

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

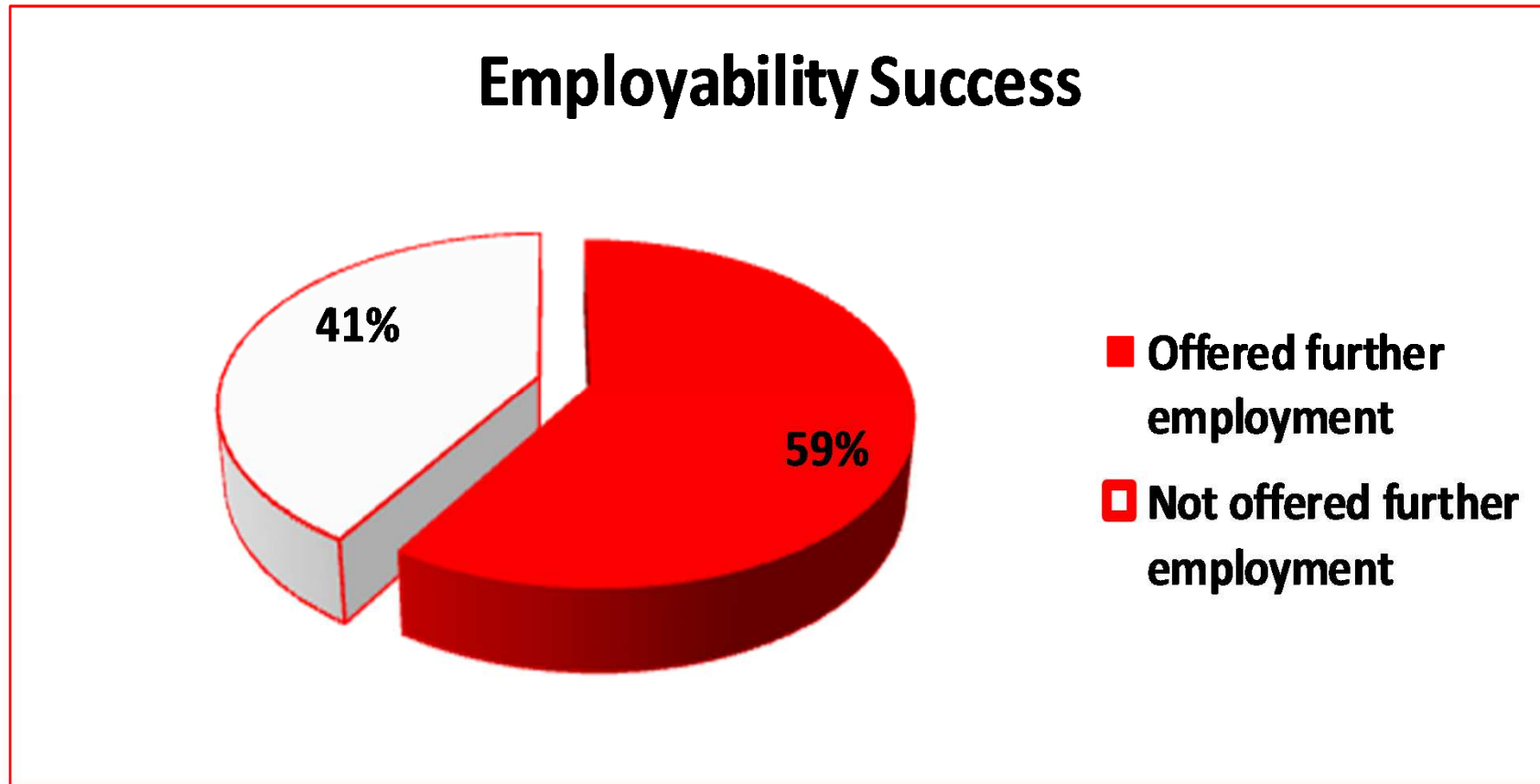
2000 internships

£3,000,000

Sector Breakdown for the 2013/14 Internship Scheme

Sector	Percentage
Information technology	13.03%
Advertising, Marketing & PR	8.54%
Charity & voluntary work	7.04%
Education	7.04%
Consultancy	5.11%
Manufacturing and Production	4.80%
Media and Broadcasting	4.74%
Engineering	4.18%
Creative arts and design	3.99%
Leisure, Sport and Tourism	3.80%
Financial Management and Accountancy	3.43%
Retail and Buying	2.99%
Health Care	2.68%
Construction and Property	2.18%
Publishing and Journalism	2.18%
Other	24.25%

