



Education & Skills  
Funding Agency



European Union  
European  
Social Fund

Contract Type	Contract for Services
Funding Period	1 April 2019 – 31 July 2021
Between	the Secretary of State for Education (acting through the Education and Skills Funding Agency)
And	THE GROWTH COMPANY LIMITED
Funding for	European Social Fund
Contract Number	ESFA-15036

## ACCEPTANCE BY THE CONTRACTOR

By accepting this Contract via Manage your education and skills funding service the person taking this action on behalf of the Contractor represents and warrants that the Contractor has read and understood this Contract, the Contractor agrees to be bound by this Contract and that he/she is duly authorised to accept this Contract and legally bind the Contractor.

This Contract is made on the date the Contract is digitally signed by the Contractor on Manage your education and skills funding service.

## SIGNED FOR AND ON BEHALF OF THE SECRETARY OF STATE FOR EDUCATION

acting through the Education and Skills Funding Agency  
by Eileen Milner, Chief Executive of the Education and Skills Funding Agency

ESF Contract for Services  
Education and Skills Funding Agency  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

## Terms and Conditions

This Contract is made on the date the Contract is digitally signed by the Contractor

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THE GROWTH COMPANY LIMITED

Lee House

90 Great Bridgewater Street

Manchester

M1 5JW

Companies Registration Number:  
02443911

Hereinafter called the  
Contractor

AND

THE SECRETARY OF STATE  
FOR EDUCATION ACTING  
THROUGH THE EDUCATION  
AND SKILLS FUNDING AGENCY,  
AN EXECUTIVE AGENCY OF THE  
DEPARTMENT FOR EDUCATION  
CHEYLESMORE HOUSE  
QUINTON ROAD  
COVENTRY  
CV1 2WT

Hereinafter called the  
ESFA

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## GENERAL TERMS AND CONDITIONS

It is agreed as follows.

### 1 DEFINITIONS

“Children”	means persons under the age of 18.
“Combined Authority”	means a legal structure comprising two or more local authorities to undertake certain statutory or delegated functions.
“Confidential Information”	means any information, including Personal Data as defined by the Data Protection Act 2018, and any information, however it is conveyed, that relates to the business, affairs, developments, trade secrets, knowhow, personnel, and suppliers of the Parties including all IPRs, together with all information derived from any of the above, and any other information clearly

	designated as being confidential or which ought reasonably be considered to be confidential (whether or not it is marked "confidential").
“Contract”	means the Contract between the above named parties consisting of these Terms and Conditions, the Specification, the Contractor’s response to the Specification including the Delivery Plan, the Funding Rules, the 2014 to 2020 ESF Programme ESF Specifications Deliverables Evidence Requirements, the European Social Fund Operational Programme 2014-2020 and any other documents (or parts thereof) specified in the Contract and any variations to the Contract agreed in writing and signed by both Parties.
“Contract Finder”	means the Government’s publishing portal for public sector procurement opportunities.
“Contractor Personnel”	means all persons employed or engaged by the Contractor together with the Contractor’s servants, agents, consultants and sub-contractors (and all persons employed by any sub-contractor together with the sub-contractor’s servants, consultants, agents, Contractor’s and sub-contractors) used in the performance of its obligations under this Contract;

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“Contract Period”	means the period between the Commencement Date and the Expiry Date, unless terminated earlier on the Termination Date;
“Controller”	has the meaning given to it in the GDPR.
“Crown Body”	means any department, office or agency of the Crown, including Ofsted, the Care Quality Commission, the Charity Commission, the Office for Students, any and all local authority or Combined Authority bodies.
“Data Loss Event”	means any event that results, or may result, in unauthorised access to Personal Data held by the Contractor under this Contract, and/or actual or potential loss and/or destruction of Personal Data in breach of this Contract, including any Personal Data Breach.
“DPA 2018”	means the Data Protection Act 2018.
“Data Protection Legislation”	means the (i) the GDPR, the LED and any applicable national implementing Laws as amended from time to time (ii) the DPA Act 2018 to the extent that it relates to processing of personal data and privacy; (ii) all applicable law about the processing of personal data

	and privacy.
“Data Protection Laws”	means the Data Protection Act 2018 and Electronic Communications (EC Directive) Regulations 2003 and any other data protection laws and regulations applicable in the UK (or any relevant part thereof), including the General Data Protection Regulation (EU) 2016/679 or similar and any codes of practice, guidelines and recommendations issued by the Information Commissioner, any replacement body to any other relevant supervisory authority, all of which are current at the time of any Data processing by the Contractor (and in the event of any conflict between the Data Protection Laws and Law, Data Protection Laws shall take precedence).
“Data Protection Impact Assessment”	means an assessment by the ESFA of the impact of the envisaged processing on the protection of Personal Data.
“Data Protection Officer”	has the meaning given to it in the GDPR.

