



# Education today

**Post-secondary education client services**

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# Post-secondary education client services

KPMG is passionate about the importance of post-secondary education and is committed to working with colleges, universities and governments across Canada to help support its continued success.

KPMG is a leading provider of professional services to the post-secondary sector throughout Canada. Our clients include a wide range of colleges, universities and government departments.

We understand the challenges and opportunities facing this important sector and believe that it is dealing with unprecedented levels of change. Our education clients across Canada are served by staff who really understand the sector, and are supported by the full resources of KPMG in Canada – including an international network which connects our education practitioners from across the world.

## Supporting Canada's post-secondary education sector

We have a national leadership team that helps ensure the sharing of good practice and ideas across the country. We bring our clients together to discuss the issues of the day as well as being a key sponsor to a number of important sector events.



## Key challenges facing the sector

From our extensive work with the sector we are currently seeing the following key challenges across Canada:

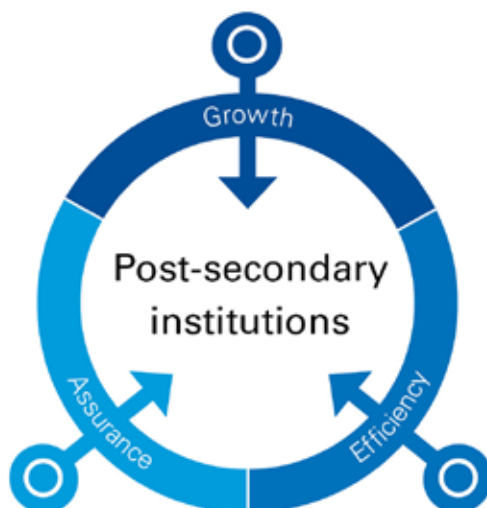
- 1 Government funding pressure
- 2 Maintaining enrollment levels in a changing demographic environment
- 3 Internationalization – intense competition for international students and the challenges of establishing campus overseas
- 4 Campus sustainability
- 5 Capitalization and infrastructure renewal
- 6 Implementing new technology
- 7 Increasing number of large scale complex projects
- 8 Campus security and safety
- 9 Greater focus on working with employers
- 10 Competing for and managing research funding

# How we can help

KPMG professionals are working on projects to support colleges and universities to help meet these challenges in three key areas:

- Growth
- Efficiency
- Assurance

The services that we deliver to help achieve these goals are set out below.



## Growth

Student satisfaction	Strategy development – local and international markets	Tax advisory
Infrastructure		Capital solutions
Financing options		

## Efficiency

Value for money	Cost reduction	Broad range of process optimization
IT strategy	ERP solution assessment and selection	Effectiveness reviews
Tax optimization		
Outsourcing	Systems implementation	
Shared services		

## Assurance

Risk management services	Fraud risk management	External audit
Effective audit committees	Governance	Internal audit (outsourced/co-sourced)
Financial planning	Forecasting & scenario planning	Due diligence
	Tax compliance	Identifying capital finance

# KPMG client services practice provides:

**Assurance services** including internal and external audits and risk management services to help address the key issues facing the sector.

**Advisory services** including efficiency studies, strategic planning, technology selection and implementation, capital solutions, campus security and major projects advisory.

**Tax services** including both financial and reputational issues. Scope includes GST / HST and implications around contracting, donations and benefit planning.

# We understand the sector

## KPMG's global education sector network

KPMG has an active Global Education Sector Network across the world including representation from the UK, US, Australian, Canadian, German, Saudi Arabian, Chinese and Indian firms.

The Global Education Sector Network harnesses KPMG's global capabilities to help support the development and delivery of education and training type services for all, and so enable people to live effectively and contribute to a sustainable global community and economy. The Global Education Sector Network facilitates networking of KPMG professionals from around the world to share knowledge and experience.

We are able to access our education leaders in a number of countries to help gain further insight into local markets when we are developing International Strategies. We have also been able to arrange cross border project teams for our clients as they look to implement strategy and move into new countries. This can include looking at financial models and the potential tax challenges.

# Contact us

We are here to help. Put KPMG's reputation, resources and experience to work for you.  
Contact any member of our team for your business or individual needs.



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