Welcome
Agenda

1 Framework for ESF
2 Young People
3 Adult Responsive
4 Employer Responsive
5 Other
6 Process and Timeline
Framework for ESF

• Youth
• Adult
• Employer
• Other
Young People
ITT - Youth

Youth

Pre 16
- 5 geographical lots

Post 16
- NEET and Potential NEET
- Youth unemployment
  - 5 geographical lots
  - 5 geographical lots
Profile of target groups

- 2006/07 6% of the young people in the East Midlands were classified as not being in education of training (NEET)
- The majority had no qualifications, but a small proportion was qualified to level 2
- Broadly the group was similar to the rest of the cohort in terms of ethnicity but had a larger proportion of white males living in areas of multiple deprivation
- Those with behaviour problems were present in higher proportions than in the rest of the cohort
- The NEET group also contains a high proportion of young people identified as underachieving at key stage 4
Pre 16 ITT

• Targeted at work to assist 14-16 year olds in danger of becoming NEET
• Two major areas of activity:
  • Activity 1
    • The development of individualised activities associated with work experience to help young people understand the value that qualifications play in achieving a worthwhile occupation
    • The need to ensure that parents, carers and young people understand the options available to them through the 14-19 prospectuses in their area
    • Development of activities that will encourage young people to develop entrepreneurial skills
  • The activities are designed to enhance and add value to the Key stage 4 Engagement programme
Pre 16 ITT

• Activity 2
• Engagement of employers to make them aware of curriculum changes and the benefit of providing training such as apprenticeships for their employees
• Producing relationships with new employers which will provide sustainable work related curriculum opportunities for the NEET group in the future
Pre 16 ITT

• 5 Lots geographically based covering both activities
• Derbyshire
• Leicestershire
• Lincolnshire and Rutland
• Northamptonshire
• Nottinghamshire
Pre 16 ITT

- **Target groups:**
  - 14-16 year olds in years 10 and 11, identified as participants in the Key Stage 4 Engagement programme,
  - 14-16 year olds who are consistently underachieving and whose attendance is suffering as a result
  - 14-16 year olds who are excluded
  - Those young people aged 14-16 who are NEET or at risk of becoming NEET or at risk of being excluded
  - Teenage parents and parents to be
  - Looked after children
  - White males in the city and surrounding conurbations
  - Juvenile, young offenders and ex offenders
  - Young people with Learning Difficulties and Disabilities within any of the groups above, particularly those with behavioural issues
Pre 16 ITT what will a good bid include?

• **Successful tenders will demonstrate the ability to deliver:**
  • individually tailored provision, which provides a full and inclusive range of support to increase the choices of the most disadvantaged groups
  • a variety of approaches to achieve this aim, including person-centred support
  • innovative and flexible approaches, demonstrating effective working with employers
  • enabling young people and their parents/carers to understand the choices available and the role that qualifications play in success at work
Post 16 ITT

- Targeted at work to assist 16-19 year who are NEET and those young people who are unemployed.
- Three major areas of activity:
  - Activity – NEET and Potential NEET
  - Initiatives to reform vocational routes for, and develop skills among, 16-19 year olds
  - Preparation of young people in the target groups for entry to programmes such as diplomas, BTEC, Programme Led pathways
  - Development of Programme Led pathways
  - Bridging activities to enable access to E2E programmes/ progression pathways / apprenticeships
  - Involving employers in understand the role of work-related learning and supported training such as apprenticeships in developing a future work force for their sector
Post 16 ITT

- **NEET and potential NEET**
- **Activities to engage 16 to 19 year olds not in education, employment or training, tackle their barriers to learning, and help them access programmes such as Entry to Employment.**
- **Coordination and commission of provision on a local authority area wide basis**
- **Enhanced personalised career guidance**
- **Enhanced learning support to ensure success and confidence building**
- **Enhancing self esteem and confidence of young people in the target groups especially Teenage Parents and Teenage Parents to be and looked after children**
- **Extra support at key transition points - school to E2E, E2E to apprenticeships etc including mentoring**
Post 16 ITT

- Activities to reduce youth unemployment by developing the employability and skills of young people up to age 19.
- Support for work experience, work trials and job tasters for young people with Learning Difficulties and Disabilities up to the age of 24 and for unemployed young people aged 16 - 19
- Improving employability through integrated development of basic skills and recognition of prior learning
- Increasing participation in community and self-help activities
- Intensive support using mentors, caseworkers or advisers to enable target groups to increase their skills and abilities to reach the level of basic employability
Post 16 ITT

- **Target groups:**
  - 16-19 year olds who are at risk of becoming NEET or in the NEET group
  - Teenage parents and parents to be
  - Looked after children
  - White males in super-output areas of multiple deprivation
  - Juvenile, young offenders and ex offenders
  - Young people with Learning Difficulties and Disabilities within the NEET group
  - The long-term unemployed (16-24 year olds who have been unemployed for more than one year)
  - Young people with low level or no skills who have not worked, especially those leaving care
Post 16 ITT what will a good bid include?