“Data Subject”	has the meaning given to it in the GDPR.
“Data Subject Request”	means a request made by, or on behalf, of a Data Subject in accordance with rights granted pursuant to the Data Protection Legislation to access their Personal Data.
“Devolution Agreement”	means the agreement between the Government and the Combined Authority devolving certain function to the Combined Authority.
“EIR”	means the Environmental Information Regulations 2004.
“Effective Date”	means the date on which this Contract entered into by the Contractor digitally signing the Contract on the Manage your education and skills funding service.
“Exempt Information”	means any information or class of information (including but not limited to any document, report, contract or other material containing information) relating to this Contract or otherwise relating to the Contractor, which potentially falls within an exemption to FOIA (as set out therein).
“Expiry Date”	means 31 July 2021 or such later date as is notified in writing to the Contractor by the ESFA in accordance with Clause 2.2;

“FOIA”	means the Freedom of Information Act 2000 and all regulations made there from time to time or any superseding or amending enactment and regulations, and words and expressions defined in the FOIA shall have the same meaning in Clause 6.
“FOIA Notice”	means a decision notice, enforcement notice and/or an information notice.
“Funding Rules”	<p>means the document which sets out the detailed requirements with which the Contractor must comply in respect of each Learning Programme delivered under this Contract as may be amended by the ESFA from time to time; as follows.</p> <p>Funding and performance management rules 2014 to 2020 European Social Fund (ESF) programme:</p>

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	<a href="https://www.gov.uk/government/publications/esffunding-rules">https://www.gov.uk/government/publications/esffunding-rules</a>
“GDPR”	means General Data Protection Regulation (Regulation (EU) 2016/679);
“GLA”	means the Greater London Authority consisting of the Mayor of London and members of the London Assembly.
“High Needs Learner”	means a Learner aged 16 to 18, or any young person aged 19 to 25 subject to an Education Health and Care Plan, who requires additional support.
“Inspectorates”	means one, any or all of the inspectorates: Office for Standards in Education, Children’s Services and Skills (Ofsted), Her Majesty’s Inspectorate for Education and Training in Wales (Estyn), the Quality Assurance Agency for Higher Education, the Office for Students, and the Care Quality Commission (CQC).
“Law”	means any law, subordinate legislation within the meaning of Section 21(1) of the Interpretation Act 1978, bye-laws, enforceable right within the meaning of Section 2 of the European Communities Act 1972, regulation, order, regulatory policy, mandatory guidance or code of practice, judgement of a relevant court, or directives or requirements by which the Contractor is bound.
“Learner”	means any third party including any student, apprentice, trainee or similar to whom the Contractor is required to deliver any of the Services, as termed
	Participant in the Specification for the Services.
“Learner Files”	means any information relating to a Learner generated by the Contractor, the Learner or a third party for the purpose of the delivery of the Learning Programme.

“Learning Programme”	means a programme of education and/or training delivered by the Contractor under this Contract
“LED”	means the Law enforcement Directive (Directive (EU) 2016/680);
“Local Enterprise Partnership (LEP)”	means a formalised partnership between local authorities to determine local economic priorities and lead economic growth and job creation within its area.
“Minor Breach”	shall have the meaning given to it in Clause 20.2
“Offender Management”	means an officer from the National Offender Management Service who is working directly with an offender serving their sentence in the community.
“Ofsted”	means the Office for Standards in Education.
“Parties”	means the ESFA acting on behalf of the Crown and the Contractor.
“Personal Data”	has the meaning given to it in the GDPR.
“Personal Data Breach”	has the meaning given to it in the GDPR.
“Premises”	means the location where the Services are to be performed, as detailed in the Contract.
“Processor”	has the meaning given in the GDPR.
“Processor Personnel”	means all directors, officers, employees, agents, consultants and contractors of the Contractor and subcontractor engaged in the performance of its obligations under this Contract.
“Protective Measures”	means appropriate technical and organisational measures which may include: pseudonymising and encrypting Personal Data, ensuring confidentiality, integrity, availability and resilience of systems and services, ensuring that availability of and access to Personal Data can be restored in a timely manner after an incident, and regularly assessing and evaluating the effectiveness of such measures.
“Register of Training Organisations”	means the register maintained by the ESFA of organisations qualified to receive funding from the ESFA.

