The EduCanada Brand A Powerful Tool to Succeed on the Global Stage

2020 Languages Canada Conference

Presented by:

International Education Division Global Affairs Canada

Sasha Tremblay EduCanada Brand Manager

sasha.tremblay@international.gc.ca







Section 1

The EduCanada Brand

EduCanada.ca



What is EduCanada

- EduCanada is a brand owned by Global Affairs Canada and comanaged with the Council of Ministers of Education, Canada (CMEC).
- It is a powerful marketing tool that capitalizes on Canada's international reputation to influence where international students choose to pursue their education.
- EduCanada raises Canada's profile as a study and research destination.
- It opens the door for students considering your institution.
- EduCanada speaks only for institutions that provide assurance of high quality education programs.



Registered Trademark and Copyright Protected

- The EduCanada brand is a protected trademark of the Government of Canada subject to a Master Licence Agreement between GAC and CMEC
 - EduCanada is registered in 53 countries
- More specifically, the EduCanada brand is the property of GAC and is sub-licensed to the provinces and territories through CMEC by an official Trademark and Copyright Licence Agreement (sub-licence agreement for P/Ts)
- Ongoing legal control and monitoring of the use to prevent copyright infringement



Co-Management with CMEC

- The brand is co-managed by CMEC and Global Affairs Canada (GAC), ensuring that it represents the unified voice of the sector and is a quality guarantee for the education sector
- The Council of Ministers of Education, Canada (CMEC) coordinates all international education matters with the provinces and territories



Section 2

International Students A Statistical Portrait

EduCanada.ca



- Increase support for Canadian education sector institutions to help grow their export services and explore new opportunities abroad
- Diversify the countries from which international students come to Canada, as well as their fields, levels of study, and location of study within Canada
- Encourage Canadian students to gain new skills through study and work abroad opportunities in key global markets





720,000 +

International students in Canada (2018)

Canada is renowned for **science**, research, innovation and quality in its world-leading education institutions



\$21B +

in exports of educational services (2018)

Canada's economic prosperity is a top priority for the Government of Canada

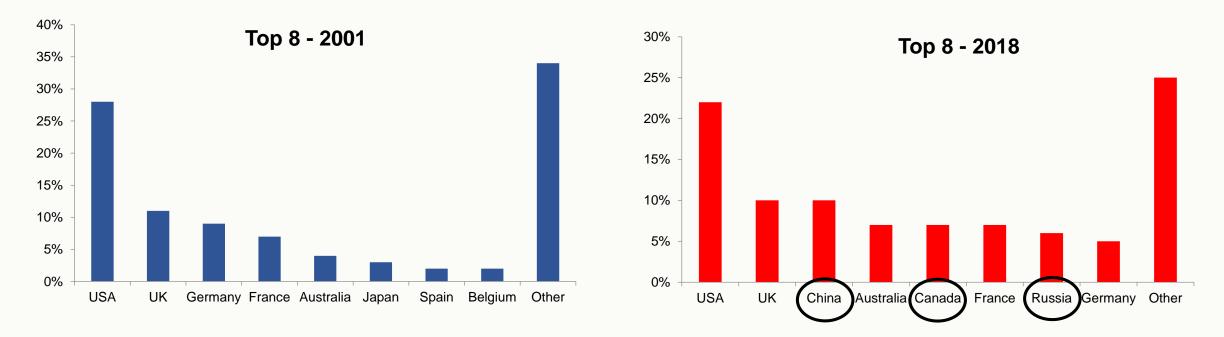
supports 170,000 jobs

Canada has a dynamic and diverse workforce that supports FDI attraction and strengthens economic growth





Top inbound destinations for international students 2001 & 2018

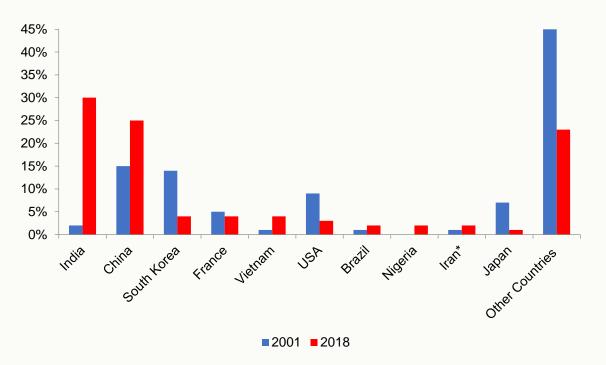


3 new entries in the top 10

Top 10 Source Countries for incoming students

International students in Canada with a valid study permit on Dec. 31 (2001 and 2018)							
2018 Rank	Country	# of IS 2001	% of total 2001	# of IS 2018	% of total 2018		
1	India	3,005	2%	172,625	30%		
2	China	21,990	15%	142,985	25%		
3	South Korea	20,750	14%	24,195	4%		
4	France	6,930	5%	22,745	4%		
5	Vietnam	825	1%	20,330	4%		
6	USA	12,910	9%	14,620	3%		
7	Brazil	1,615	1%	13,835	2%		
8	Nigeria	660	0%	11,290	2%		
9	Iran*	1,125	1%	10,885	2%		
10	Japan	10,310	7%	8,365	1%		
	Other Countries	65,840	45%	130,540	23%		
Total	Canada	145,960	100%	572,415	100%		

Top Source Countries (% of total IS)