- **Successful tenders will demonstrate the ability to deliver:**
  - individually tailored provision,
  - a full and inclusive range of support to increase the choices of the most disadvantaged groups
  - a variety of approaches including person-centred support
  - A focus on the specific needs and characteristics of the NEET group
  - In particular those with learning difficulties and disabilities, looked after children and those who are teenage parents
  - In addition, those young people who have offended and where addressing the employment and skills is the single greatest factor likely to contribute to reducing re-offending as part of a holistic approach to resettle and rehabilitate young offenders
Youth

• Panel

• Question and Answer Session
Adult
Adult

- Skills for Jobs – priority 1
  - 5 geographical lots

- Foundation Learning Tier – Priority 2
  - 5 geographical lots
Skills For Jobs

Aim

• To help move people from benefit in to work – starting in Skills for Jobs and completing in Train to Gain; especially lone parents, IB and JSA claimants

• To support people not in work to develop employability skills leading to sustainable employment

• Support the integrated employment and skills system

Promote working together, community empowerment and the demand led approach
Skills For Jobs

• Why?

• Part of the esp strategy towards 80% employment rate;

• Pockets of persistently high levels of worklessness, especially in the Cities, Coalfield and Coastal region

• Worse for certain groups, those with caring responsibilities, older people, people with disabilities, people from minority ethnic communities

• Detrimental effect on economic success, Social Cohesion and Social Justice
Skills for Jobs

- Menu of activity
- **The integrated employment and skills system**
- Improved engagement
- Assessment
- Tailored support addressing barriers to employment
- **Jobs**
- Active involvement of employers
- Detailed scoping of job/skill requirements
- Improve employer engagement
Skills for Jobs

- Key results: effective engagement with priority groups and employers, improved links between vacancies and priority groups – leading to sustainable jobs.
What will a good bid include?

• The ability to deliver a wide menu of activities;
• Track record of active local community engagement
• Strong links with JCP clients
• The ability to work with JOBMAETS and in line with Business Simplification
• Strong partnership working
Foundation Learning

• For adults in employment – not supported by their employer

• Contained within ADULT ITT but part of ESF priority 2
Foundation Learning for individual employees

• **Focus**

  To deliver a flexible foundation level of learning with targeted support, inclusive of childcare and additional learning support where appropriate, to address the multiple barriers that prevent low skilled adults from engaging in skills development and progression in employment
Foundation Learning for individual employees

- 5 geographical LOTs - comprised of the following 3 activities:
  - The delivery of nationally recognised literacy and numeracy qualifications and supporting individuals to improve their overall employability skills
  - The delivery of progression from Entry to Level 1 and Level 1 to Level 2 learning supported by generic skills development
  - Supporting people with learning difficulties and/or disabilities in work to maintain their employment and to progress their Basic and Vocational skills at Entry and Level 1
Foundation Learning for individual employees

• **Priority learners:**
  • Low skilled/low waged employees
  • Employees
    – With Basic Skills development needs
    – who require support to progress from entry to level 1 learning
    – who require support to progress from level 1 to level 2 learning
Priority given to….

- Employees requiring specific support to enable their progression within employment and skills levels – priority given to:
  - Lone parents
  - People with learning difficulties and/or disabilities
  - Ex-offenders
  - People from minority ethnic communities
  - People from any other group who are disadvantaged in, or disaffected with, their skills and economic progression
  - Employees with low skills levels facing redundancy

- Includes migrant workers
Foundation Learning for individual employees

- **Target employment sectors.**
- Priority will be given to those employees who are currently employed within the regional priority sector areas of:
  - Construction
  - Engineering and Manufacturing
  - Health, the Public sector and Social Care
  - Tourism, Leisure and Hospitality
  - Food and Drink Manufacturing
  - Retail
  - Logistics
Foundation Learning for individual employees

• **Target geographical areas:**
  • Prioritised within our region’s areas with a predominance of low skilled employment:
  • The three cities and surrounding conurbations of Derby, Leicester and Nottingham
  • The east coast areas of Lincolnshire
  • The Coalfield Alliance area of north Nottinghamshire and Derbyshire
  • Corby and other pockets of low skilled
What do we want to buy?