“Regulatory Body”	means those government departments and regulatory, statutory and other entities, committees, ombudsmen and bodies which, whether under statute, rules, regulations, codes of practice or otherwise, are entitled to regulate or investigate the matters dealt with in this Contract or any other affairs of the Contractor or the ESFA, including, without limitation Ofsted.
“RIDDOR”	means the reporting of Injuries, Diseases, and Dangerous Occurrences Regulations 2013;
“Serious Breach”	shall have the meaning given to it in Clause 20.3
“Services”	means the services to be provided as specified in the Contract.
“Service Commencement Date”	means 1 April 2019 or such later date as is advised by the ESFA to the Contractor, in writing
“SME”	means an enterprise falling within the category of micro and medium sized enterprises as defined by the Commission Recommendation of 6 May 2003 concerning the definition of micro, small and medium – sized enterprises.
“Specification”	means the document setting out the ESFA’s requirements for the Services to be provided under this Contract.
“Termination Date”	means any date on which this Contract terminates in accordance with Clause 21.
“VCSE”	means a non-governmental organisation that is value driven and which principally reinvests its surpluses to further social, environmental or cultural objectives.

## 2 COMMENCEMENT AND CONTINUATION

2.1 The Contract shall commence on the Effective Date and terminate on the Expiry Date unless terminated earlier in accordance with Clause 21 (Termination).

2.2 The Contractor shall deliver the Services in full from the Service Commencement Date.

2.3 The ESFA may extend the Contract on more than one occasion as long as the aggregate of all contract extensions does not exceed 27 months. If the ESFA wants to extend the Contract it shall do so by the following procedure;

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2.3.1 The ESFA shall give the Contractor written notice of its intention to extend the Contract Period and shall state the duration of the extension and the date the extensions will start and end, unless it is terminated earlier in accordance with the provisions of this Contract.

2.3.2 The Contractor shall confirm acceptance of the extension.

2.3.3 The definition of Expiry Date shall be updated to reflect the end date of the Contract Period as set out in the notice referred to in Clause 2.3.1.

### **3 CONTRACT MANAGEMENT**

3.1 The ESFA and the Contractor will each nominate a contact for the purpose of dealing with queries and issues under this Contract and advise the other party in writing of the contact details.

3.2 The Contractor must ensure appropriate members of staff register as users on the user role management system at <http://logon.fasst.org.uk> to enable the Contractor to digitally sign and agree the Contract online. It is the Contractor's responsibility to maintain appropriate user roles on an on-going basis.

### **4 SERVICE DELIVERY**

4.1 The Services to be delivered under this Contract are the delivery of the Learning Programmes as set out in Appendix 1, (Summary of Programme Funding), and at Appendix 2 (Funding Agreement). The detailed requirements in respect of each Learning Programme are set out in the Funding Rules as amended from time to time by the ESFA and which form part of the terms and conditions of this Contract.

4.2 The Services are to be delivered in accordance with the specific requirements of the ESFA, the Specification, the Contractor's response to the Specification including the Delivery Plan, the Funding Rules, the 2014 to 2020 ESF Programme ESF Specifications Deliverables Evidence Requirements, the European Social Fund Operational Programme 2014-2020 and the Supporting Documentation as attached at Appendix 2 (Funding Agreement) which sets out the scheduled payment profiles for the Services agreed by the Parties, which all form part of the Terms and Conditions of the Contract.

4.3 The Contractor must work in partnership with the LEP and, where the Contractor is working in an area covered by a Devolution Agreement and/or the GLA, the Contractor must work with the Combined Authority and/or the GLA to ensure delivery of the Services takes account of the local economic and skills and education priorities.

### **5 ASSIGNMENT AND SUB-CONTRACTING**

5.1 Where the Contractor has not previously sub-contracted any part of Services under this Contract or under any other agreement that that Contractor holds or has held with the ESFA then the Contractor must seek the approval of the ESFA, in writing, before awarding a sub-contract for the first time. Thereafter the Contractor must follow the sub-contractor reporting processes as set out in Clause 5.2 and the Funding Rules.

