Learning & Skills Provision
2008 / 09

Welcome
Agenda

1 Introduction
2 Statement of Priorities
3 Demand Led Funding
4 Regional Requirements
5 How to Complete the ITT
6 Q & A session
Statement of Priorities
Priorities 2008/09

1. Creating demand for learning and skills

2. Transforming the FE system to meet demand

3. Delivering better skills, better jobs, better lives

*Invest in people: to give them the skills they need for success in work and life*
Targets to 2020

**Young People**

- Increase educational achievement with the aim of preparing every child and young person with the knowledge and skills to succeed in education and life

**Adults**

- Improve the skills of the population by 2011, consistent with the aim of having a workforce that has a world-class skills base capable of sustaining economic competitiveness by 2020
Key messages

Young people

- Offer for 100% of young people – increase participation
- Deliver the entitlement, September guarantee at 16 AND 17
- Roll out of diplomas
- Target efforts to provide Specialist provision to engage Young People who are currently not in employment, education or training (NEET)
- Significant growth in Apprenticeships

Adult Learning

- Develop a core adult offer to help people upskill, reskill and learn in each local area
- Within public funding focus on disadvantaged Progression – to higher levels of learning and employment
Key Messages

Employers

• Massive ramping up of Train to Gain activity required
• New flexibilities to enhance the Train to Gain service
• Local Employment Partnerships – skills for jobs and Train to Gain
• Integrate Employment and Skills
• Local Employment Partnerships must be ready to deliver for employers who sign up
• Locally we need to put together packages of support for individuals and employer.
• Focus on meeting local needs and tackling disadvantage through priority learning delivery – it isn’t an either/or we need more disadvantaged individuals on priority learning
Key Messages

A world class system

- Continue to focus on increasing responsiveness
- Much greater emphasis on fees and commercial work
- LSC to continue with role of market maker – intervening where the market is not responding
- Investing in infrastructure – leadership, capacity, capital
Demand Led Funding
Mode of Delivery

School/college/ provider-based

Provision funded through strategic commissioning without in/end-year reconciliation

16-18 offer, part of 14-19 entitlement

Employer-based

Apprenticeships (funded through employer-responsive model)

Provision funded through strategic commissioning with in/end-year reconciliation

Train to Gain service: TtG funds, NVQs in workplace; Apprenticeships 19+ (funded through employer responsive model)
Funding Agreements

www.lsc.gov.uk/providers/funding-policy/strategic-overview/

• The type of funding agreement will depend on the type of organisation.
• Further Education Corporations who are successful will be funded under the terms of their financial memorandum.
• Other public bodies such as local authorities will be funded under conditions of funding.
• All other organisations will be expected to agree to the LSC standard contract for education and training.
• All organisations responding to these ITT’s will be taken to have accepted the appropriate terms and conditions of funding appropriate to their type of organisation.
Funding Requirements

• Additional requirements in relation to each programme are set out in the relevant funding guidance which form part of the terms and conditions of funding

• Organisations are advised to visit the LSC website www.lsc.gov.uk/providers/provider-procurement to see the appropriate Funding Guidance for the programme for which they are tendering. This will include details of funding rates for qualifications and other programme delivery requirements
Agreeing funding levels

- Funding levels of contract to be agreed as part of contract clarification and where appropriate the national funding formula will be applied.

- New providers tendering for provision funded using the demand led funding system will soon be able to download a funding calculation programme to support undertake modelling of potential contract award levels. Check on the LSC website for more information www.lsc.gov.uk/providers/provider-procurement/
Regional Requirements
Apprenticeships and Entry to Employment
Profile of target groups

• In 2006/07 6% of the young people in the East Midlands were classified as not being in education or training (NEET)
• The majority had no qualifications (a small proportion were qualified to level 2

Key NEET characteristics:

• Broad ethnic profile similar to the in-learning cohort
• Has larger proportions of white males within areas of multiple deprivation
• Higher proportions of young people with behaviour difficulties, larger proportions of teenage parents and young offenders
• Higher proportions of young people identified as underachieving at KS4
Profile of target groups

• Disadvantage, deprivation and unemployment are highest in the cities across the region, within the coalfield areas, the districts of Mansfield, Bolsover, Ashfield and Boston, around Corby and across North East Lincolnshire

• There are high levels of unemployment amongst the disabled and those of non-white ethnic origin
Invitations to tender

There are two of these.