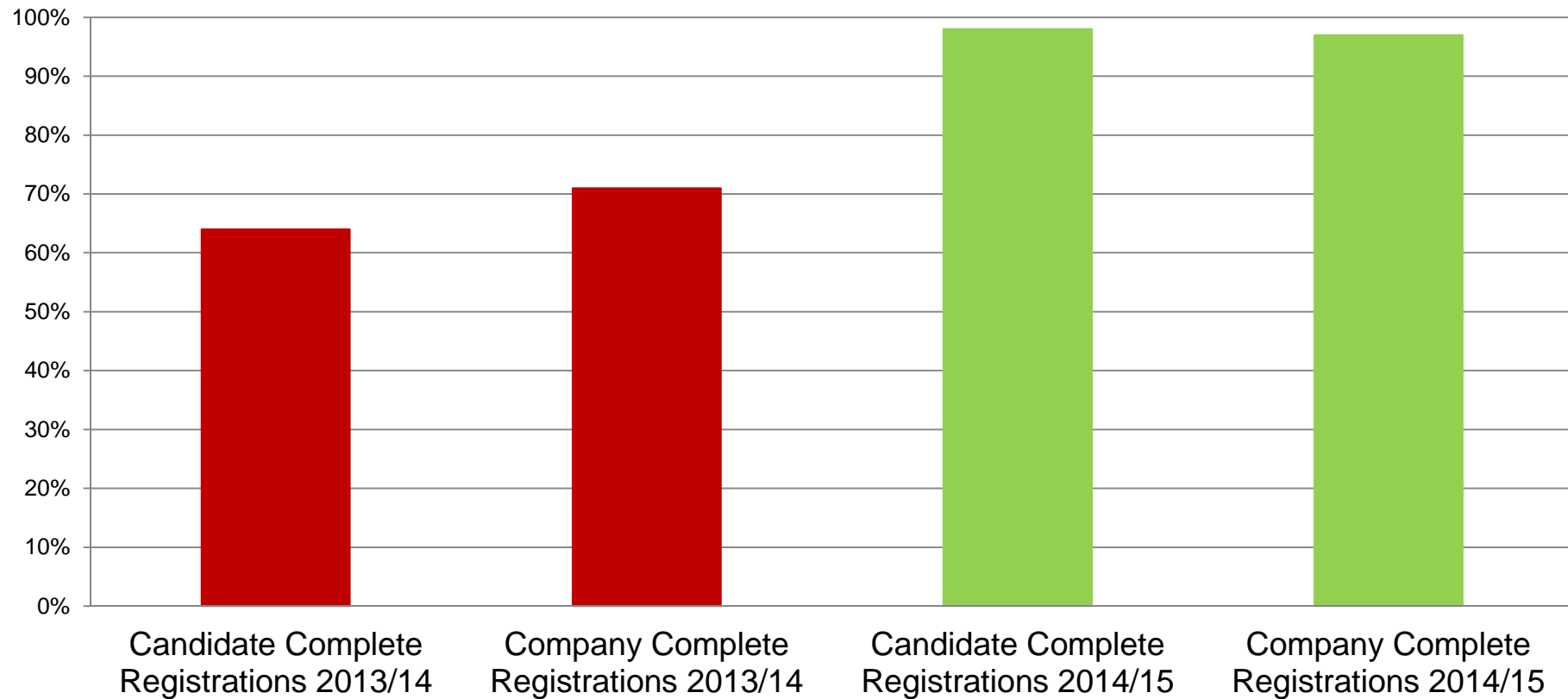
Over 50% of Interns were offered further employment



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



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



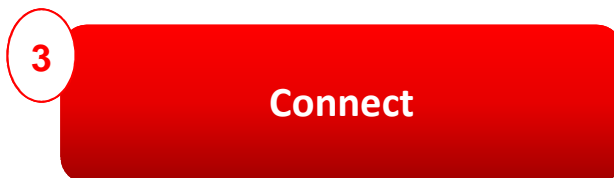
Santander Universities Enterprise Portal Contents



- ✓ The 60 Second Pitch Awards
- ✓ The Santander Universities Entrepreneurship Awards
- ✓ Social Enterprise Development Awards
- ✓ Breakthrough 50 Awards



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



- ✓ The Santander Universities 'Go-Global' Network tool
- ✓ The Project Hub
- ✓ The Mentoring & Advice Tool