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5.2 Where the Contractor sub-contracts or intends to sub-contract any duties or obligations arising out of this Contract, the Contractor must provide the ESFA with details of all sub-contractors at least bi-annually by fully and accurately making a declaration of sub-contractors in accordance with the deadline set out in the Funding Rules. If the Contractor is not sub-contracting then a nil return must be received by the deadline date. The Contractor must notify the ESFA of any within year changes to its sub-contractors that take place between the submission dates of their declaration of sub-contractors as set out in the guidance <https://www.gov.uk/guidance/subcontracting-using-funding-to-offereducation-and-training> The ESFA reserves the right to require the Contractor not to enter into, or to terminate, any sub-contract to deliver the Services under this Contract.

5.3 The Contractor must comply with the requirements on sub-contracting delivery of the Services set out in the Funding Rules. Sub-contracting any part of the Contract shall not relieve the Contractor of any obligation or duty attributable to it under the Contract or these conditions. The Contractor is responsible for all the actions of its sub-contractors connected to or arising out of the delivery of the Services which it sub-contracts.

5.4 Services under this Contract may only be sub-contracted to one level unless the Contractor obtains the consent of the ESFA in writing.

5.5 Where the Contractor has sub-contracted any duties or obligations arising out of this Contract, the Contractor shall ensure that there is in place a legally binding sub-contract and send copies of the sub-contract to the ESFA if requested in writing to do so. Where the Contractor enters into a sub-contract for the purpose of performing the Contract, the Contractor shall ensure that the sub-contract includes any terms specified in the Funding Rules.

5.6 The Contractor shall ensure that all sub-contractors are selected fairly following a lawful, open and transparent tendering process, and have sufficient capacity, capability, quality and financial standing to deliver the Services.

5.7 In addition to the requirement set out at Clause 5.6 where the value of the Contract, as set out in Appendix 1 and Appendix 2 exceeds £5,000,000 (five million pounds) per annum the Contractor shall:

5.7.1 subject to Clause 5.9, advertise on Contracts Finder all sub-contract opportunities arising from or in connection with the provisions of the Services above a minimum threshold of £25,000 that arise during the Contract Period;

5.7.2 within 90 days of awarding a sub-contract to a sub-contractor, update the notice on Contracts Finder with the details of the successful subcontractor;

5.7.3 monitor the number, type and value of the sub-contract opportunities placed on Contracts Finder advertised and awarded during the Contract Period;

5.7.4 notwithstanding the requirements in Clause 5.2 provide reports on the information at Clause 5.7.3 to the ESFA in the format and frequency as reasonably specified by the ESFA; and

5.7.5 promote Contracts Finder to its suppliers and encourage those organisations to register on Contracts Finder.

5.8 Each advert referred to in Clause 5.7.1 above shall provide a full and detailed description of the sub-contract opportunity with each of the mandatory fields being completed on Contracts Finder by the Contractor;

5.9 The obligation in Clause 5.7.1 shall apply only in relation to sub-contract opportunities arising after the contract award date.

5.10 Notwithstanding Clause 5.7, the ESFA may, by giving its prior written approval, agree that a sub-contract opportunity is not required to be advertised on Contracts Finder.

5.11 The Contractor shall ensure that any sub-contract entered into for the purpose of delivering the Services under this Contract contains a term providing that the ESFA has the right to enforce the terms of the sub-contract.

5.12 The Contractor shall make payment to any sub-contractor within 30 days of receiving a valid claim for payment and ensure that any sub-contract entered into for the purpose of delivering the Services under this Contract contains a term giving effect to this requirement.

5.13 The Contractor may not assign any rights, duties or obligations under this Contract without the consent of the ESFA.

5.14 The Contractor must notify the ESFA in writing if there is a change in its name at least one month prior to the change taking effect.

5.15 The Contractor must notify the ESFA in writing if there is a change in its ownership at least 12 weeks prior to the change taking effect.

5.16 The Contractor shall not without the prior written consent of the ESFA assign, novate or otherwise dispose of or deal in any other manner with (including by means of a change in ownership of the Contractor) any or all of its rights, obligations or liabilities under this Contract. The Contractor shall give the ESFA at least 12 weeks' notice of any such plans. The ESFA reserves the right to take whatever actions it deems necessary, including but not limited to terminating the Contract if it considers in its absolute discretion that any, or any proposed, assignment, novation, disposal or other dealing, including any change in ownership of the Contractor, may or would

- a. put public funds at risk,
- b. put at risk the delivery of the Services to Learners, and/or

- c. The ESFA has any other material concerns about the proposed assignment, novation, disposal or other dealing.