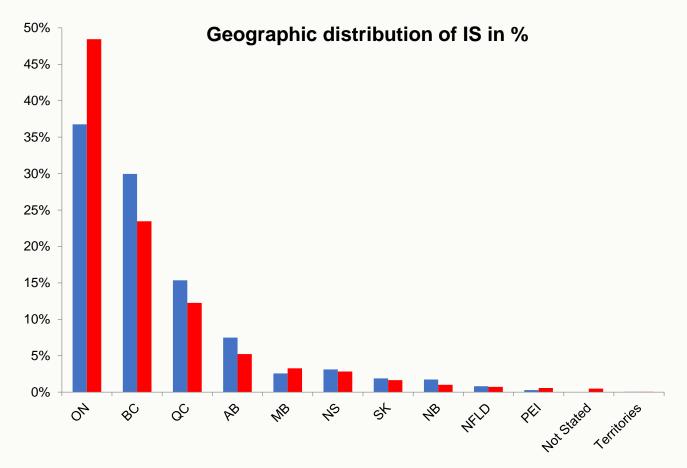
*New entry to the top 10 source countries

Source: IRCC International Students in Canada by Dec 31 2018

International Students in Canada

Distribution of international students in Canada by province/territory in 2018

Province/Territory	# of IS 2008	# of IS 2018
Ontario	67,705	277,320
British Columbia	55,135	134,270
Quebec	28,280	70,185
Alberta	13,780	29,865
Manitoba	4,735	18,725
Nova Scotia	5,745	16,265
Saskatchewan	3,470	9,480
New Brunswick	3,210	5,840
Newfoundland and Labrador	1,485	4,105
Prince Edward Island	520	3,245
Province/Territory Not Stated	0	2,835
Territories	80	280
Total	184,145	572,415



2008 2018

Section 3

EduCanada Brand Background and Context

EduCanada.ca



Brand Refresh

- Very strong national brand presence by key competitors
- In 2016, Imagine Education in/au Canada brand became EduCanada
- GAC, with the help of Ogilvy & Mather, developed the new brand and integrated marketing plan
- Public Opinion Research was completed in diverse target markets





What Is the EduCanada Brand



Interactive Exercise

VOLVO



ÉduCanada

A world of possibilities Un monde de possibilités

Why Use the EduCanada Brand

- To compete on the global stage with other countries
- To identify our high quality offer for students
- To drive commercial opportunities

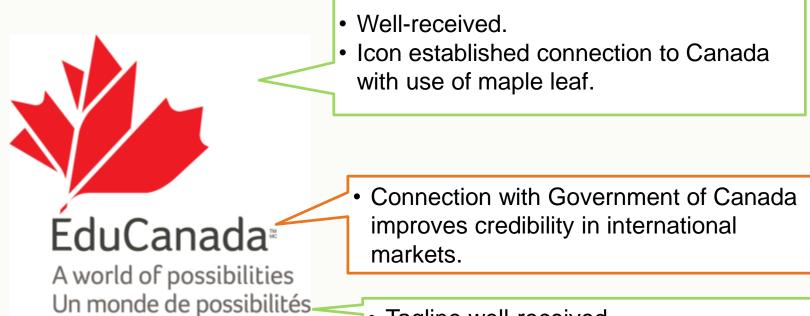
Brand Essence: A World of Possibilities

The EduCanada brand aims to drive consumer behaviour to seek education in Canada and a world of possibilities





The Official EduCanada logo



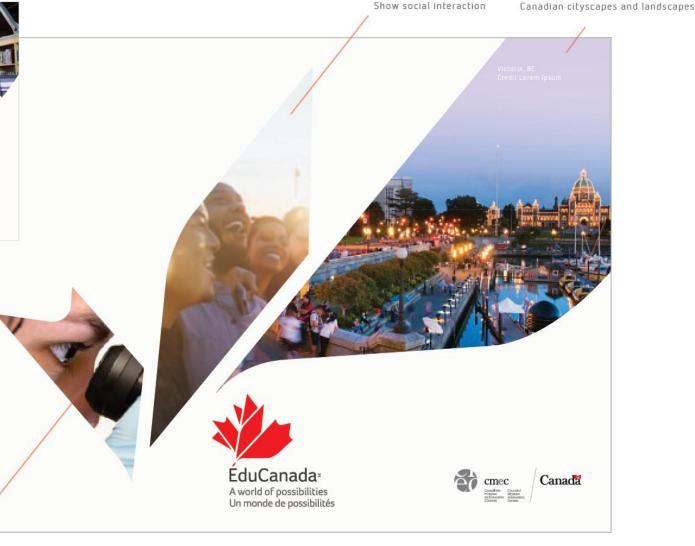
• Tagline well-received.

Graphic Elements of the Brand



Three-leaf graphic element

- Academic environment
- Campus or student life
- Canadian landmark



Show education

Section 4

Brand Eligibility and Authorization

EduCanada.ca



Brand Use Eligibility Policy

- Ensuring that the international education brand represents quality education in Canada.
- The <u>Brand Use Eligibility Policy</u> is the regulatory vehicle for ensuring only the highest quality educational institutions across Canada
- Provinces and Territories have discretion over institutional eligibility and brand access
- Institutions must be aware of and adhere to this policy [Section 5 c) of the sub-licence contract].





Brand Eligible Institutions

- May participate in EduCanada branded international education events
- Eligible to <u>apply to become authorized</u> to use the EduCanada logo and resources (free process)
- All eligible institutions are listed on the EduCanada Brand Extranet site



Brand Authorized Institutions

- May participate in EduCanada branded international student recruitment fairs
- Authorized to <u>use the EduCanada brand logo and resources</u> in marketing and communication materials
- Can access and use graphic designer quality marketing materials through the EduCanada Brand Extranet
- Can co-brand with Canada's unified voice for the Canadian education sector
- Outreach, support, ongoing training opportunities and resources provided by the EduCanada brand team
- New marketing and advertising campaigns
- New resources and tools
- Webinars and market intelligence sessions



Brand Authorized Associations and NGOs

EduCanada works actively with Associations and NGOs to promote the Education sector.