• **One for Apprenticeships**

• **One for E2E**

• The ITT is organised in 5 geographic lots in each of the above, a total of 10 lots overall.

**Providers are invited to tender for provision at a number of levels:**

• By area across a number of sectors

• By sector across a number of areas in the region

• Across a number of sectors and areas.
Invitations to tender

• We welcome providers who wish to apply either for a single area tender or for specific sector provision within an area.
• Tenders must make it clear if the bid is for a particular sector rather than all the provision within one area.
• Tenders for more than one area must complete a tender for each area individually.
• Tenders must make clear how the bidder’s experience, employer contacts and partnerships within the area for which they are tendering will enhance provision in that area.
Qualifications

• Eligible learning provision includes all qualifications listed on the LSC’s Learning Aims Database which are accredited at level 2 or 3 - Apprenticeships, Advanced Apprenticeships, and BTEC

• Qualifications delivered should as a minimum include the key skills and relevant technical certificates for each apprenticeship.
Milestones

The following milestones are critical measures of an effective programme:

• Programme recruitment
• Increasing employer commitments to Apprenticeship / Advanced Apprenticeship employment opportunities
• Delivering high quality IAG
• Full frameworks (full NVQ, Key Skills, Technical Certificates etc)
• Delivering progression into level 2 learning and sustainable employment
• Making effective responses to individual learner circumstances/diversity
Outcomes

The key measures will be:

• Achievement of full framework for an Apprenticeship/ Advanced Apprentice in the relevant sector
• Progression into higher levels of learning
• Learners progressing into employment in the relevant sector
• Progression into dependent living and/or supported employment
• Overall - providers will need to demonstrate how provision will be used to support activities that will engage and meet the needs of young people/adults through targeted work in the relevant sector, sub-regional area.
Successful tenders

These will indicate how they intend to ensure:

• Building on good practice and developing innovative ways of reaching out to and engaging with learners
• Improving retention, achievement and sustainable progression with IAG integrated across the programme
• Establishing effective referral and partnership mechanisms in geographic locations to enable progression to higher levels of learning
• Provision of appropriate support and tracking mechanisms throughout the lifetime of the programme
• Involving the employer in the learner journey and delivering a seamless and holistic “offer” to employers
Funding principles

1. Payments will be made to providers monthly in arrears, and will be based on actual delivery. Providers are required to submit monthly data (ILR) returns to the LSC.

2. Learner funding uses the new funding formula based on Standard Learner Numbers (SLNs), a national funding rate, a provider factor and additional learning support. SLNs are a measure of the volume of learning activity planned or being delivered.

3. Apprenticeship programmes - an achievement element of 25% of the value of each claim is held back and is only paid to providers on achievement by the learner (the achievement element will be paid based on the achievement of the full framework only).
Funding principles

4. It is expected that, wherever possible, most learning will take place on employer premises. However this does not preclude appropriate aims – such as technical certificates, key skills and Skills for Life qualifications – being delivered at a provider location.

5. Area Uplift does not apply to the East Midlands.

6. Disadvantage Uplift is based on the learner’s home postcode and will only be applicable for learners who are following an Apprenticeship framework.

7. Funding profile subject to reviews at months 3, 6 and 9.
Funding principles

8. A learner who is expected to be in learning for less than 24 full weeks, but any learner who leaves without having completed six full weeks in learning, counted from the start date, will not be funded.

9. Any funds paid to a provider in respect of these learners will be reclaimed from future payments. If a learner is expected to be in learning for less than 24 full weeks, the qualifying period for payment is two full weeks.

