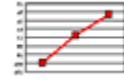


Industry News from IT Skills Research (May 08)

INVITATION TO SECURITY SKILLS WORKSHOP

Commercial training providers who are active in the Cybersecurity market are invited to participate in a workshop organised by the Information Security Awareness Forum, which brings together the awareness programmes of most of the professional bodies and trade associations relevant to the fight against Internet and computer assisted crime. The aim is to map the current situation, building on a paper produced by EURIM last year to identify the most obvious gaps and to recommend actions accordingly, particularly with regard to skills programmes. The workshop will be held in London on 4 June. To take part, or for more information, e-mail philip.virgo@btconnect.com. May 2008

MARKET SIZE 2007



IT Skills Research estimates that the UK IT training market in 2007 was worth £530 million – an increase of 10.5% over 2006. The industry has had a tough time in recent years, and after peaking at £525 million in 2000, it declined by almost 30% over the next three years. It has taken a further four years of steady but unspectacular growth to get back to a similar level – but when inflation is taken into account, we're still not back there now. (These figures relate to the professional IT training industry, which is used by employers to provide training for their staff. They exclude universities, colleges, companies selling mainly to private individuals, and providers delivering government-funded training programmes.) May 2008

NEW TOP 50 COMING SOON

Top
50

Our estimate of the UK market size (see above) is generated as a by-product of our research to produce the new **Top 50 IT Training Companies**. The new Top 50 will be revealed later in May to coincide with publication of the Spring issue of IT Training magazine, which will feature a special section on the Top 50. IT Skills Research members will be able to see the Top 50 on this website first – so keep a look out around the 20th of the month! May 2008

ADVANCE OF E-LEARNING CONTINUES TO BE OVERSTATED, SAYS CIPD

Over half of L&D managers (57%) now offer e-learning as part of their training provision, but there remain continuing doubts about its effectiveness, according to the CIPD's Annual Learning and Development Survey. When asked to list the top three most effective training practices, only 7% of respondents mentioned e-learning. In organisations using e-learning, only 30% of users are reported as completing courses. The CIPD says the issues of e-learning are clearly defined: almost all organisations (95%) agree e-learning is more effective when combined with other forms of learning, and 92% say it demands a new attitude on the part of the learner. Martyn Sloman, CIPD learning and development adviser, says: "Businesses need to remember that technology is there to support people management and development strategies, not replace them." May 2008

MICROSOFT BUSINESS CERTIFICATION PARTNERS REQUIRED

Microsoft has launched its new range of business qualifications – Microsoft Certified Application Specialist (MCAS) and Microsoft Certified Application Professional (MCAP) – to replace MOS. The Microsoft Business Certifications (MSBC) have been designed for power users of Office 2003 and 2007, and aim to increase productivity as well as providing a globally recognised qualification. Prodigy UK, which manages the MSBC Programme for Training Providers in the UK, is currently seeking new training companies to deliver MSBC training and certification courses. May 2008

XPERTISE TO DELIVER NEW OFFICE 2007 CERTIFICATIONS



Xpertise has launched the new Microsoft Business Certification Programme including brand new qualifications for Office 2007 and Windows Vista – and is its own first customer. Xpertise is currently rolling out Vista and Office 2007 internally, so it is providing the full Office 2007 training programme to almost 150 of its own staff. In addition, its trainers and many key employees will be taking the new Office certifications. Xpertise is an official testing centre for the new certifications through Prodigy, which manages the certification programme in the UK and Ireland (see above). May 2008

MANAGEMENT QUALIFICATIONS FROM QA-IQ



QA-IQ has launched a new accredited programme for management development in partnership with Middlesex University's Institute for Work Based Learning. Three new qualifications – the QA-IQ Certificate in Management, Diploma in Management and Advanced Diploma in Management – combine the flexibility of building knowledge through QA-IQ's 'Art of People' courses with guided learning in the workplace to embed skills and deliver hands-on experience. The programme is completed by a work-based assignment, applying the skills learnt directly to a relevant project. [May 2008](#)