The full list of Associations/NGOs we collaborate with, can be accessed through the EduCanada Brand Extranet.



"Canada enjoys a strong reputation around the world as a safe, welcoming country with excellent education options. .. Using the EduCanada brand connects these qualities and attributes to the district and schools I represent... I benefit from the legitimacy that a national brand can provide."



"The EduCanada brand elevates all Canadian institutions who embrace its tools and resources. So often, students choose their country of study first, before they ever consider an individual institution. A strong brand recognition created through visual identity marks, consistent visual storytelling via compelling imagery, and targeted key messaging, ensures that when Canada's institutions talk about Canada we do it with one voice and we reinforce a consistent message to the world."



Section 5

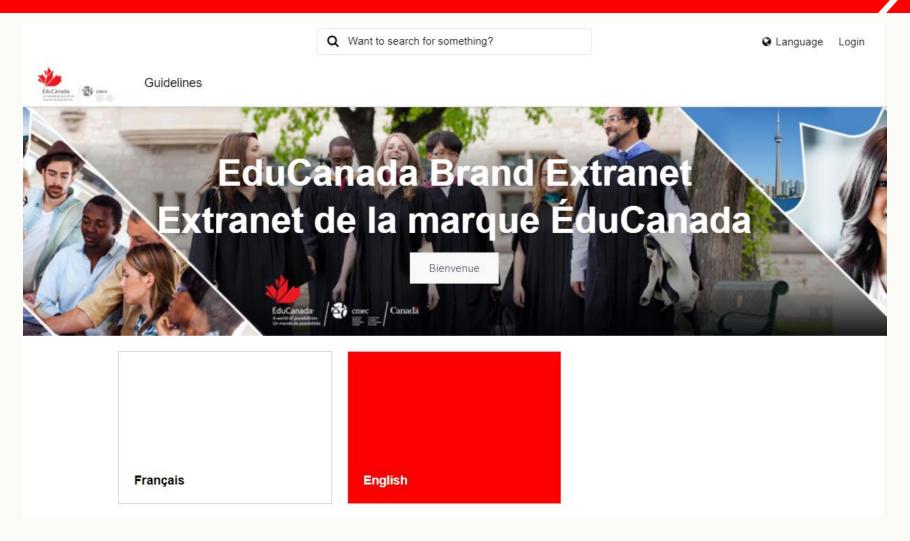
Brand Extranet Site A Wealth of Resources

EduCanada.ca



EduCanada Brand Extranet





www.extranet-educanada.ca

Public Section of the Extranet Site

- Public homepage directs visitors to information about the EduCanada brand, brand-use authorization, brand-use eligibility policy, eligible institutions/NGOs, and training
- Access brand tools and templates in the "Assets" and "Templates" Tabs (account required)

Brand Overview

Brand Overview

The "EduCanada" brand is intended to suggest that the high value of the Canadian educational experience is unrivalled. The brand conveys the message that Canada offers endless possibilities to international students which allows them to find the program and field of study that's right for them; possibilities for theoretical and practical learning a; possibilities to put what's been learned into action; possibilities to stay and work, making the dream of a successful career a tangible reality. All of this is provided in a learning environment that's diverse, inclusive, of high-quality and absolutely one-of-a-kind.

Objective

The main objective of the brand is to enable Canadian federal and provincial governments, educational institutions and other stakeholders in the education sector to promote Canada as a study and research destination using a consistent voice. The education brand for Canada showcases Canada and its provinces and territories as a preferred destination for the growing number of international students looking to travel abroad to pursue their education. With the "EduCanada" brand, the education sector in Canada is communicating a consistent message for all of Canada.

The "EduCanada" brand allows us to position Canada as the destination of choice and thereby incite an entire generation of international youth to discover the many advantages of studying in Canada.

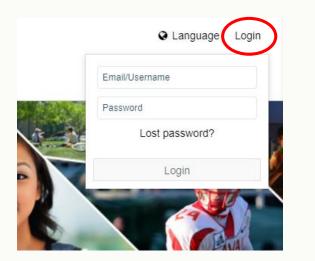
Who can use the brand?

The brand can be used by Canadian government departments and their representatives, as well as eligible Canadian education institutions and non-governmental organizations (NGOs). Read more information on the brand authorization process for institutions and NGOs.

Home Page – Sign in or register an account,



From the Home Page, you'll be able to sign into your account, or register for a new account



EduCanada Un monde de possibilités A world of possibilities	
Lemail/Username	
Password	
Lost password?	
Login	
Register a new account	

Marketing Tools and Resources

The "Assets" tab will provide access to extensive information and resources, in both official languages

Q Want to search for something? Home Assets Collections Templates Guidelines EduCanada 20 cm Resources . Tools and Sizes Education Sector Promotion -Brand Themes -Language - C Tags - 🗄 Advanced -Asset Asset Type Asset Sub-type 4 Brand Guidelines Backwall 13 Association Brochures Education in Canada Promo Brochure Information Documents 75 Briefs 32 30 And in case of the local division of the loc Logos Brochures Education Sub-sector Briefs 20 58 34 4 Online Advertising 24 FAQ 2 ELAP Photos Facebook Graphics 22 97 Guide for non-resident Canadian 2 Presentations Materials 20 Infographics for Facebook Posts 22 10 Horizontal Log Videos Infographics Infographics for Twitter Posts 22 Use E. Politique de la marque E 1 Lignes_directrices_pour I. 4 Map of Colleges and Universities of Canada Scholarships Brief Official Logo Twitter Graphics 22 20 Official Logo With URL 18 Work and Study Brief (IRCC) 8 17 Photos for Institutions and NGO use 97 Colou 9 Social Media 24 White PNG Scroll down for more OGO_ EN_EduCanada_LOGO_ FR_EduCanada_LOGO_ ÉduCanada duCanada EduCanada EduCanada^a EduCanada EduCanada Un monde de possibilité: Un monde de possibilités A world of possibilities EPS A world of possibilitie A world of possibilitie Un monde de possibilités par A world of possibiliti A world of possibilities EPS Un monde de possibilités • EduCanada.ca EduCanada.ca • EduCanada ca • EduCanada ca EduCanada ca EN EduCanada LOGO EN EduCanada LOGO FR EduCanada LOGO FR EduCanada LOGO FR EduCanada LOGO EN EduCanada LOGO ÉduCanada ÉduCanada ÉduCanada[®] 🗣 Support Wizard A world of possibilities PNG