10. Delivery from priority sectors will receive preference for funding.
ALS and e2e funding principles

11. Additional learning support (ALS) in 2008/09 will continue with the additional learning and additional social need two-tier system from 2007/08

12. e2e funded under the 16-18 model with SLN values calculated for weeks of learning and bonuses. E2e ALS funding included in the SLN rate

The 16-18 Adult Learner and Employer responsive funding models document can be located at: [http://www.lsc.gov.uk/providers/funding-policy/strategic-overview/](http://www.lsc.gov.uk/providers/funding-policy/strategic-overview/)
16-18 provision

• In total, programmes for 1662 learners are sought in Derbyshire, Leicestershire, Lincolnshire and Rutland, Nottinghamshire and Northamptonshire.

Provision is sought in the following sector frameworks:

Plumbing; Engineering; Hospitality and Catering; Building and Construction; Property Services; Active Leisure and Learning; Travel and Tourism; Retailing; Transport operations; Administration and Business Management; Customer Services; IT services; Health and Social Care; Beauty Therapy; Cleaning and Support Services and Butchery.
19+ provision

• In total, programmes for 963 learners are sought in Derbyshire, Leicestershire, Lincolnshire and Rutland, Nottinghamshire and Northamptonshire.

Provision is sought in the following sector frameworks:

• Plumbing; Engineering; Hospitality and Catering; Building and Construction; Retailing; Active Leisure and Learning; Distribution; Horticulture; Children’s Care; Transport operations; Administration and Business Management; Customer Services; Electrotechnical; Health and Social Care; Beauty Therapy; Cleaning and Support Services; Customer Services and Butchery.
• In total, programmes for 202 learners are sought in Derbyshire, Lincolnshire and Rutland, Nottinghamshire and Northamptonshire.

<table>
<thead>
<tr>
<th>Area</th>
<th>Local Authority</th>
<th>Volume</th>
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<tbody>
<tr>
<td>Derbyshire</td>
<td>Derbyshire</td>
<td>74</td>
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<tr>
<td>Lincolnshire and Rutland</td>
<td>Lincolnshire</td>
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<tr>
<td>Northamptonshire</td>
<td>Northamptonshire</td>
<td>41</td>
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<td>Nottinghamshire</td>
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<td>Nottinghamshire</td>
<td>Nottingham City</td>
<td>53</td>
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<tr>
<td><strong>East Midlands totals</strong></td>
<td></td>
<td><strong>202</strong></td>
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Regional Requirements

Invitation to Tender
Train to Gain 08/09
Regional Requirements

Train to Gain

To support the increase in delivery of the Service in 08/09, we are making available a sum of up to £52m. This is to fund 44,376 employees to undertake and complete a first full level 2 (L2), Level 3 or Skills for Life (SfL) qualification.
Regional Requirements

Train to Gain

Breaking this down further, Train to Gain discrete funding in the East Midlands will support 32,136 Level 2 starts 19,730 achievements, 7,470 Level 3 starts and 5,229 achievements, 4,770 Skills for Life starts and 3,320 achievements.
Regional Requirements

Train to Gain

Of the £52m detailed above we have set aside a budget of £14,417,022 for this OCT. This will support delivery of up to 5,164 Level 2 starts and up to 3,615 achievements, up to 5,000 Level 3 starts and up to 3,500 achievements, up to 2,000 Skills for Life starts and up to 1,400 achievements.
Regional Requirements

Train to Gain – Target Groups and Priorities

Construction; Transport, Distribution and Logistics; Health and Social Care; Retail; Tourism; Leisure and Hospitality; Manufacture of Food and Drink; Manufacturing and Engineering; Clothing and Textiles; Environmental Technologies; Pharmaceutical/Medical/Bio-Technology and Creative Industries – or New Media / Technological Development.
Regional Requirements

Train to Gain

Bids are invited for Train to Gain delivery within the following geographical East Midlands areas: Derbyshire, Nottinghamshire, Leicestershire, Northamptonshire and Lincolnshire & Rutland. Delivery can be in one or more of these areas. Preference will be given to those providers that can deliver more than 250 learner starts per academic year.
Procurement Policy

We believe that a sensible balance of commissioning and tendering will:

- help to secure the provision we need
- allow new entrants to the market where they add value and choice;
- and, simultaneously, enable good providers to grow

- The LSC introduced the e-tendering system in February 2007, because it is quicker, there is a robust audit trail, it is more environmentally friendly, and is more secure.
Procurement Policy

- As a public body, the LSC has to follow the public procurement rules and must ensure that the process is open, fair and transparent.

