

The Online Road to Success

The Challenge

We live in an age of digital disruption. Unprecedented technological change poses opportunities and risks in every industry, including higher education. Universities that are too slow to integrate technology throughout their teaching and administration systems may fall behind in their ability to attract and retain students, leading to declining revenues and missed opportunities.

Learners today have digital experiences in every aspect of their daily life, from transportation to entertainment to banking. They expect the same in education. Their preferences are changing, as is the higher education market itself—now increasingly driven by:

- **Growing demand** for affordable degree options, micro-credentialing, and closing the skill gap
- **Shifting demographics** and an evolving workforce making education more relevant for life-long learners
- **Increasing recognition** of the need to prepare students for the future of work, including careers that may not exist today

Succeeding in this complex new environment requires sound digital transformation strategies. Effective planning and execution of technology plans drives revenue gains through the combination of increased enrollment, reduced costs, and improved delivery.

Many universities in the developing world are seeking support from a trusted global partner in order to leapfrog in their digital transformation, provide access to high quality programs to their students and be able to compete in a rapidly changing environment. Without such rapid transformation, there is a risk of heightened digital divide, leaving the most vulnerable students behind.

The Solution

Building on its \$1.8 billion portfolio of higher education investments, IFC has developed the Digital for Tertiary Education (D4TEP) Program to address these needs. D4TEP is a global, scalable value added advisory service that helps higher education institutions plan, implement and finance successful digital transformation strategies.

D4TEP strengthens universities' ability to compete in an increasingly online market, better serving the growing number of students seeking alternatives to traditional classroom-based educational options. It also helps enhance and digitize the student and faculty experience, as well as accelerate back-office integration through the elimination of manual processes. Opening the door to possible subsequent IFC financing, it is aligned with IFC's broader goals for supporting innovative models and new technologies in higher education.

Global Client Network

Latin America and the Caribbean



Universidad de los Andes
(Colombia)



Universidad Peruana de Ciencias Aplicadas (Peru)



Lottus Education
(Mexico)



Uniminuto
(Colombia)



Universidad Continental
(Peru)



Universidad de Piura (Peru)



Talisis (Mexico)



Universidad Politécnica Salesiana (Ecuador)



Universidad de Medellín
(Colombia)

Africa



Maharishi University Institute
(South Africa)



Botho University (Botswana, Lesotho, Namibia, Eswatini)



Al Akhawayn University
(Morocco)

East Asia-Pacific



China Education Group (China)



D4TEP: How it Helps

D4TEP is an integrated solution enabling universities to move ahead on their digital transformation journey. It provides a customized suite of tools to accelerate institutions' digital transformation: from learning how to integrate systems and automate back-office processes and procedures, to enriching the educational experience of students both in and out of the virtual classroom, and more.

Delivered over 12 weeks, D4TEP helps clients:

- **Discover:** Assess the baseline situation by conducting digital maturity assessments and interviews with key stakeholders
- **Strategize:** Select and prioritize digital capabilities and identifying potential strategic partners, including the identification of new academic content alliances and technology solutions
- **Plan:** Design an implementation roadmap based on sound cost-benefit analysis
- **Train:** Conduct change management workshop sessions to help develop the change culture needed to implement new digital initiatives

What Does IFC Bring to Your University?

- Access to an exclusive global network of knowledgeable advisors
- Brand recognition as a leader in digital education delivery
- Knowledge-sharing of personalized best practices at C-suite level
- Collaborative access to resources for scoping the transformation journey
- Advice on identifying key priorities and addressing pressing issues
- IFC's tailored technical assistance and international experience
- Financing to support the investments required for digital transformation

What Clients Say

“The D4TEP program surveyed many members of the university. They wanted to know about the student journey. It was interesting to contrast what the stakeholders and students said in the survey versus what we were thinking. D4TEP helped us review our strategies, what we were doing right, and what adjustments we needed to incorporate.”

UPC,
Peru

“D4TEP really came at the right time. South Africa was in a hard lockdown for COVID-19 and we had had to go with everything online. We definitely felt we could use some help and some guidance on how to go through the digitalization process.”

Maharishi Institute,
South Africa

“D4TEP was the accelerator we needed—it helped us find new opportunities and was the proper way to structure and finetune our product.”

UniAndes,
Colombia

“We identified over 40 projects that would enable us transform digitally and we prioritized among these projects. The IFC team worked with us in different formats: individual meetings, groups, smaller breakout groups. Sometimes the focus was practical, other times theoretical. They provided specific examples of other universities who have driven digital transformation and how this impacted their delivery and return on investment. And we did all this in just a few weeks. The experienced helped a lot in planting the roots to drive change.”

Lottus Education,
Mexico

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