Online Advertising



Social Media Infographics for Twitter and Facebook

Canada's Colleges, Institutes, CEGEPs and Polytechnics

Why choose a college, institute, CEGEP or polytechnic in Canada?

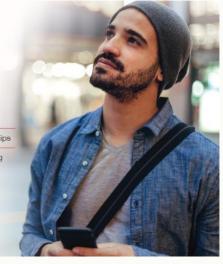
Programs are designed to meet the needs of specific industries and employers

Work placements available through co-op education and internships

O Faculty members work actively in their fields of expertise, bringing real-life perspective to course material

EduCanada.ca





Écoles primaires et secondaires au Canada

Pourquoi choisir une école élémentaire ou secondaire au Canada?

Environnements stimulants axés sur les besoins des élèves

Programmes de pointe approuvés et accrédités par le gouvernement

Soutien en français ou en anglais langue seconde pour les étudiants internationaux

EduCanada.ca





Collèges d'enseignement professionnel au Canada

Pourquoi choisir un collège d'enseignement professionnel au Canada?

Profitez de classes de petite taille et d'une attention personnalisée

Acquérez des compétences pratiques pertinentes dans le marché de l'emploi compétitif d'aujourd'hui

Choisissez parmi un vaste éventail de programmes, tels que : affaires, soins de santé, hôtellerie et technologie

EduCanada.ca





Canada's Language Programs

Why choose a language program in Canada?

Flexible classes ensure a variety of start dates and levels

Instructors are specifically qualified to teach international students

Customized programs offer you a pathway to higher education in Canada

• EduCanada.ca





Universités au Canada

Pourquoi choisir une université au Canada?

- Plus de 15 000 programmes d'études dans près de 100 universités à travers le pays
- Possibilités de travail sur le campus ou hors campus, incluant des programmes coopératifs et des options de stages
- Installations de classe mondiale où se trouvent des chercheurs et professeurs hautement qualifiés qui se distinguent dans leur domaine

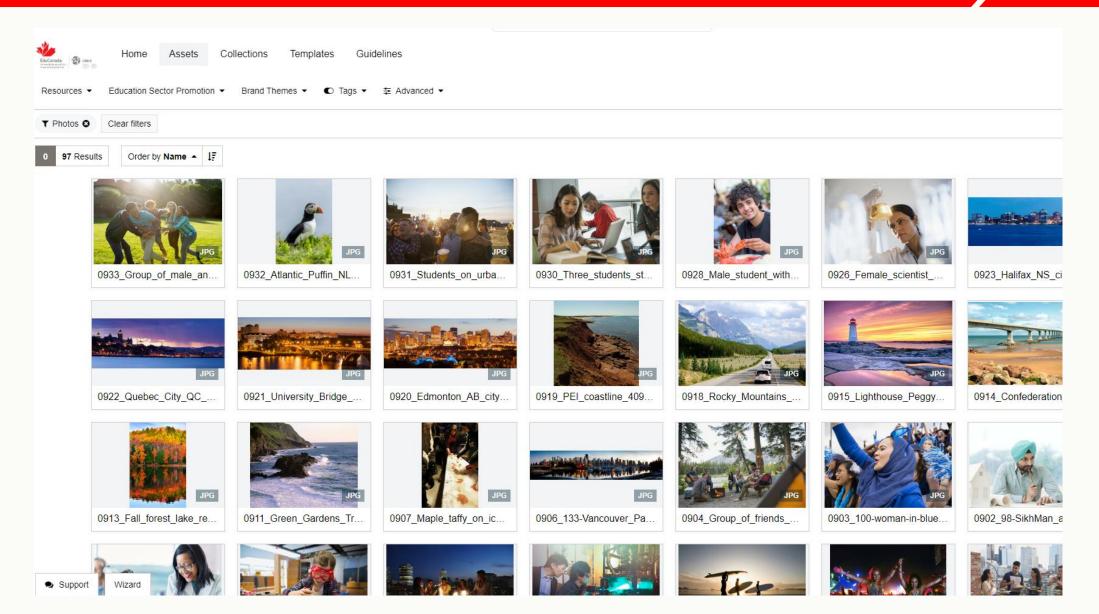
EduCanada.ca





Photo Library









Full colour version



Colour variations





Horizontal version



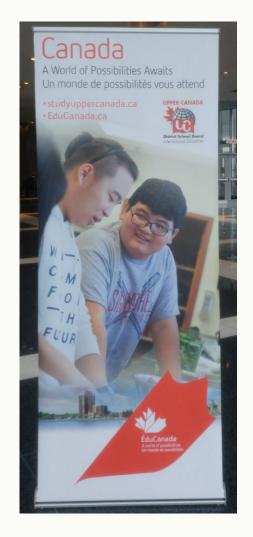
Co-branding



Promote your brand alongside EduCanada







How to Use the EduCanada logo



WHY CHOOSE OUR PROGRAMS?