IN SEARCH OF EXCELLENCE – BUT NOT IN TRAINING

The BCS has announced details of its annual IT Industry Awards, which it says “mark the key contribution made by the IT profession to economic prosperity, to business efficiency and to our public services”. However, the IT Trainer of the Year category has been withdrawn this year – so there will be no opportunity for recognition for this important sector. [This seems an odd decision, given the BCS's apparent focus on IT training: it is now the publisher of IT Training magazine, is an awarding body and last year set up an Information and Technology Training Specialist Group.] [May 2008](#)

IT AND TELECOMS INSIGHTS FROM E-SKILLS UK

e-skills UK has released three reports in the *IT and Telecoms Insights 2008* series on key trends over the next ten years and their implications for skills. Following the initial report published in January, the three reports now available are: *Trends and UK Skills Implications*, which provides a vision of the future based on the predictions of leading global industry analysts; *Employment Forecasts* – a 10-year analysis and forecast of IT and telecoms employment trends across the UK, which also looks at the need for IT and telecoms skills in the shorter term from 2007 to 2010; and *Staff Training in the UK*, investigating the incidence and nature of training and development among the IT and telecoms workforce. The reports are available at www.e-skills.com/insights08/indepth. IT Skills Research members can find more details at Other Research. [May 2008](#)

WHEN WILL THEY EVER LEARN?

An interesting nugget among the many fascinating and revealing figures in the introductory report in the IT and Telecoms Insights series (see above): researchers found that 92% of the employers who don't provide training believed the lack of training had an effect on their business – for example, 43% believed it had a negative effect on product or service development, while 31% believed it was detrimental to productivity. But they still don't do training! [May 2008](#)

EUROPEAN QUALIFICATIONS FRAMEWORK IS HERE



The European Parliament has formally adopted the [European Qualifications Framework](#) (EQF). This is a framework for qualifications obtained in all sectors of education, including general education, higher education and vocational training. It has eight reference levels of qualifications, from those obtained at the end of compulsory education (level 1) to the highest (level 8: doctorate or equivalent). The framework will relate different countries' qualifications systems and frameworks, to make qualifications more understandable to employers, individuals and institutions, so that workers and learners can use their qualifications in other countries. A target date of 2010 has been set for countries to relate their qualifications systems to the EQF. From 2012, all new qualifications should bear a reference to the EQF. [May 2008](#)

PEARSON VUE WINS CONTRACT WITH ROYAL COLLEGES OF PHYSICIANS




Pearson VUE has won a three-year contract with the Federation of Royal Colleges of Physicians of the UK to deliver the Federation's new Specialty Knowledge Based Assessments (KBAs) as computer-based tests (CBTs). These will be delivered throughout the UK, as well as overseas in centres such as Dubai, Egypt, Hong Kong and Singapore. They will be the first CBTs used by the Federation – all other tests are currently paper-based – and they will be a compulsory component of assessment for the Certificate of Completion of Training (CCT), which ensures that a doctor has sufficient knowledge of their specialty to practise safely and competently as a consultant. [May 2008](#)

ELEMENT K PARTNERS WITH SUN MICROSYSTEMS


Element K and Sun Microsystems have announced a partnership under which Element K will distribute Sun Authorized e-learning courses and certification bundles. These will provide full coverage of Sun's

programming for operating system, server and disk storage areas ranging from Java and Solaris OS, to Sun Fire, Sun Blade and Sun StorEdge hardware. Sun and Element K are also developing additional certification packages that will include authorized e-learning courses, certification practice exams, and a voucher for a Sun certification exam. [May 2008](#)

ONE MILLION CISCO CERTIFICATIONS

 At its recent Partner Summit in Hawaii, Cisco announced it had reached a major milestone, having now issued more than one million certifications to networking professionals, including nearly 20,000 Cisco CCIE expert-level credentials. By way of comparison, it is reported that Microsoft has issued over 2,250,000 certifications (including about 800,000 MCSEs), and CompTIA has awarded more than one million of its certifications. [May 2008](#)

