



North West Network

Learning and Skills Council Procurement Round 2009/10

Application Process Briefing **Session 2 –The ITTs**





The restricted ITTs



The Restricted ITTs

- 3 x Priority 2 ITTs released on 5th June;
- Must have satisfied the QPF to respond
- 1 x Merseyside Phasing in Area, 1 x North West including Merseyside Phasing in Area and 1 x Cheshire & Warrington and Lancashire;



The Restricted ITTs

Employer (Priority 2)

- S36 – Merseyside Phasing In Area - Training In-Company Mentors to Support Employee Retention - c. £213k
- S37 - Cheshire & Warrington and Lancashire - Train the Trainer
- S38 – North West including the Merseyside Phasing In Area – Supporting the growth in Apprenticeships for Adults - c. £3.8m (c. £440k for Merseyside PI Area)



NW/EMPLOYER /S37

Training In-Company Mentors to Support Employee Retention

- **Aim**
- To build additional assessor and verifier capacity in the region to support the expansion of
- Train to Gain and to develop further in-house training capabilities of employers as part of workforce development.

NW/EMPLOYER /S37

Target Groups & Priority

- Employees aged 19 years or older in any sector (including the public and third sector).
- Volunteers are also eligible as part of the organisation's workforce, as are self-employed
- people. ESF regulations for Priority 2 stipulate that volunteers may only be supported where they are recruited onto the programme through targeting a wider employed workforce.
- Also eligible are participants who are recently unemployed and who wish to acquire these qualifications in order to gain employment in sectors where there are skills shortages.
- Participants must be resident in or work in an organisation which is based in the geographic locations identified for this Tender Specification and must not already hold the qualifications described in the Service Requirement.

NW/EMPLOYER /S37

Outputs & Results

- Outputs

- The minimum outputs which are required are detailed below:
- Learners engaged

Cheshire & Warrington 65

Lancashire 112

| Results | | | |
|--|-----------------------|------------|--------------|
| The minimum results which are required are detailed below: | | | |
| | Cheshire & Warrington | Lancashire | Total |
| Learners achieving A or V qualifications (or industry relevant programmes) | 39 | 67 | 106 |



NW/EMPLOYER/S38

Supporting the growth in Apprenticeships for Adults

- The aim of this tender specification is to support the growth in Apprenticeships for Adults in the North West region by providing part ESF funding and part Apprenticeship funding to fund Apprentices aged 25 and over, employed in either:
 - Public Sector;
 - Third Sector;
 - BME employers;
 - A framework area which is not commonly delivered and in which the LSC are seeking to expand capacity.



NW/EMPLOYER/S38

Target Groups & Priority Sectors

- This tender specification seeks to provide entry and progression routes into Apprenticeship for employed adults aged 25+ progressing from ESF funded provision
- Participants must either be a resident of, or employed in an organisation based in the geographical locations identified for this Tender Specification
- ESF regulations identify that training to support low skilled public sector workers to gain basic skills and level 2 qualifications is eligible....However, the training of public sector workers at level 3 and above is ineligible

Applications that will be given the strongest consideration will be those that provide clear evidence of demand from employers



NW/EMPLOYER/S38

Outputs

- The volumes of outputs required by this tender specification will vary depending on the NVQ being delivered. However, the LSC seek to purchase training for technical certificates at levels 2 and 3, which form part of an Apprenticeship framework

In addition, the following should be delivered:

- Key Skills and Employment Rights and Responsibilities elements delivered as required
- Initial assessment including identification of SfL needs where appropriate
- Production of an Individual Learning Plan for each learner reflecting the outcome of information, advice and guidance



NW/EMPLOYER/S38

Results

- The volumes of results required by this tender specification will vary depending on the NVQ being delivered, however through this tender specification the LSC seek to purchase:
 - Technical certificates at level 2 and 3
- Other Outcomes
 - Additional Apprenticeship starts



The open ITTs



The Open ITTs

- No need to have satisfied the QPF to respond.
- 11 x Priority 1 ITTs;
- 3 x Employer (all North West including Merseyside Phasing in Area);
- 6 x Youth (1 x North West including Merseyside Phasing in Area and 1 x Gtr. Manchester, Halton & Merseyside Phasing in Area);
- 2 x Adult (1 x Merseyside Phasing in Area and 1 x North West including Merseyside Phasing in Area)



The Open ITTs

Employer (Priority 2)