• Bite sized provision that is accredited, nationally recognised below full level 2 that will equip employees to progress their skills and therefore contribute to raising the skills profile of the region

• A personalised approach to learning and achievement supported by individual learning plans/vocational profiles with employee aspirations and goals at the core

• Support and advice for people to clearly identify their preferred skills development and employment progression pathway

• Targeted support to respond to employees personal circumstances - childcare, support to LLDD and generic additional learning support

• The delivery of ‘just enough’ support to employers and the employee to secure longer term success
Adult

• Panel

• Question and Answer Session
Employer

- Brokerage
- Train to Gain – provision
- Union Learning

5 geographical lots
Priority 2: *Train to Gain*

- **Brokerage**

- Enhancing service to existing and previously engaged employers to deliver an intensive assistance and account management service to larger employers;

- More targeting on the needs of the third sector, social enterprise...
Priority 2: *Train to Gain*

- **Brokerage**
  - 1250 employer engagements
  - 180 third sector engagements generating...
    - 2384 SfL Learners
    - 2384 Level 2 Learners
    - 710 Level 3 Learners
    - 150 new apprenticeship places
Priority 2: *Train to Gain*

- Brokerage

- Focus on regional priority sectors: Construction, Manufacturing and Engineering, Tourism, Leisure and Hospitality, Food and Drink Manufacture, Health and Social Care, Retail and Logistics

- Additional Sectors for Northants and Leicestershire

- Regional Coverage: Notts 28%, Leics and Derby 23%, Lincs and Rutland 16.5%, Northants 15.5%
Priority 2: *Train to Gain*

- **Brokerage** – what we are looking for in the **bid**
- **Budget £1,555,000**
- **ITT covers until March 2009 only**
- **Only organisations with staff fully qualified by the Institute of Business Consulting may apply**
Priority 2: *Train to Gain*

- **Provision**

- 4 activities:
  - To provide Basic Skills and Level 2 skills for employers
  - To provide foundation learning opportunities for employers
  - To provide leadership and management opportunities for employers
  - To provide adult apprenticeship opportunities
Priority 2: *Train to Gain*

- **Provision**

  - **Activity 1** - To provide basic skills and level 2 skills for employers
  - **Basic Skills**
  - Stand alone basic skills entry level – entry level 3
  - Extend eligibility to include those with level 2 but still with a basic skills need
  - **Level 2**
  - Second level 2’s
    - Where employee is operating in a different Sector from their first level 2
    - Qualifications relating to the relevant SSA
  - Extend eligibility to include volunteers and self employed
Priority 2: *Train to Gain*

- **Provision Activity 2**
  - To provide foundation learning opportunities for employees pre level 2
  - Progressing employability skills to ensure longer term employability
Priority 2: *Train to Gain*

- **Provision Activity 3(a)**
  - To provide leadership and management opportunities for employees
  - NVQ level 3- in full or elements
  - Those with or without a level 2 who do not have a level 3
- **Activity 3(b)**
  - To provide leadership and management skills for companies employing less than 50 employees
Priority 2: *Train to Gain*

- **Provision**
- **Activity 4** - To enhance the apprenticeship provision available to adults (post 19)
  - Additional support to apprenticeships
  - Development of vocational pathways
  - Sector based initiatives to support the provision of apprenticeships
  - Sector based activity to increase employer capacity to train employees
  - Activities which support the delivery of level 4 apprenticeships in priority sectors
Trade Union Activities to Increase Demand for Skills

• **Focus**

• Recognising the role and contribution that Trade Unions and Union Learning Representatives have as a key part of helping to tackle the skills crisis:

  • Instrumental in raising interest and motivating employees to undertake training and development, especially among the lowest skilled workers and those with literacy and numeracy needs

  • Seen as a vital link to connect disadvantaged and hard to help individuals to access learning and training

  • Influential in encouraging employers to engage in workforce development
Trade Union Activities to Increase Demand for Skills

– Key actions

– To recruit 1000 Union Learning Representatives in the East Midlands and to raise the skill levels of 500 existing Union Learning Representatives

– To work with employers and employees to encourage their engagement in workforce development and learning
# Trade Union Activities to Increase Demand for Skills

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*Hints & Tips:

- Construction & the wider Built Environment
- Manufacturing and Engineering
- Health and Social Care
- Public Sector
- Food and Drink Manufacturing
- Retail
- Tourism, Hospitality and Leisure
- Transport & Logistics
Trade Union Activities to Increase Demand for Skills

• Hints & Tips
  – Coverage must be East Midlands wide
  – One single delivery organisation
  – Demonstrate existing relationships with Trade Unions and unionised employers
  – Track record of employer engagement and influence
  – Relationship with and knowledge of Train to Gain Brokerage Service
Employer