DEMOS ACQUIRES HEMSLEY FRASER

 Demos, a leading French vocational training company, has acquired Hemsley Fraser Group, one of the UK's leading learning providers. Hemsley Fraser was founded in 1991 by Iain Lovett, and combines open training courses (40% of revenue) and learning solutions including customised training and managed services (60% of revenue). The company has 140 employees, supported by a network of 400 expert contributors, has a growing subsidiary in the US, and boasts a number of partnerships in several areas of the world including the Middle East, India and Japan. In 2007 Hemsley Fraser generated revenues of around £11 million in the United Kingdom and \$1.5 million in the United States. Demos says this transaction will allow it to accelerate its development outside France, and will further enrich its offer within the areas of strategic learning consultancy, managed services and learning outsourcing. [May 2008](#)

INTELLEGO ACQUISITION

Intellego, an AIM listed e-learning and compliance courseware solutions business, has acquired The Professional Development Partnership Ltd (PDPL), a training company specialising in financial services, for £150,000 in cash and shares. In 2007 PDPL generated sales of £289,438 with a net profit before tax of £1,092, and its balance sheet shows net liabilities of £7,700. [May 2008](#)


CB LEARNING LAUNCHES MICROSOFT ONLINE LEARNING

CB Learning – the learning arm of Computer Bookshops and an official provider of Microsoft Online Learning – has unveiled its new Learning Management System. This secure online service provides access to Official Microsoft Online Learning courses and allows users to manage their employees' training and track their progress. [May 2008](#)

XPERTISE LAUNCHES INTENSIVE DEVELOPMENT PROGRAMMES

Xpertise has launched a new range of intensive development programmes which, it says, include all the core skills essential for an individual to become a valued contributor to any business. Xpertise worked with customers to understand the key skills issues they have and the types of skills they would like their team members to develop in order to become more effective contributors at a personal, team, management and organisational level. The result is a set of intensive soft skills training programmes that focus on customer service, personal effectiveness, graduate development, and soft skills for IT professionals and IT managers. In each programme there are initial modules which provide core learning, with additional modules for those who wish to progress further. [May 2008](#)

THIRDFORCE LAUNCHES MINDLEADERS BRAND IN UK

 ThirdForce is launching a range of new e-learning products on IT professional and business skills under the Mindleaders brand. The products result from ThirdForce's \$18 million acquisition last year of Mindleaders Inc, and widen the company's existing portfolio of ICT courseware and testing and other vocational resources. Mindleaders already had a significant IT professional portfolio, including courses on Java, XML, SQL Server, Cisco, Linux, UNIX and Visual Basic. [May 2008](#)

LEARNING TECHNOLOGY ATTRACTS VENTURE CAPITAL

A new US study by Ambient Insight on private investment trends in the learning technology industry says capital is flowing in at the highest rate since the last recession. Ambient says funding in 2007 was the highest since 2001, and [more surprisingly] that funding in the first quarter of 2008 reached 64% of the 2007 total and already exceeds investments made in the entire year of 2006. It says investment in learning companies peaked in 2000 at over \$900 million, but declined rapidly after that to bottom out in

2004 before turning up again in 2005. Investment in self-paced e-learning products designed for the corporate market dominated between 1999 and 2003, but now digital reference-ware, collaboration-based learning, social network-based learning and learning services firms are attracting the largest investments. The findings come from Ambient Insight's report *Private Investment Trends in the US Learning Technology Industry*. [May 2008](#)

CBI FINDS SKILLS GAPS



The CBI has published the *CBI/Edexcel Education & Skills Survey 2008*, a new audit of the nation's skills. The report says employers have concerns not only about employees' basic literacy and numeracy skills, but also their weak IT skills, with over half (56%) concerned about the ability of existing employees to use computers. They believe the skills of people already in the workplace are not keeping pace with the rapid development of technology, even though 69% of firms claim they are investing in training to raise IT skills of existing staff. [May 2008](#)

NEW COMMISSION FOR SKILLS POLICY

A new Commission, which aims to put employers at the centre of employment and skills policy development across the UK, has opened for business. The UK Commission for Employment and Skills (UKCES) will supersede two government agencies – the Sector Skills Development Agency and the National Employment Panel. UKCES, whose creation was recommended by the Leitch Report in 2006, will provide advice to Ministers; develop an independent view of how successful and well integrated existing employment and skills systems are; and will also fund and manage the performance and re-licensing of the 25 employer-led Sector Skills Councils including e-skills UK. UKCES has already been asked to report on several issues, including whether a statutory entitlement to training is appropriate and whether further institutional change is required to deliver better integrated employment and skills services. [May 2008](#)