- S39 - North West including the Merseyside Phasing In Area – Apprenticeships - Train the Trainer
- S40 - North West including the Merseyside Phasing In Area – Training In Company Mentors to support the delivery of Apprenticeships
- S41 - North West including the Merseyside Phasing In Area – Continued Development for Young People (16-24) in Employment without Training



NW/EMPLOYER/S39

Apprenticeships – Train the Trainer

- The aim is to build additional assessor and verifier capacity in the region to support the expansion of Apprenticeships and to develop further in-house training capabilities of employers as part of workforce development;
- The LSC is seeking to appoint one or more organisations or a consortium of organisations to develop and deliver an innovative approach to improve availability and access to all Apprenticeship frameworks
- The requirement is for the delivery of industry relevant trainer development qualifications and Assessor and Verifier qualifications
- Non fundable framework areas specified



NW/EMPLOYER/S39

Target Groups & Priority

- Employees aged 19 years or older in any sector. Volunteers are also eligible as part of the organisation's workforce, as are self employed people
- ESF regulations for Priority 2 stipulate that volunteers may only be supported where they are recruited onto the programme through targeting a wider employed workforce
- Also eligible are participants who are recently unemployed and who wish to acquire these qualifications in order to gain employment in sectors where there are skills shortages
- Participants must be resident in or work in an organisation which is based in the identified geographical locations and must not already hold the qualifications described in the Service Requirement



NW/EMPLOYER/S39

Outputs & Results

- **Outputs**
 - 235 learners engaged, of which 58 must be from the Merseyside Phasing in Area

- **Results**
 - 141 learners achieving A or V qualifications (or industry relevant programmes), of which 35 must be from the Merseyside Phasing in Area

- **Other Outcomes**
 - A Performance and Evaluation report to be submitted to the LSC every 6 months during the contract period and a final evaluation report at the end of the contract

NW/EMPLOYER/S40

Training In-Company Mentors to support the delivery of Apprenticeships

- This tender supports the delivery of Apprenticeships in the workplace
- The aim of this tender specification is to seek providers to deliver a comprehensive package of training and development to potential mentoring staff in the workplace. This package will enable employers to provide their own in-house support for newly recruited employees aged under 19
- 2 elements:
 - Skill Building
 - Knowledge Building



NW/EMPLOYER/S40

Target Groups & Priority

- Employers based in the North West, in any sector, including the Third Sector
- Participants must either be a resident in or work (both paid and unpaid) in an organisation which is based in the identified geographic locations
- ESF regulations for Priority 2 stipulate that volunteers may only be supported where they are recruited through targeting a wider employed workforce
- Training to support low skilled public sector workers to gain basic skills and level 2 qualifications is eligible
- Additionally, the LSC would like to see providers demonstrate in their tenders that they are making linkages with employers actively engaged in recruitment via Job Centre Plus and/or Skills for Jobs Framework Programmes

NW/EMPLOYER/S40

Outputs & Results

- **Outputs**
 - A programme of support (one per contract)
 - 767 Employee starts on a programme of training and development of which 192 must be from the Merseyside Phasing in Area
- **Results**
 - 634 Employee completions on a programme of training and development, of which 160 must be from the Merseyside Phasing in Area
 - 151 NCFE Certificates in Work Based Support & Mentoring and/or provider certification for non-accredited bespoke programme of which 38 must be from the Merseyside Phasing In Area
 - 322 Employers engaged in the programme of which 80 must be from the Merseyside Phasing In Area



NW/EMPLOYER/S41

Continued Development for Young People (16-24) in Employment without Training

- The LSC recognises that young people in employment without training are unlikely to sustain employment due to a variety of factors....
- This proposal builds upon the experience of Learning Agreement Pilots which shows that there is a need for individually tailored training packages for young people working in Jobs Without Training which may or may not be related to their current employment
- This tender specification will provide ESF funding for young people to undertake a personal development programme or a vocationally relevant qualification to enable continuation of their development and progression into further learning or an apprenticeship

NW/EMPLOYER/S41

Target Groups & Priority

- This provision is intended primarily for young people aged 16-18 in employment without training
- Priority will be given to:
 - 16-18 year olds in employment without training
 - 19-24 year olds in the public sector can be supported where they are engaged in addition to an employer's commitment to 16-18 year old training as part of this programme
 - Individuals who do not hold a level 2 qualification
- These individual must either be a resident of or work in an organisation which is based in the specified geographical locations



NW/EMPLOYER/S41

Outputs & Results

- **Outputs**
 - 2851 16-18 year olds commencing on the programme of which 605 must be from the Merseyside Phasing in Area
 - 1217 19+ commencing on the programme of which 259 must be from the Merseyside Phasing in Area