Each year, more than 1000 students choose to study in Richmond. Here are just a few reasons why:

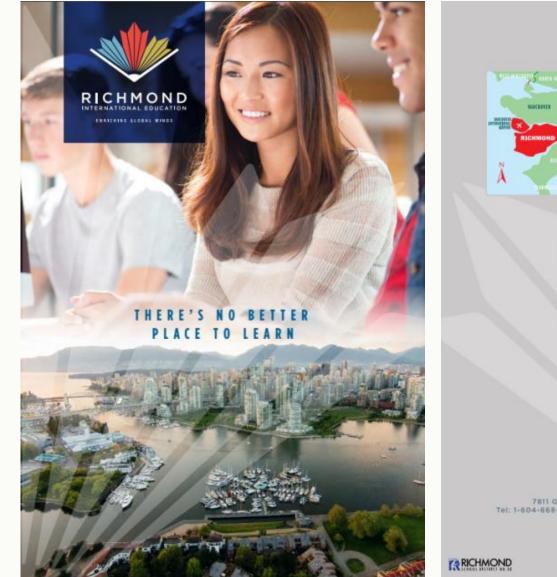
Feature the logo on your website

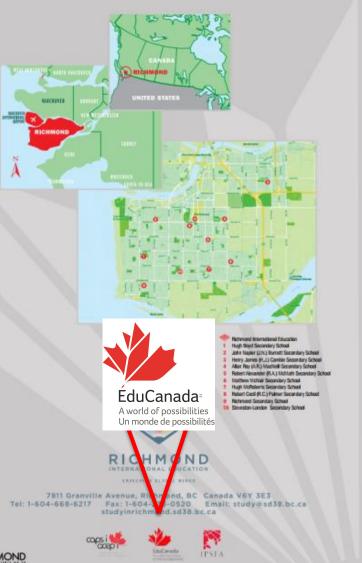
Don't forget to embed the EduCanada.ca link



How to use the EduCanada logo

Feature the EduCanada logo on your brochures





Information Documents

Sub-sector briefs

K-12	College		Universities		Language	S
Écoles primaires et secondaires du Canada Assurez à votre enfant un bon départ vers un brillant avenir	Canada's Colleges, Institutes, CEGEPs and Polytechnics World-Class Skills for World-Class Careers	L	Canada's Universities Your Springboard to Success		Les programmes linguistiques au Canada Ouvrir des portes sur des débouchés à l'échelle mondiale	
Elis asvent que los doclos primarios et accondatos canadornes (ole la matemole à la documenta de la collèges et universités partout dans le monde. Confervuotre enfant au soin des autres est une décision importante. La tradition d'excellence du Canada en matière d'enseignement embrases tous les aspocts de la vie dudiante, guarantissant un nominement avec et favorable qui répond à lous les beciers de violante, aparatescalare et communautaires pour aider les élèves à devenir des citoyens du monde a part entière. Oue vous choisissiez une résidence soclaire acondélée ou un programme de séjour en famile d'accueil, ayour assuré que votre enfant recovra l'attention et les consells dont il a besoin pour réusir d'ans tous les domaines. Un environment accueillant pour votre enfant Les tabulants rietmationaux pouvent chaisir de logre en résidence soclaire ou en famile d'accueil.	 Consider a contexpondence of the polycelinic series and polycelinics are recognized worldwide for byp-quality instruction and reprovement shared of the polycelinic series of the polycelin	Why choose a c CEGEP or polyt in Canada? Phatical programs in made a specific ind anapayers. • Work placements an through so-op educ internation. • Cutility, adge section handle argument di • Byts of college grad amphysic. • Over 10,000 program Did you know? • There are source 356 y mithutes, CEGEP s polytechnics in Cana 1,000 campusts.	Looking for an unforgettable experience that will last a lifetime? Got your sights set on a top-quality education and a globally recognized degree? International students come to acquire the kind of hands-on, 21st century skills they need to thrive throughout their careers and personal lives. They come because Canadam universities are engines of innovation, fostering a bold spind of inquiry and creativity. From developing the latest approximation putting their ideas into action at universities areas the country. Cet the hands-on experience enginese of innovation , fostering a point spind in the action at universities areas the country. Cet the hands-on experience engloyers are seeking Applied learning experiences—such as co-operative education (work-study program), internships and service learning – that give them the knowledge and skills hey'll need to succeed. Experience of acutors are areas and programs International students in Canada have a remarkable number of options auraletable. Whether you prefer a major research-oriented university in bustling urban or prior and service learning or parates of university in bustling urban certer or a small liberal arts institution in a quiet rural setting. Canada	Why choose a university in Ca Cating and support Cating adje section research labs Co-operative aducts and internship optio Opportunities to war campus Grist campus life Academic advisors watable guidance Health services for and assistance prog offering support for disabilities Athelite activities an clubs that connedly students.	Accor autro pays ne consilt misux les complexités de la formation linguistique que la function de la ragiais et du transpa, canactéristique qui se relibite dans nos programmes soutes avec l'intention de poursu'ure des fludes supérieures au Canada, les programmes de formation linguistique canadinos offent un acces ragiate et fliches pour la transparate de montanti linguistique canadinos offent un acces ragiate et fliches pour la transparate de montanti linguistique canadinos offent un acces ragiate et fliches pour la transparate de montanti linguistique canadina de la transparate de montanti linguistique canadinos de la transparate de montanti linguistique canadite et la transparate de montanti linguistique canadite et la transparate de la consparate et al constanti au constanti au canada, la sureauxa de la constanti de la constanti de la constanti et la constanti de la constanti de la constanti de la constanti de la formationi linguistique de la constanti de la constanti de la formationi linguistique de la constanti de la formationi linguistique de la constanti de la formationi linguistique de la constanti de la constanti de la constanti de la constanti de la constanti de la constanti de la constanti de la constanti de la constanti de la constanti de la	Pourquoi opter pour un programme de formation liguistique au Canada? 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Information Documents