• Panel
• Question and Answer Session
05 Other
Offenders’ Learning and Skills Service (OLASS)

• High levels of re-offending are very costly to society in both economic and social terms. The focus of our work is to turn offenders away from crime and into work, improving their skills and encouraging them to lead productive lives within their communities.
Adult Tender  
- target group - over 18

• Offenders under the supervision of the probation service in the East Midlands with identified Education, Training or Employment needs as part of their sentence plan that can be met by this programme

• Offenders in East Midlands’ prisons with identified Education, Training and Employment needs as part of their sentence plan that can be met by this programme
Service Requirement

- Provision will be based around activities targeted at helping individuals into and retaining employment with a view to reducing re-offending. The key components of the service are:
  - Information, Advice and Guidance
  - Family Learning
  - Enhancing Employability Skills
  - Vocational Skills Development
  - Engaging, Developing and Supporting Employers
  - Developing Models and Support for Self-Employment
  - Partnership working between providers and key stakeholders is essential in meeting the aspirations of the programme
Cohesive Delivery

• A programme is sought which brings together the key elements of the service requirement into a clear structure which can deliver outcomes
• Bidders must show clear vision and leadership and specify delivery partners
• Ability to deliver a localised and flexible programme within the overall framework is crucial
• Tenders must demonstrate how providers will work with Probation Service, Prison Service, Contracted Prisons, National Offender Management Service, LSC, Jobcentre Plus, employers and the voluntary and community sector in delivering outcomes
Youth Tender

- The programme will provide a region-wide service to work closely with the 8 East Midlands’ Youth Offending Teams to improve and maximise engagement of young offenders in education, training and employment.

- It aims to make a significant contribution to the achievement of Youth Justice Board targets for those leaving the supervision of the Youth Offending Team.
Target Group

• Young people under the supervision of East Midlands’ Youth Offending Teams
• Includes young people in custody planning for release and those under community supervision
• The majority of young people in custodial settings are in establishments outside of the East Midlands. Workers will need to travel outside of the region to make effective working links
Voluntary and Community Sector Apprenticeships

• Activity
• Development of an Apprenticeship framework
  – NVQ
  – Technical Certificate
  – Key skills
• Pilot programme in consultation with the sector
• Target groups
• Employed individuals 19+
Continuous Professional Development

• Activity
• Updating Teacher and Trainer qualifications for the Skills for Life workforce
• Upgrading from level 3 to level 4 in IAG
• NVQ’s levels 2 and 3 with assessor and verifier qualifications
• Level 5 generic teaching qualifications

and…

Ongoing support for regional CPD network for Skills for Life workforce
Continuous Professional Development

• **Target groups**
  - Staff employed within the post 16 education and training sector who do not have a formal plan for continuous professional development
  - Participants will be individuals working within the East Midlands region in Voluntary and Community, Private or Public sectors, who are required to deliver publicly funded Skills for Life, or IAG provision
  - Employed individuals in company supporting employee development with NVQ’s, linked to the effective delivery of Train to Gain
Other

• Panel
• Question and Answer Session
Process and Timeline
PQQ’s closed 28 September 2007

– PQQ Evaluation completed 6 November 2007
– Fair and equal consideration given to all tenders
– Consistent process across all LSC regions
ITT’s

• ITT evaluation commences 19 Dec
  – Using fair, transparent and robust scoring framework

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

• Local partnership team carry out “contract clarification” with relevant providers

• Contracts expected to start from March 2008
DO

• Read the “Read me first” document
• Start early
• Publish your response before closing date
• Use the message facility on Bravo for queries
• Check that the ITT is complete before submitting
• Do read the hints and tips in the questionnaire
DO NOT

- Alter the documentation
- Try to upload documents other than Word or Excel
- Omit Attachments
  - if they are missing when we are scoring then you fail
- Leave it until the last minute to submit
- Leave your submission with no activity, your session will time out after 15 minutes if you do...
- Read the
- READ ME FIRST
- First!
- Thoroughly
- Refer Back
• The detail of the provision for which you are tendering.
SPECIFICATIONS

• Attachments
• Word
• Excel
• ONLY!

Questionnaire
Spreadsheet

Terms & Conditions
Late Tenders will not be considered

• 12 noon on the final day is the deadline
• Only exceptions to this may be audited LSC technical problems
TIMETABLE

• Adult Responsive – 13th November
• Young People – 13th November
• Employer Responsive – 15th November
• Other – 15th November
• Community Grants – 10th December

• Close date is 5 weeks from opening date
The content from these events is available at:

www.lsc.gov.uk/providers/esf-procurement

www.lsc.gov.uk/eastmidlands
Thank you for attending
Lunch is served