- **Results**
 - 1995 16-18 year olds progressing into LSC funded training of which 424 must be from the Merseyside Phasing in Area
 - 853 19+ progressing into LSC funded training of which 181 must be from the Merseyside Phasing in Area



NW/EMPLOYER/S41

- Other Outcomes
 - A performance and Evaluation report to be submitted to the LSC every 6 months during the contract period and a final evaluation report at the end of the contract

The Open ITT's

Youth (Priority 1)

- S24 – Greater Manchester and Lancashire – Supported Employment Opportunities for Young People
- S25 – Lancashire – Reducing NEET in Lancashire, Blackburn with Darwen and Blackpool Local Authority Areas
- S26 – Cheshire and Warrington – Reducing NEED in Cheshire East, Cheshire West and Warrington Local Authority Areas
- S27 – North West including the Merseyside Phasing in Area – Skills for Jobs for Young People
- S28 – Greater Manchester, Halton and Merseyside Phasing in Area – Progression Support for 17-19 Year Olds
- S29 – Reducing NEET in Cumbria



NW/YOUTH/S24

- **Supported Employment Opportunities for Young People**

Aim:

- To enhance supported employment opportunities for young people between the ages of 16-19 with Learning Difficulties and/or Disabilities who are NEET or at risk of becoming NEET.
- The aim is for young people to achieve equality of opportunity, social inclusion and integration into the mainstreams of society and paid employment in integrated settings.

NW/YOUTH/S24

- **Target groups & priority**
- Young people between the age of 16 and 19 with learning difficulties and or disabilities with emphasis being placed on learning within the following profiles, Autistic Spectrum Disorder, Severe Learning Difficulties, Moderate Learning Difficulties, Behavioural, emotional social difficulties.
- These individuals must a resident of the geographic locations identified for this Tender Specification.
- The provision should be available within Greater Manchester and Lancashire

NW/YOUTH/S24

Outputs

The minimum outputs which are required are detailed below:

| Area | Employers engaged | Young people commencing transition programmes which embed sustainability of employment |
|--------------------|-------------------|--|
| Greater Manchester | 24 | 120 |
| Lancashire | 18 | 90 |
| Total | 42 | 210 |

Results

The minimum results which are required are detailed below:

| Area | Young people gaining employment |
|--------------------|---------------------------------|
| Greater Manchester | 48 |
| Lancashire | 36 |
| Total | 84 |

NW/YOUTH/S25

- **Reducing NEET in Lancashire, Blackburn with Darwen and Blackpool Local Authority Areas**

Aim

To work with those young people aged 16-19 in the above Local Authority areas who are currently outside of learning and reduce the number of young people who are not in education, employment or training (NEET). To improve the participation rate of young people in post 16 learning and provide high quality routes to employment and further learning. Priority will be given to bids that focus on looked after children.

NW/YOUTH/S25

Outputs

As a minimum the outputs which are required are detailed below:

| Strand | Total |
|--------------------|-------|
| Energisers | 100 |
| Pre E2E Programmes | 50 |

Results

The LSC envisages that these will be the minimum results achieved from the participant volumes as set out in the outputs table

| | Total |
|---|-------|
| Those young people who are NEET progressing into structure learning and/or employment (including self-employment) | 90 |

NW/YOUTH/S26

- Cheshire and Warrington – Reducing NEET in Cheshire East, Cheshire West and Warrington Local Authority Areas

Aim

To work with those young people aged 16-19 in the above Local Authority areas who are currently outside of learning and reduce the number of young people who are not in education, employment or training (NEET). To improve the participation rate of young people in post 16 learning and provide high quality routes to employment and further learning.

NW/YOUTH/S26

Target groups & priority

The target groups for this tender specification are all residents of the geographical locations identified and will also be:

- 16, 17 and 18 year olds who are currently NEET, with a key focus on the following priority groups:
 - Learners with Learning Difficulties and/or Disabilities
 - Looked After Children
 - Young Offenders
 - Pregnant girls
 - Teenage parents
- 16 and 17 year olds who are NEET and for a variety of reasons are not yet ready to enter mainstream learning opportunities
- 16-19 year olds who are NEET or are at risk of becoming NEET and require additional employability skills
- 16-19 year olds who are NEET or are at risk of becoming NEET and are from workless families

NW/YOUTH/S26

Geography / area of delivery

The LSC seeks proposals which cover the deliver the following activities in the geographical areas identified:

- Cheshire East
- Cheshire West and Chester
- Warrington



NW/YOUTH/S26

| Strand | Total |
|--------------------|-------|
| Energisers | 24 |
| Pre E2E Programmes | 24 |

NW/YOUTH/S26

Results

The LSC envisages that these will be the minimum results achieved from the participant volumes as set out in the outputs table

| | Total |
|---|-------|
| Those young people who are NEET progressing into structure learning and/or employment (including self-employment) | 28 |

NW/YOUTH/S27

Skills for Jobs for Young People

- The overall strategic aim of services sought under this specification is to reduce re-offending through skills and employment. These services will support, through brokerage arrangements, the delivery of an integrated employment and skills framework, known as Skills for Jobs for Young People
- Skills for Jobs for Young People will prepare individuals to secure and sustain employment by improving their employability skills through coaching, skills development, including embedded functional skills support, ongoing mentoring and support, and the achievement of accredited qualifications



NW/YOUTH/S27

Target Groups & Priority

- The target groups for this tender specification are all residents of the geographical locations identified and will also be:
 - Young offenders in the community or
 - Young offenders in HMYOI Hindley who are near to release

Referral will be from the YOTs in accordance with the partnership agreements. It is expected that 90% of the services will be provided to offenders in the community though this may be adjusted if necessary



NW/YOUTH/S27

Outputs

- 1383 young people engaged following referral from YOT and ILP completed, of which 400 must be from the Merseyside Phasing in Area
- 1175 young people successfully engaged in LSC funded learning and skills programmes (or LA if under school leaving age), of which 204 must be from the Merseyside Phasing in Area

NW/YOUTH/S27

Results

- 998 young people successfully progressing into learning and skills programmes, sustained minimum of 13 weeks (where a minimum of 4 weeks extends beyond the end of the sentence), of which 174 must be from the Merseyside Phasing in Area
- 288 young people progressing into employment, of which 80 must be from the Merseyside Phasing in Area
- 144 young people progressing into sustained employment (where a minimum of 4 weeks extends beyond the end of the sentence), of which 40 must be from the Merseyside Phasing in Area



NW/YOUTH/S27

Other Outcomes that the LSC envisages being delivered are:

- Contribution to reducing re-offending;
- Infrastructure changes so that providers become more willing to engage with young offenders;
- Capacity building of YOTs so they understand learning and skills developments and opportunities in their locality;
- Improvement in achievement of YOT ETE targets;
- Completion of non-accredited learning activity;
- Achievement of accredited learning activity;



NW/YOUTH/S27

Other Outcomes (cont'd)

- Improvement in Personal / Life Skills;
- Improvement in Work related Skills;
- Individual Learner Action Plan completed;
- A Performance and Evaluation report to be submitted to the LSC every 6 months during the contract period and a final evaluation report at the end of the contract



NW/YOUTH/S28

Progression Support for 17-19 Year Olds

- The aim is to provide an integrated support package to those aged 17-19 who are not in education, employment or training within the Greater Manchester, Halton and Merseyside Phasing in Area, for progression to further or higher education, work or apprenticeship
- All activities must complement mainstream funded opportunities and demonstrate the added value that they provide. As part of the proposal applicants must highlight their ability to work with the target groups of young people and prove that this is genuinely a new programme, or that it is existing work clearly aligned to this specification



NW/YOUTH/S28

Detailed below is the type of activity which the LSC are looking to support

Progression Support Package for Employment or Learning

- Personal motivation for work or study
- Selling yourself
- Being an excellent employee
- Being an independent learner
- Where appropriate, arrange 'internship' work experience with employers

Information, advice and guidance must be integrated into the programme at all stages

NW/YOUTH/S28

Target Groups & Priority

The target groups for this tender specification are all residents of the identified geographical locations and will also be:

- 17-19 year olds who are currently NEET (a priority being 18 and 19 year olds), with a focus on the following:
 - Learners with learning difficulties and/or disabilities
 - Young people previously looked after
 - Young offenders
 - Pregnant girls
 - Teenage parents
- 17-19 year olds (priority those with level 2 or above) who have become NEET

NW/YOUTH/S28

Outputs & Results

- **Outputs**
 - 2633 young people undertaking support programme, of which 1680 must be from the Merseyside Phasing in Area and 48 from Halton
 - 1579 young people undertaking internship, of which 1008 must be from the Merseyside Phasing in Area and 29 from Halton
- **Results**
 - 1975 young people progressing into employment (including self employment and volunteering), education or training, of which 1260 must be from the Merseyside Phasing in Area and 36 from Halton