EduCanada Brochure



Useful Resources

EduCanada Website www.EduCanada.ca

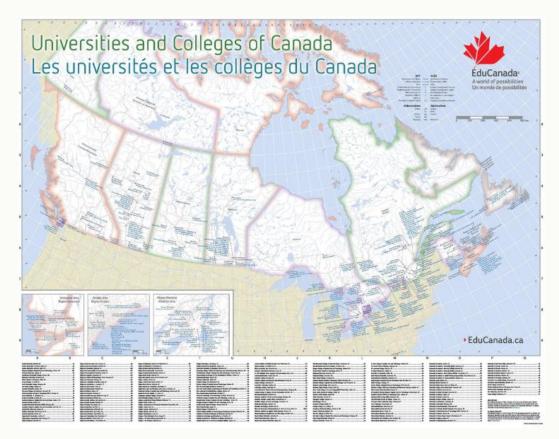
for International Credentia

www.cicic.c





Map of Universities and Colleges of Canada



Information Documents

Guide to studying in Canada for non-residents

Education in Canada

A World of Possibilities Awaits

Guide to Studying in Canada for Non-Resident Canadians



Study and Work permits

Canada's Study and Work Permits for International Students

Determine your eligibility

You can study in Canada without a study permit it: • the duration of your course or program of study is six months or less; and • you will complete your course or studies within the time you are allowed to stay in Canada.

Please note that while a study permit is not required, most people still need a Temporary Resident Visa (TVR) or an Electronic Travel Authorization (ETA) to travel to Canada. Some people may only need their valid passport. To find out what documents you need to travel to, or transit through, Canada, lesse visit p elos get administratives.exep.

If you are enrolling in a study program lasting more than 6 months you must first apply for a study permit.

To be eligible for a study permit in Canada, you must:

- Have been accepted by a designated learning institution in Ganada. A list of designated learning institutions is available at:
 Fornada.ca/en/immigration-refugees-citizenship/services/study-canada/study-permit/prepare/designated-learninginstitutiona-is.is.html;
- Prove that you have enough money to pay for your fulfion fees as well as the living and return transportation costs for yourself and any family members who come with you to Canada;
- Be a law-abiding citizen with no criminal record and not be a risk to the security of Canada. You may have to provide a
 police certificate.
- Be in good health and willing to complete a medical examination, if necessary;
- · Satisfy an immigration officer that you will leave Canada at the end of your authorized stay

Apply for a study permit

You must apply for a study permit from outside of Canada, either online or in person at the visa office responsible for your country or region. A fait of visa application centres (VACa) is available at a canada.ca/en/immigration-refugees-citizenship/corporate/contactince/dfilese/filese/ind-visa-application-centre.html.

A document checklet, as well as all necessary forms, are available at > canada, cafervirnmigration-refugee-cliteramship/services/ study-canada/study-permit-likel. Note that many vise affords marke specific local instructions on their respective websites about which documents you must submit with your application. Original documents in languages offer than English or French must be accompanied by a certified translation.

Vou may need to provide in-person biometrics within 30 days of submitting an application. Please see:) canada.ca/en/ immigration-refugees-cilizenship/campaigns/biometrics/facts.html.

Student Direct Stream

Residents of China, India, the Philippines or Vietnam have an additional option when applying for a study permit. By providing more information when submitting your application, you can get your study permit faster by using the Student Direct Stream.

To find more information on how to apply, visit: > canada.ca/en/immigration-refugees-citizenship/services/study-canada/studypermit/student-direct-stream.html.

Obtain your study permit

If you are approved for a study permit, you will receive a Letter of Introduction 6.00, Upon annual in Canada, you must present the LOX and any other necessary documents to an officer from the Canada Border Services Agency (CBA). One you meet all the necessary conditions, a study permit will be issued to you. The list of required documents is available at a canada.co/en/immigration-refugeescitizenship/services/study-canada/study-permit/prepare-aminod.html.

Renew your study permit

You can apply to renew your stady permit should you wish to study longer. It is important to apply at least 30 days before your current permit express. More information on how to renew your study permit is available at a sanada.ca/en/immigration-refugees-citizenshig/services/study-canada/ extend -study-permit.html.

Canada



ELAP infographic

EMERGING LEADERS IN THE AMERICAS PROGRAM (ELAP)

Short-term exchange opportunities for students from South and Central America, the Caribbean and Mexico to study or conduct research in Canada, at the college, undergraduate and graduate levels.

Amards pet year.

(4 to 6 months)

up to CAD 9,700

Value of the scholarship.

Each scholership includes:

round trip air fare to Canada;
 health insurance;

living expenses and more.

- visa and/or study/work permit fees;

up to 600 short-term scholarships

HOW ELAP WORKS





STUDENT STORY

"Studying and living in Canada was amazing. Lexperienced the quality of the Canadian college system. Livit safe from the first ady that i arrived and advantimed the stumming Canadian landscape. Iswold encourage anyone to undertake an exchange in Canada. The country offers so many possibilities.

The ELAP exchange was an enriching experience for my professional career. I am currently in contact with a company to exchange ideas and discuss different topics."