- We will issue 3 year contracts (where appropriate) that will be extendable to 5 years subject to performance. Contracts can be varied up and down in value as a result of reconciliation and performance.

- Contracts will have start date flexibility to allow provision to start when appropriate (i.e. do not all have to be 1st August).
## Schedule

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<thead>
<tr>
<th>Opens</th>
<th>Closes</th>
<th>Programme</th>
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<tr>
<td>28/03</td>
<td>09/05</td>
<td>Train to Gain</td>
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<tr>
<td>04/04</td>
<td>16/05</td>
<td>E2E</td>
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<tr>
<td>07/04</td>
<td>19/05</td>
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<td>ESP</td>
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<td>Adult S’Guard</td>
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<td>Regional</td>
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<td>ESF (Remaining)</td>
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Time deadlines will be specified on each ITT. We advise providers to submit early.
PQQs

PQQs closed on 3 March 2008

• PQQ Evaluation completed.

• Fair and equal consideration given to all tenders.

• Consistent process across all LSC regions.

• 1746 number of providers successful at this PQQ (4).

• 998 had already qualified at PQQ in September 07.
• Tenders due 6 weeks from ITT
  – Using fair, transparent and robust scoring framework.

• Contract Award panels will agree each contract offer against original tender specification.

• Local partnership team may carry out “contract clarification” with relevant providers - this will also be used to agree contract levels.

• Contracts awards expected from end of June 2008.
Things you will need to do

• Read the “Read me first” document FIRST
• Start early
• Save regularly
• Publish your response well before closing date – we cannot accept any tenders that are received passed the closing date and time.
• Only use the message facility on Bravo for queries
• Check that the ITT is complete before submitting
  – Attachments must be attached
  – All asterisked sections MUST be completed
• If you need guidance try the “supplier help guide” on the e-tendering portal or email help@bravosolution.co.uk
You should not

• Try to upload documents other than Word or Excel

• Omit Attachments
  - if they are missing when we evaluate then you will not be successful.

• Leave it until the last minute to submit/publish your tender(s)
Structure of the ITT(s)

1 NATIONAL ITT
To be completed once for each programme

There is 1 National ITT that MUST be completed for each programme

- National ‘READ ME FIRST’ Attachment – provides instructions and guidance for completion and details of the programme.
- National Questionnaire Attachment – specific to the programme.

9 REGIONAL ITTs
9 Regional ITT’s to be completed for each region for which you wish to provide the programme

There are 9 Regional ITTs for each programme (you should only complete those regional ITTs for which you expressed an interest):

- Regional ‘READ ME FIRST’ Attachment – provides regional instructions and guidance for completion and details of the regional tender.
- Regional Questionnaire Attachment – specific to the regional programme requirements.
- Regional Demographic Spreadsheet Attachment – specific to the regional programme requirements.
Opening the Regional ITT(s)

Read the READ ME FIRST Thoroughly
Refer Back
Opening the Regional ITT(s)

SPECIFICATIONS & REQUIREMENTS
What’s required and where

QUESTIONNAIRE
What and How you intend meet the requirements

SPREADSHEET
Numbers / Outputs / Locations

Attachments
Word
Excel
ONLY!
PLEASE NOTE

Late Tenders cannot not be considered

The time deadline will be specified on each tender document

The content from these events is available at
www.lsc.gov.uk/providers/provider-procurement
Q & A Session

06

European Union
European Social Fund
Investing in jobs and skills