**Procurement of suppliers for Governance Development Programmes**

**Additional Information – FAQ**

1. **How have you set the minimum scale requirements for 2018-19 funding?**

The required minimum scale reflects our view of national significance, which we have defined as approximating to the ability to satisfy average demand from a whole region on clerking development, or half of the average demand of a whole region on governance development.

1. **Why are you not giving contractors the security of a guaranteed contract value?**

We want contractor’s income to be linked directly to their success in generating and satisfying demand for their services. We think Government’s role is to identify and contract with providers able to deliver the programme outcomes to the expected quality standards – we think participants are best placed to choose which providers secure the highest income.

1. **What type of boards are eligible for governance leadership development funding?**

We will fund support to the board of any institution delivering government-funded education to children of compulsory school age in England.

1. **Why are you offering both a standard and a higher rate of funding for governance leadership development?**

We want leaders of certain boards to receive additional support either because of their location in areas with limited capacity for improvement or because of their board’s potential (because of governing multiple schools) to deliver greater strategic impact and a wider range of benefits.

1. **Do I have to deliver governance leadership development at both the standard and higher funding rates?**

No. Contractors may propose activity at any price point. We will pay the lesser of the retail price and the relevant funding rate.

1. **Why are you funding governance leadership per board, not per participant?**

The programme outcomes are about increasing governance leadership capacity to drive improvement in the effectiveness of governing boards. We are not aiming to build the capacity of chairs in isolation or for its own sake. The purpose of building governance leaders’ capacity is increase their ability to improve their boards.

1. **Can we get funding for the same board twice over the life of the contract?**

We do not expect to fund the same board twice: where say a chair and vice-chair both want to undertake the programme contractors should allow them to do so together. However, we reserve the right to agree in exceptional circumstances to a case contractors may make for why we should fund a board a second time.

1. **Can we restrict our offer to only working with the chair? Must the chair be involved?**

The programme outcome is about improving leadership of the board (or LGB), so in most cases we expect the chair to be involved, but this is a matter for the board to decide. Where a chair and vice-chair both want to undertake the programme contractors should allow them to do so together.

1. **What if a MAT or federation has schools in more than one region?**

We have assigned all but the largest 10 MATs to a single region in order to enable consistent oversight of its schools by a single RSC. If in doubt, contractors can ask the MAT or check with the Department.

1. **How can we check if a school is coasting?**

We will supply contractors with a list of schools located in Opportunity Areas that have been notified by us as that they are Coasting. More information on the coasting definition can be found in the Primary school accountability technical guide - [https://www.gov.uk/government/publications/primary-school-accountability](https://www.gov.uk/government/publications/primary-school-accountability%20) and the Progress 8 and Attainment 8 Guide for secondary schools at <https://www.gov.uk/government/publications/progress-8-school-performance-measure>

1. **How can we check if a school is in an Opportunity Area?**

The Department has announced 12 Opportunity Areas – see <https://www.gov.uk/government/news/education-secretary-announces-6-new-opportunity-areas>

1. **Do contractors have to be able to deliver in every region?**

No. Contractors must propose and demonstrate capacity to delivery funded activity at or above the minimum scale requirements, and indicate in their bids the region or regions in which the plan to operate. However, there will be no restriction on contractors responding to demand for their services wherever that may arise.

1. **Can we change the price of our offer to boards/clerks?**

Yes, by agreement to a contract variation with the department.

1. **Can we make a profit?**

The department will contract with whichever organisations score highest against our evaluation criteria. All contractors will receive the same funding rates for delivering the programme outcomes for each participant they support.

1. **Can we charge VAT in addition?**

The funding rates payable to the department are as set out in the PIN/ ITT. Contractors are responsible and liable for their own VAT arrangements and should check with their HMRC Office if in doubt.