SME Internship Programme

Aim of the Scheme

✓ To make SMEs a viable employment option for graduates.
✓ Help improve graduate employment with our partners.
✓ Give SME’s access to skilled and innovative graduates

- 2012/13
  - 500 internships
  - £750,000

- 2013/14
  - 1500 internships
  - £2,250,000

- 2014/15
  - 2000 internships
  - £3,000,000
## Sector Breakdown for the 2013/14 Internship Scheme

<table>
<thead>
<tr>
<th>Sector</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Information technology</td>
<td>13.03%</td>
</tr>
<tr>
<td>Advertising, Marketing &amp; PR</td>
<td>8.54%</td>
</tr>
<tr>
<td>Charity &amp; voluntary work</td>
<td>7.04%</td>
</tr>
<tr>
<td>Education</td>
<td>7.04%</td>
</tr>
<tr>
<td>Consultancy</td>
<td>5.11%</td>
</tr>
<tr>
<td>Manufacturing and Production</td>
<td>4.80%</td>
</tr>
<tr>
<td>Media and Broadcasting</td>
<td>4.74%</td>
</tr>
<tr>
<td>Engineering</td>
<td>4.18%</td>
</tr>
<tr>
<td>Creative arts and design</td>
<td>3.99%</td>
</tr>
<tr>
<td>Leisure, Sport and Tourism</td>
<td>3.80%</td>
</tr>
<tr>
<td>Financial Management and Accountancy</td>
<td>3.43%</td>
</tr>
<tr>
<td>Retail and Buying</td>
<td>2.99%</td>
</tr>
<tr>
<td>Health Care</td>
<td>2.68%</td>
</tr>
<tr>
<td>Construction and Property</td>
<td>2.18%</td>
</tr>
<tr>
<td>Publishing and Journalism</td>
<td>2.18%</td>
</tr>
<tr>
<td>Other</td>
<td>24.25%</td>
</tr>
</tbody>
</table>
Over 50% of Interns were offered further employment

Employability Success

- 59% Offered further employment
- 41% Not offered further employment

Source: Compiled from 1,038 interns who took part in the 2013/14 Santander SME Internship scheme.
Changes to the UK Grants Portal website for the UK have seen an improvement in registration success for both Candidates and Companies

**Santander Grants Portal Candidate and Company Complete Registrations**

<table>
<thead>
<tr>
<th>Registration Type</th>
<th>Year 2013/14</th>
<th>Year 2014/15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candidate Complete Registrations</td>
<td>60%</td>
<td>90%</td>
</tr>
<tr>
<td>Company Complete Registrations</td>
<td>70%</td>
<td>90%</td>
</tr>
</tbody>
</table>

- Santander Grants Portal
Keele – Santander Internships

• 87 different SMEs advertised with us as a direct result of the scheme
• 74% of 2nd year of internships resulted in permanent or extended contracts
• All internships registered onto the portal
Benefits for Employers

- Access to a skilled graduate talent pool
- Financial Assistance – reduces risk
- Internship model – 12 weeks ideal min period
- A personal free of charge recruitment service
- Paperwork light
Benefits for Graduates and Students

- Opportunity to launch their career and move into management roles
- Many view to permanent roles on offer
- Employability skills enhanced
- Even if not shortlisted for interview or successful at interview, application advice given by Keele internship team
Benefits for Keele

• Our graduate employability data enhanced
• Success stories created – great University PR
• Enables us to increase our employer engagement
• Provides a focal point - Can open doors to our wider employer services – eg Networking Events
• Strong offering, growing in popularity with SMEs
Santander Universities Enterprise Portal Contents

1. Win
   - The 60 Second Pitch Awards
   - The Santander Universities Entrepreneurship Awards
   - Social Enterprise Development Awards
   - Breakthrough 50 Awards

2. Learn
   - Santander Universities SME Internship Programme
   - A start-up's guide to finance
   - Enterprise Tool-kit (Resources, Research, information...)

3. Connect
   - The Santander Universities ‘Go-Global’ Network tool
   - The Project Hub
   - The Mentoring & Advice Tool