5.17 The Contractor must consider the criteria set out in the Funding higher-risk organisations and sub-contractors document which is published on the ESFA's website

<https://www.gov.uk/government/publications/sfa-financial-assurance-higher-riskproviders-and-subcontractors>

## **6 FREEDOM OF INFORMATION AND CONFIDENTIALITY**

### **6.1 Freedom of Information**

6.1.1 The Contractor acknowledges and agrees that the ESFA is subject to legal duties under FOIA, which may require the ESFA to disclose on request information relating to this Contract or otherwise relating to the Contractor.

6.1.2 The Contractor acknowledges and agrees that the ESFA is required by law to consider each and every request made under FOIA for information.

6.1.3 The Contractor acknowledges and agrees that all decisions made by the ESFA pursuant to a request under FOIA are solely a matter for and at the discretion of the ESFA.

6.1.4 Notwithstanding anything in this Contract to the contrary (including without limitation any obligations of confidentiality), the ESFA shall be entitled to disclose information in whatever form pursuant to a request made under FOIA, save that in relation to any information that is Exempt Information the ESFA shall use reasonable endeavours (but shall not be obliged) to consult the Contractor and shall not:

- a) confirm or deny that information is held by the ESFA;

or

- b) disclose information requested

to the extent that in the ESFA's opinion the information is eligible in the circumstances for an exemption and therefore the ESFA may lawfully refrain from doing either of the things described in parts (a) and (b) of this Clause 6.1.4.

6.1.5 In relation to information relating to the Contractor or the Contract which the Contractor requests should be exempt under the FOIA the Contractor shall indemnify the ESFA for any and all costs (including legal fees) incurred by the ESFA in:

- a) assessing the application of any exemption under FOIA; and/or
- b) responding to any FOIA notice; and/or

- c) lodging any appeal against a decision of the Information Commissioner in relation to disclosure

where such costs are incurred pursuant to efforts by the ESFA to withhold Exempt Information.

6.1.6 The ESFA shall on no account be liable for any loss, damage, harm or detriment, howsoever caused, arising from or in connection with the disclosure under FOIA of any Exempt Information or other information whether relating to this Contract or otherwise relating to the Contractor.

6.1.7 The Contractor shall assist the ESFA as reasonably necessary to enable the ESFA to comply with its obligations under FOIA.

## 6.2 Confidentiality

The Contractor hereby warrants that:

6.2.1 any person employed or engaged by it (in connection with this Contract in the course of such employment or engagement) shall treat all Confidential Information belonging to the ESFA as confidential, safeguard it accordingly and only use such Confidential Information for the purposes of this Contract; and

6.2.2 any person employed or engaged by it (in connection with this Contract in the course of such employment or engagement) shall not disclose any Confidential Information to any third party without prior written consent of the ESFA, except where disclosure is otherwise expressly permitted by the provisions of this Contract.

6.3 The Contractor shall take all necessary precautions to ensure that all Confidential Information obtained from the ESFA is treated as confidential and not disclosed (without prior approval) or used other than for the purposes of this Contract by any of its employees, servants, agents or sub-contractors.

6.4 The provisions of Clauses 6.2 and 6.3 shall not apply to any information:

6.4.1 which is or becomes public knowledge (other than by breach of Clauses 6.2 and 6.3);

6.4.2 which was in the possession of the receiving party, without restriction as to its disclosure, before the date of receipt from the disclosing party;

6.4.3 which must be disclosed pursuant to a statutory, legal or parliamentary obligation placed upon the party making the disclosure, including any requirements for disclosure under the FOIA or the EIR.

