independent higher education sector.

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Why work with IHE?

Working alongside IHE provides access to the UK's largest network of independent higher education providers.

Becoming an IHE Commercial Supporter or Partner signals to our members that you are committed to delivering high-quality products and services tailored to suit the needs of the independent higher education sector.

As a Commercial Supporter you will have access to exclusive opportunities to communicate directly with our members at IHE events and through our marketing channels.

Commercial Partnership displays a deeper commitment to developing a mutually beneficial relationship with IHE that supports our members and your clients. As a Commercial Partner you will also benefit from priority booking of any advertising, sponsorship and exhibitor opportunities.

A diverse range of high-quality providers

IHE members include some of the boldest innovators in higher education today, alongside some of the original pioneers in their fields. All our members undergo a rigorous application process. Our 70+ members include:

- household names such as the Royal Academy and Le Cordon Bleu
- long established independent colleges Spurgeon's College and City & Guilds of London Art School
- cutting-edge new providers TEDI-London and The Dyson Institute of Engineering and Technology
- industry leading technical institutes Futureworks and Met Film School
- and global education pathway providers Kaplan and Study Group.

Our members need your products and services

Like any type of business, our members seek solutions and support from a diverse range of suppliers. Examples include law firms, accountants and financial services, student records system providers, IT software and support companies, student services,

marketing, communication and design agencies, awarding bodies, and sector organisations.

Our Commercial packages are open to individuals and organisations who already provide products and services to the independent higher education sector, or who want to enter the market and develop a new offer.

If you have a product or service that you think would be of benefit to our members we would be interested in having a conversation with you.

Which package is right for you?

Commercial Supporter

The Commercial Supporter package connects you to our rapidly growing network of educational institutions and training providers, offering a unique set of opportunities to promote your products and services to IHE members and visitors to our website.

These include:

- Business listing including a biography and company logo on the IHE website.
- Promotion in the IHE newsletter once per year – an exclusive opportunity to publish a 200-word, branded article in our newsletter, which is sent to all members including senior staff and decision makers.
- A blog spot on the IHE website at least once per year to discuss a topical issue from your industry.
- Discount on exhibition space at IHE conferences, training and professional development events.
- Discounted attendance at professional development and social events.
- The opportunity to advertising in IHE literature.
- List of IHE members updated quarterly.
- Subscription to the IHE newsletter, keeping you up to date with developments in the sector and the work and growing membership of IHE.
- Quarterly meeting with IHE's Head of Partnerships to grow organisational understanding and optimise membership benefits.

Annual subscription fee: £1,500 + VAT.

Commercial Partner

We can offer you the potential for deeper engagement with IHE's members through our Commercial Partner package.

In addition to Supporter benefits, we will offer our Partners:

- Client referrals, where an IHE member or other relevant institution has a need for a Partner's products or services.
- The opportunity to present at member networks and forums.
- Assistance with product development including facilitating focus groups of interested members and offering internal expert knowledge.
- Priority access to all advertising, sponsorship and exhibition opportunities.
- Priority booking at social events.
- The option to run events in your area of expertise.
- Annual meeting with IHE's CEO.

Using our unique knowledge of and insights into the needs of our members, we work with Commercial Partners to produce packages of services to offer to our membership. We will work together to tailor specific deliverables that provide valuable contact points with members throughout the course of the contract period. Commercial Partners will be expected to offer consistently high quality and excellent value products and services, and in return we will recommend them to our members.

Commercial Partnerships start at £5,000 + VAT per year.

Getting started

Initial enquiries and more information

If you have any questions about our Commercial packages or think you have a product or service that would be of interest to our members and would like to arrange an initial discussion, please contact: info@ihe.ac.uk

Application and references

Following an initial discussion, we will provide you with an application form for completion. As part of your application, we will need to receive and verify two recent customer references, at least one of which should be (where possible) from the education sector.

Review

Your references and application will be reviewed by IHE's CEO for approval.

Onboarding

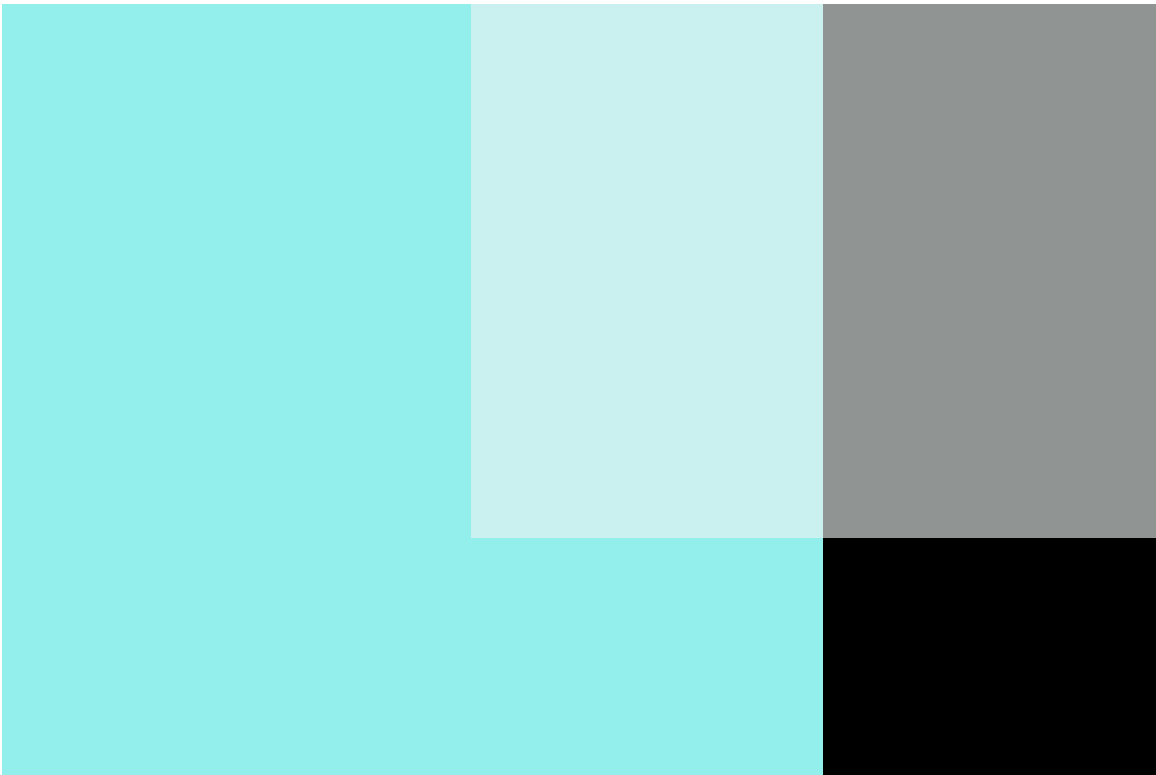
Upon approval we will write to let you know that your application has been successful and raise an invoice. Commercial packages run January to December. Commercial Supporters or Partners who join part way through the year will be invoiced pro-rata.

Scheduling deliverables

Once payment has been received and your package is confirmed, we will work together to schedule the year's deliverables and contact points.

Renewal

Commercial Supporter and Partner packages automatically renew. Each November we will contact you to regarding your 1 January renewal.



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