



FW: DkIT Procurement

Neil McDermott

to:

PAC@oireachtas.ie

14/07/2017 15:18

Cc:

Jacintha Healy, Graham Love, "Andrew Brownlee", Sheena Duffy

Hide Details

From: Neil McDermott <nmcdermott@hea.ie>

To: "PAC@oireachtas.ie" <PAC@oireachtas.ie>,

Cc: Jacintha Healy <jacintha@hea.ie>, Graham Love <glove@hea.ie>, "Andrew Brownlee" <abrownlee@hea.ie>, Sheena Duffy <sheena@hea.ie>

## 2 Attachments



Dundalk Institute of Technology - recruitment of Chinese students.docx

Margaret,

I refer to the Committee's letter of 12 June 2017 and apologise for the delay in replying.

Following the Committee's request for clarification on this issue, the HEA sought further clarification from DkIT. The Institute has now provided this information which is appended here. The note sets out the background to the recruitment of international students by DkIT.

The HEA notes that the Institute has stressed the unique nature of this international student recruitment service and the strong relationship it has established with the student recruitment agency in Beijing. We also note this and other international student fee income has had a positive impact on DkIT's financial position. The Committee will recall that DkIT has experienced financial sustainability problems in recent years so growth in international student numbers is critical in returning institutions like DkIT back to financial stability.

Given the unique nature of this service there may be some justification in procuring it on a sole supplier basis. Nevertheless in doing so all institutions must ensure that they are achieving value for money. Therefore the HEA will conduct a survey of higher education institutions to gather a better understanding of how international students are recruited from growing markets such as China and the processes they put in place to ensure academic quality and value for money.

We also note the Committee's recommendation in its recent report in relation to the DkIT arrangement that "that a 15 year relationship with a sole supplier is excessive and recommends that a more competitive tendering process be put in place in spite of any logistical difficulties".

Regards,  
Neil

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**From:** Margaret Falsey [<mailto:Margaret.Falsey@Oireachtas.ie>] **On Behalf Of** [PAC@oireachtas.ie](mailto:PAC@oireachtas.ie)  
**Sent:** 12 June 2017 10:23  
**To:** Jacintha Healy <[jacintha@hea.ie](mailto:jacintha@hea.ie)>  
**Subject:** DkIT Procurement

Hi Jacintha,

I attach a letter for the attention of the CEO and a piece of correspondence received by the Committee regarding DKIT procurement procedures.

Regards  
Margaret Falsey  
PAC Secretariat  
016183074

*(See attached file: [PAC32-I-396] HEA- DkIT 01.06.2017.pdf)(See attached file: PAC32-R-533 C - DKIT Procurement.pdf)*

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