6.5 Nothing in this Clause 6 shall be deemed or construed to prevent the ESFA from disclosing any Confidential Information obtained from the Contractor:

- 6.5.1 to any other Central Government Body, Non-Departmental or Quasi Government Body or agency, central or local;

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- 6.5.2 to Parliament and Parliamentary Committees or if required by any Parliamentary reporting requirement;
- 6.5.3 to any professional adviser, consultant, contractor or other person engaged by the ESFA directly in connection with this Contract, provided that such information is treated as confidential by the receiving consultant, contractor or any other person;
- 6.5.4 to the European Union in conjunction with the European Social Fund requirements;
- 6.5.5 on a confidential basis to any proposed successor body in connection with any assignment disposal of its rights, obligations or liabilities under this Contract.
- 6.6 In order to ensure that no unauthorised person gains access to any Confidential Information or any data obtained in the course of the Services, the Contractor undertakes to maintain adequate security arrangements that meet the requirements of professional standards and best practice.
- 6.7 The Contractor will immediately notify the ESFA of any breach of security in relation to Confidential Information and all data obtained in the course of the Services and will keep a record of such breaches. The Contractor will use its best endeavours to recover such Confidential Information or data however it may be recorded. The Contractor will co-operate with the ESFA in any investigation that the ESFA considers necessary to undertake as a result of any breach of security in relation to Confidential Information or data.
- 6.8 The Contractor shall, at its own expense, alter any security systems at any time during the Contract Period at the ESFA's request if the ESFA reasonably believes the Contractor has failed to comply with Clause 6.7.
- 6.9 The ESFA reserves the right to publish details of this Contract and the payments made under it to comply with the Government's transparency requirements.
- 6.10 The provisions of this Clause 6 will apply for the duration of the Contract Period after its termination.

## **7 EQUALITY OF OPPORTUNITY**

7.1 The Contractor shall not unlawfully discriminate within the meaning and scope of the provisions of the Equality Act 2010 or any statutory modification or reenactment thereof or any other statutory provision relating to discrimination in employment or the provision of services. The Contractor shall take all reasonable steps to ensure the observance of these provisions by all servants, employees or agents of the Contractor and all sub-contractors employed in the execution of the Contract. The Contractor will comply with the detailed requirements in relation to equality of opportunity set out in Clauses 7.2 to 7.4.

7.2 The Contractor must, in delivering the Services under this Contract, demonstrate that it has had regard to the duties placed on the ESFA and the Contractor by the Equality Act 2010. The Contractor must take all reasonable steps to ensure the

observance of these provisions by all servants, employees or agents of the Contractor and all sub-contractors engaged in the delivery the Services.

7.3 The Contractor shall ensure that equality of opportunity is built into all aspects of Services; the business planning process; and the self-assessment process. The Contractor shall use analysis of data to inform future planning to improve the representation, participation and success of underrepresented and underachieving groups and challenge stereotyping. The Contractor shall use appropriate, specific and measurable objectives. These must be proportionate, relevant and aligned to the Services the Contractor is funded to deliver.

7.4 The ESFA may use a variety of equality information and data to support judgements about quality and eligibility for funding. These may include, but are not limited to: inspection judgements for equality and diversity, judgements from the Equality and Human Rights Commission, and the success and participation rates of different groups of Learners.

## **8 LEARNER HEALTH, SAFETY & WELFARE**

8.1 The Contractor shall ensure so far as reasonably practicable that learning takes place in safe, healthy and supportive environments, which meet the needs of Learners. The Contractor shall provide information to the ESFA, as and when specifically requested, to give assurance that adequate arrangements exist for Learner health, safety and welfare.

8.2 Where part of the learning takes place in an environment outside the direct control of the Contractor, the Contractor shall take all reasonable steps to ensure that adequate arrangements are in place to ensure the health and safety of Learners.

8.3 The Contractor shall make arrangements for ensuring that the Provision is provided with a view to safeguarding and promoting the welfare of Children receiving education or training at the institution or under the auspices of the Contractor in an environment outside the direct control of the Contractor. In doing so, the Contractor shall have regard to any guidance published, from time to time, by the Secretary of State for Education which sets out the expectations in relation to safeguarding practice within further education institutions. References to 'must' in any such guidance shall be treated as 'should' for the purposes of this Agreement, save for any references to legal requirements arising from the Safeguarding Vulnerable Groups Act 2006 in respect of referrals to the Disclosure and Barring Service. Failure to do so may constitute a Serious Breach of this Contract.

8.4 The Contractor shall make arrangements for ensuring that the Provision is provided with a view to safeguarding and promoting the welfare of High Needs Learners aged 18 to 25 receiving education or training at their institution or under the auspices of the Contractor in an environment outside the direct control of the Contractor. This must include the adoption of safer recruitment procedures. In doing so, the Contractor shall make those arrangements as if such Learners were Children and will have regard to any guidance published, from time to time, by the Secretary of State for Education which sets out the expectations in relation to safeguarding practice

within further education institutions as if it applied to those Learners as if they were Children. References to 'must' in any such guidance shall be treated as 'should' for the purposes of this Agreement, save for any references to legal requirements arising from the Safeguarding Vulnerable Groups Act 2006 in respect of referrals to the Disclosure and Barring Service. Failure to do so may constitute a Serious Breach of this Contract.