Testimonial Marcelo Ayara from Paraguay

FOR MORE INFORMATION: • Scholarships.gc.ca • EduCanada.ca • EduCanada/ S YouTube

Canadian institutions - Submit applications on b

Submit applications on behalf of candidates
 Sign funding agreemeds with recipients and with
 Biobal affairs Canada
 Waike tublion fees for participants
 Distures scheduring funds to recipients
 Premote the program to Canadian faculty and foreign
 inetitution

Home institutions:

 Develop new exchange opportunities in Canada
 Grant credits to student recipients upon their return
 Promote the program to their students and identify strong candidates

Candidates/students:

Fulfill the entrance requirements of the Canadian institution
 Return home to complete their studies at their home institution

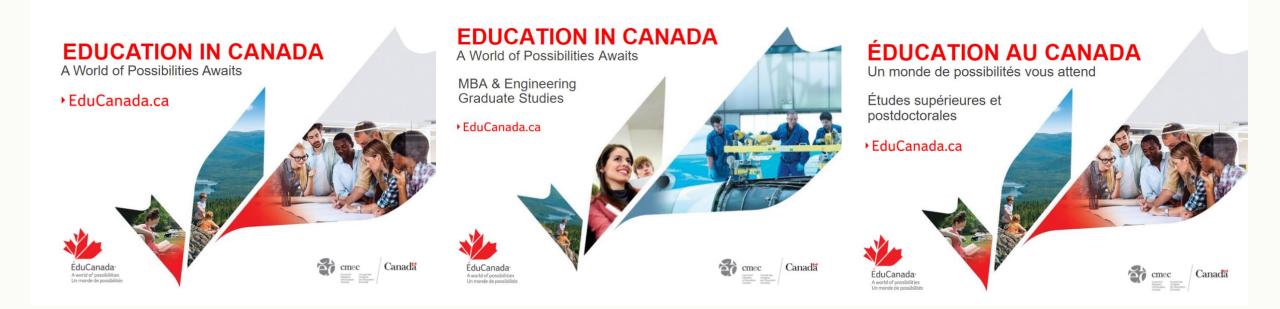


Presentations

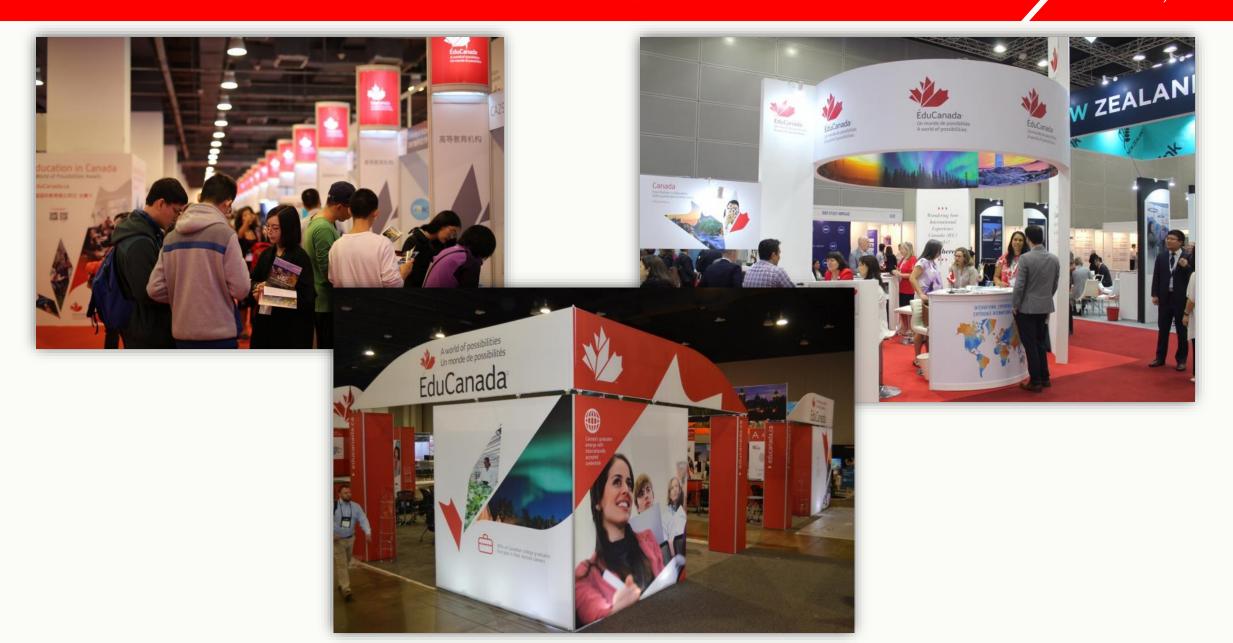


Three ready-to-use PowerPoint presentations with speaking notes are available

- Students and General public
- MBA and Engineering Graduate Programs
- Graduate and Post-Doctoral Studies



Examples of Exhibit Displays



Refreshed EduCanada.ca Website





Discover why thousands of international students choose to study in Canada. From safe and welcoming campuses to quality of life, the reasons are many. Canada is a land of endless possibilities!

Why Canada



Find out everything you need to know about studying in Canada, including our education system, study permits, student housing options and more. Read our predeparture guide designed for international students and get tips on how to succeed before, during and after your

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Live and work in Canada

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Canada's world-class colleges and universities deliver