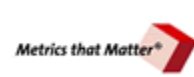
CONSULTATION TO STRENGTHEN HIGH LEVEL SKILLS

A consultation to build stronger and more flexible links between business and universities has been launched by Minister of State for Higher Education, Bill Rammell. The High Level Skills [consultation](#) will seek views from employers, students, colleges and universities on how to raise the skills of those already in work and ensure graduates are equipped with the knowledge and abilities that businesses need to compete globally. DIUS says the consultation, which runs until 7 July, will be used to set out the Government's vision for increasing employer engagement in higher education. [May 2008](#)

£60 MILLION FOR ADULT SKILLS

Chancellor of the Exchequer Alistair Darling announced an extra £60 million of funding for adult education and skills in the Budget. The funding is to go towards expanding the number of apprenticeship places on offer. A further £12.5 million was announced with the aim of encouraging women entrepreneurs. (*Reported by LSC Research Newsletter*) [May 2008](#)

MtM CLOSER TO HOME



Learning analytics specialist KnowledgeAdvisors has opened a UK office to provide comprehensive support and customer services for its Metrics that Matter product set. At the same time Global Learning Alliance has created three new staff positions to strengthen its range of learning analytics consultancy and implementation services. Global Learning Alliance and KnowledgeAdvisors work together on joint projects implementing Metrics that Matter in corporate learning organisations and commercial learning provider businesses. [May 2008](#)

RED HAT OPEN SOURCE FORUM

Red Hat has announced its first Open Source Forum, an event featuring partners and customers "to educate IT professionals on the benefits provided by open source solutions". The event will take place on 14 May in London. It will include presentations covering trends in open source adoption in the UK, and will also feature technical and business break-out sessions delivered by end-user enterprises who use open source solutions. [May 2008](#)

FUJITSU MTS SAVES 26%

[KnowledgePool](#) KnowledgePool says Fujitsu Services, a leading IT services company, has saved an average of 26 per cent off the retail prices of its IT, management and personal development training courses after signing a managed training services agreement with KnowledgePool. KnowledgePool's

online catalogue was used last year by over 5,000 Fujitsu employees to book more than 12,000 days of training. [May 2008](#)

INFORMATION TRANSFER'S FOUNDING PARTNER RETIRES

Dr Ralph Rickards, one of the founders of Information Transfer, is retiring after 26 years primarily spent developing the company's work for the pharmaceutical and chemical industries. He attributes the company's longevity and success to its culture: "Right from the start we decided to create a business where everyone shares responsibility and rewards; where opinions are respected and ambitions can be realised; where staff are trusted and independent, yet can enjoy the advantages of a supportive group". Information Transfer now has 12 consultants, each with different areas of expertise, and 14 support staff.

[May 2008](#)

COURSE-SOURCE APPOINTS DIRECTOR

e-Learning specialist Course-Source has appointed Paul Higgins to the new role of Director of Sales and Marketing, and is expecting to grow its business by 30% over the next year. Higgins has been involved in the education and training industry for the last 10 years and has worked previously with Wimba UK, Blackboard Inc and Serco Group. Course-Source provides an award-winning hosted Learning Management System and e-learning content, and won a 2006 National Training Award for its work within the NHS.

[May 2008](#)

CORNERSTONE SUBSCRIBERS PASS ONE MILLION



Cornerstone OnDemand, the provider of learning and talent management software and services, has surpassed one million active subscribers for its integrated suite in 141 countries around the world. Cornerstone recently announced the availability of 24x7 global support as well as localisation into 13 languages and support for currency conversion. It was also named as one of three top global talent management suite providers in a study by Bersin & Associates.

[May 2008](#)

BRIGHTWAVE SELECTED FOR UNILEVER E-LEARNING

Brightwave has been commissioned by Unilever to create two new e-learning programmes, on Open Innovation and Awareness, for its global Research and Development Academy. The programmes are designed to meet the needs of a global audience that varies in roles and experience. The learning will be delivered via Unilever's intranet at each learner's workstation, and the courses (which have mandatory assessments) will be tracked using Unilever's Learning Management System.

[May 2008](#)