8.5 The Contractor must carry out appropriate disclosure and barring service checks on all overseas applicants for employment where such applicants would be employed to work in regulated activity relating to Children or vulnerable adults (as defined by the Safeguarding Vulnerable Groups Act 2006) if successful, and must seek additional information about an applicant's conduct

8.6 In working with other organisations/bodies, the Contractor shall make arrangements to co-ordinate and co-operate effectively for reasons of Learner health, safety and welfare. In particular, respective responsibilities shall be clearly identified and documented as appropriate, to ensure understanding.

8.7 In providing the Services, the Contractor must ensure it actively promotes the fundamental British values of democracy, the rule of law, individual liberty, and mutual respect and tolerance of those with different faiths and beliefs, and promote principles that support equality of opportunity for all.

8.8 In providing the Services, the Contractor must comply with the general duty on specified authorities in section 26 of the Counter-Terrorism and Security Act 2015 (the Prevent duty) and must have regard to statutory guidance issued under section 29 of the Counter-Terrorism and Security Act 2015. Failure to do so may constitute a Serious Breach of this Contract.

8.9 In providing the Services the Contractor must comply with the duty on partners of a panel in section 38 of the Counter-Terrorism and Security Act 2015 (the Channel co-operation duty). Failure to do so may constitute a Serious Breach of this Contract.

8.10 The Contractor shall not employ or engage, or continue to employ or engage, any person who is subject to a prohibition order made under section 141B of the Education Act 2002 to carry out teaching work (as defined in regulation 3 of the Teachers' Disciplinary (England) Regulations 2012), or an interim prohibition order made under regulation 14 of the Teachers' Disciplinary (England) Regulations 2012 in respect of any Learners under the age of 19 and High Needs Learners aged 19 to 25 (as if those Learners were pupils for the purposes of the definition of teaching work in regulation 3 of the Teachers' Disciplinary (England) Regulations 2012).

8.11 Before employing or engaging a person to carry out teaching work in respect of any Learners under the age of 19 and High Needs Learners aged 19 to 25 (as if those Learners were pupils for the purposes of the definition of teaching work in regulation 3 of the Teachers' Disciplinary (England) Regulations 2012), the Contractor shall take reasonable steps to ascertain whether that person is subject to a prohibition order made under section 141B of the Education Act

2002, or an interim prohibition order made under regulation 14 of the Teachers' Disciplinary (England) Regulations 2012.

8.12 The Contractor shall, in circumstances where it sub-contracts the management and/or delivery of the Services under this Contract, ensure that all the provisions in respect of Learner health, safety and welfare in this Clause 8 are included in its contract with each sub-contractor.

8.13 The Contractor shall inform the ESFA of the death of any Learner which is a result of work undertaken whilst in employment and who is undertaking a related Learning Programme. This shall be done by informing the ESFA's representative by telephone or email immediately upon the Contractor becoming aware of the death.

8.14 The Contractor shall report RIDDOR reportable incidents, and shall investigate or assess the circumstances of all Learner incidents within the scope of RIDDOR and follow HSE guidance 'Investigating accidents and incidents: A workbook for employers, unions, safety representatives and safety professionals' (HSG245) ISBN 0717628272. The Contractor shall only use persons competent to investigate/assess Learner incidents with a view to identifying the causes of any incident and lessons to be learned.

8.15 The Contractor shall also monitor, and act on, any other harm to Learners to the extent that the Contractor could reasonably be expected to do so and/or where the harm could affect the quality of the learning experience. Harm includes (but is not limited to) incidents that cause absence from learning, any loss to the Learner of any physical or mental faculty or any disfigurement and incidents of bullying and harassment.

8.16 The Contractor shall co-operate with the ESFA and Department for Work and Pensions for the purposes of the Industrial Injuries Disablement Benefit (IIDB) in respect of those Learners to which it applies.

8.17 The Contractor and its sub-contractors must be able to demonstrate that they have robust record-keeping procedures in respect of health, safety and safeguarding through checks on record keeping undertaken. Failure to do so will constitute a Serious Breach.