NW/YOUTH/S28

Other Outcomes that the LSC envisages being delivered are:

- Completion of non-accredited learning activity;
- Achievement of accredited learning activity;
- Improvement of Personal / Life Skills;
- Improvement in Work related Skills;
- Progression into part time employment
- Individual Learner Action Plan completed
- Marketing Plan completed
- Learning materials developed

A Performance and Evaluation report to be submitted to the LSC every 6 months during the contract period and a final evaluation report at the end of the contract

- **Reducing NEET in Cumbria**

Aim

The aim of this project is to build on the existing successful Broadening Horizons project to deliver imaginative and innovative activities to re-engage those young people who are currently not in education, employment or training and to improve participation in post 16 learning.

Target groups & priority

For all activities

- Currently not in education, employment or training (NEET) at 16,
- 17 and 18 with particular focus on young people in vulnerable groups such as teenage parents, young offenders, looked after young people and young people with learning difficulties and disabilities.
- Young people who for a variety of reasons are not yet ready to enter mainstream learning.

NW/YOUTH/S29

Geography / area of delivery

Proposals are invited for the activity detailed above throughout Allerdale, Copeland, Carlisle, Furness, Eden and South Lakeland covering urban and rural areas. Proposals should clearly detail the rationale for delivery in each of these areas and should clearly reflect the geography and detailed make up the NEET group in each area paying particular attention to areas of deprivation and rurality.

NW/YOUTH/S29

Outputs

As a minimum proposals should aim to assist at least 100 young people across the lifetime of the project within the following strands of activity:

| Strand | Cumbria |
|---|-----------------|
| Retention in post 16 learning (for those at risk of disengaging/becoming NEET) | 34 participants |
| Energisers (for those NEET young people) | 33 participants |
| Pre E2E Programmes (for those NEET young people) | 33 participants |

The above split is for illustrative purposes.

NW/YOUTH/S29

Results

The minimum results of the activity described within this tender will be as follows:

| Strand | Cumbria |
|---|----------------|
| <i>Retention in post 16 learning</i> | |
| Young people retained in learning (re-engagement measured 6 weeks after commencement of support and requires confirmation from the training provider that the learner is no longer at risk of disengagement) | 20 |
| <i>Energisers</i> | |
| Those young people who are NEET progressing into structured learning and/or employment including self-employment | 20 |
| <i>Pre E2E Programmes</i> | |
| Those young people who are NEET progressing into structured learning and/or employment including self-employment | 20 |

The above split is for illustrative purposes



The Open ITT's

Adult (Priority 1)

- S38 – North West including the Merseyside Phasing in Area – Personal Development – Personal Best – The Event Volunteer Award Programme
- S39 – Merseyside Phasing in Area – Executive / Graduate Retention Routeway to Employment



NW/ADULT/S38

Personal Development Programme – Personal Best – The Event Volunteer Award Programme

- This programme, through the attraction of volunteering in regional events and with regional employers, aims to encourage inactive, unemployed and socially excluded people to engage in volunteering and accredited L1 training to gain new skills, engage in their communities, raise their aspirations and create new career choices



NW/ADULT/S38

Target Groups & Priority

- The target groups for this tender specification are:
 - Unemployed / economically inactive individuals aged 20+
 - 16-19 year olds who are Not in Education, Employment or Training (NEET)

NW/ADULT/S38

Outputs & Results

- **Outputs**

- 289 16-19 NEET participants receiving support for training and IAG, of which 90 must be from the Merseyside Phasing in Area
- 353 20+ participants receiving support for training and IAG, of which 90 must be from the Merseyside Phasing in Area

- **Results**

- 205 16-19 NEET participants achieving Personal Best qualification, of which 64 must be from the Merseyside Phasing in Area
- 248 20+ participants achieving Personal Best qualification, of which 64 must be from the Merseyside Phasing in Area

NW/ADULT/S38

Other Outcomes that the LSC envisages being delivered are:

- Ensuring that all participants graduating from the programme achieve a positive outcome.....
- Ensuring that careful guidance is given to participants not completing the programme and that their destinations are recorded
- Individual improvement in self esteem, confidence, understanding the opportunities in event volunteering and employment, improved skills for life and communication skills with an improved attitude to jobs and learning.....
- Data - Formulate development and provide ongoing management of the 'Get Connected' database tool



Questions?