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Find programs and costs

Featured study programs



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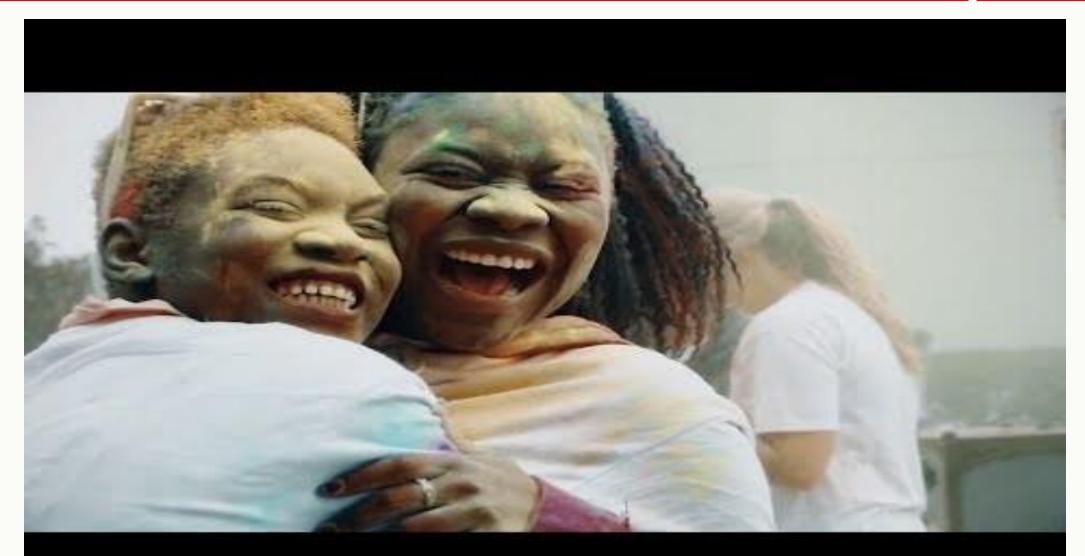
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EduCanada on YouTube





Contact us to collaborate on potential co-branding opportunities

Share photos from your institution showing academic/campus life, and sharing your international students' success stories

- Contact us: <u>educanada.extranet@international.gc.ca</u>
- Sign the waiver



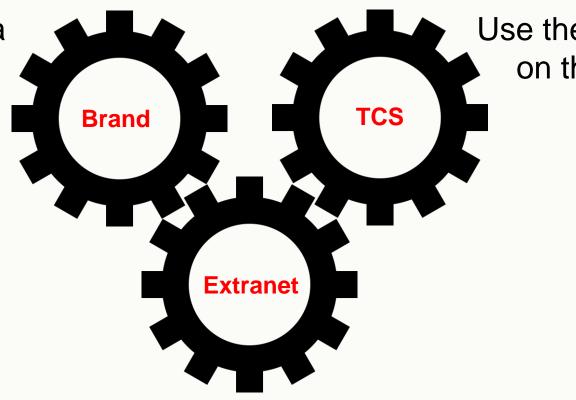
Section 6

Compete on the Global Stage with the EduCanada Brand

EduCanada.ca



Use the EduCanada Brand to promote your institution



Use the TCS to compete on the global stage

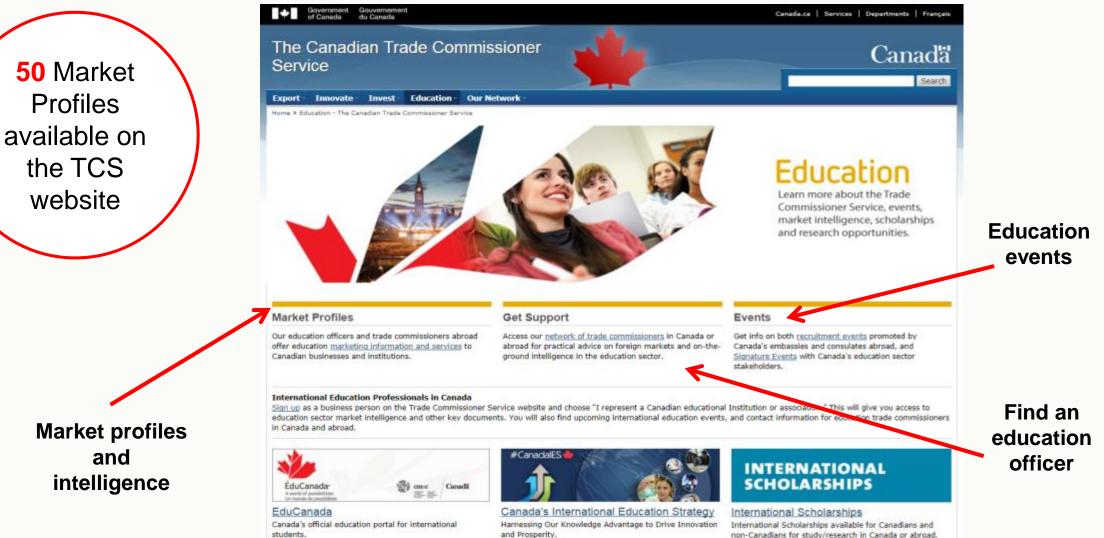
Use the resources available on the Extranet Site

Trade Commissioner Service



Trade Commissioner Service Website





Section 7

Key Partnerships

EduCanada.ca



Policy, Partnerships, and Mobility

Bilateral relations

- Facilitate government-togovernment dialogue and cooperation
- Provide policy support for Canada's international education sector stakeholders
- Develop and advance strategic partnerships with key markets

Federal-provincial relations

- In Canada, provinces and territories are responsible for education.
- Biannual meetings with the provinces/territories.
- Close collaboration with other federal departments (IRCC, ESDC)

Multilateral relations

- Represent Canadian interests around the world.
- Advance educational issues by participating at international events and forums in education OECD, UNESCO, United Nations, OAS, etc.





- 1. Sign the sublicense contract and become authorized to use the EduCanada brand
- 2. Register with the EduCanada brand extranet
- **3. Leverage EduCanada** in all your promotional activities (institution websites, brochures, etc.)

CMEC: A.Taiyeb@cmec.ca

Thank you

EduCanada.ca

Sasha.Tremblay@international.gc.ca Global Affairs Canada (GAC)