8.18 Where the Contractor or one of its sub-contractors refer;

8.18.1 A safeguarding concern related to sexual violence to the Local Authority children's social care/adult care and/or the police; or

8.18.2 An allegation of abuse made against a teacher or other member of staff to the designated officer(s) at the local authority,

The Contractor must, as soon as practicable, inform the ESFA via the Contact Form: General Enquires at <https://www.gov.uk/government/organisations/education-and-skills-fundingagency>. Such notification must include the name of the institution, a high level summary of the nature of the incident (without sharing personal

information about its victims or alleged perpetrators) and confirmation of whether it is, or is scheduled to be, investigated by the Local Authority and/or the police.

8.19 Where the Contractor makes a referral of an individual for the purposes of determining whether that individual should be referred to a panel for the carrying out of an assessment under section 36 of the Counter-Terrorism and Security Act 2015 of the extent to which that individual is vulnerable to being drawn into terrorism, the Contractor shall ensure it notifies the ESFA that a referral has been made.

8.20 Where the Contractor has made a referral or provided information to the Disclosure and Barring Service in compliance with any duties of the Body under the Safeguarding Vulnerable Groups Act 2006, the Contractor shall ensure that it informs the ESFA that a referral has been made / information has been provided.

## **9 LIABILITY**

9.1 Neither Party limits its liability for death or personal injury caused by the negligence of itself or any of its servants, employees or agents acting in the course of their employment or in respect of misrepresentations made fraudulently in respect of any breach of an implied term in respect of title to goods.

9.2 Subject to Clause 9.4 the Contractor shall indemnify and keep indemnified the ESFA, their servants, employees, and agents against all loss, damage or liability (whether civil or criminal), claims, demands, costs and expenses incurred by or made against the ESFA, their servants, employees, or agents in respect of any loss or damage or personal injury (including death) which arises out of or in the course of or caused by the negligent act or omission or willful default of the Contractor, their servants or agents in the delivery of the Service except to the extent (if any) that it was also caused or contributed to by the negligent act or omission or willful default of the ESFA or their servants or agents.

9.3 The Contractor warrants to the ESFA that to the best of its knowledge and belief all works carried out under the Contract will not infringe, in whole or in part, any copyright or any other intellectual property right of any person and agrees to indemnify the ESFA against any and all claims, demands, proceedings, expenses and losses, including any of a consequential nature, arising directly or indirectly out of any act of the foregoing in relation to any works, where such an act is, or is alleged to be, an infringement of a third party's copyright or other intellectual property right. This warranty and indemnity shall survive the termination of the Contract and shall exist for the life of the copyright or other intellectual property right.

9.4 The Contractor's liability under Clause 9.2 shall be limited as follows;

9.5 In accordance with Clause 9.1 it shall be unlimited;

9.6 Otherwise it shall not exceed twice the value of the Contract or £1,000,000 (one million pounds), whichever is the greater.

9.7 Notwithstanding anything to the contrary contained in the Contract, the ESFA's liability whether arising from breach of contract tort including negligence breach of statutory duty or otherwise shall be limited as follows;

9.8 In accordance with Clause 9.1 it shall be unlimited;

9.9 In respect of all other liability falling outside of Clause 9.1 arising out of or in connection with its obligations (other than its obligation to pay for the Services) under this Contract and all actions, claims, demands, proceedings, costs and expense arising in respect of it to a maximum aggregate value of £100,000 (one hundred thousand pound) This maximum liability limit all claims made within the contract term being the Contract Period and any extension of it in accordance with Clause 2.3, and any and all claims made within that period.

9.10 The ESFA shall not be liable to the Contractor for any Indirect Losses.

9.11 The ESFA reserves the right to require the Contractor to secure the provision of an appropriate guarantee in respect of the Contractor's liabilities under this Contract.

## **10 INSURANCE**

10.1 The Contractor shall maintain at its own cost a policy or policies of insurance to cover the liability of the Contractor in respect of any act or default for which it may become liable to indemnify the ESFA under this Contract. The ESFA reserves the right to require the Contractor to insure against any act or default which arises as a result of fraud or other criminal activity by the Contractor, its employees, agents or sub-contractors. The Contractor should provide copies of any insurance certificates to the ESFA including professional indemnity, employers' liability and public liability insurance following a written request from the ESFA.

## **11 ACCESS AND MONITORING**

11.1 When appropriate the ESFA shall give the Contractor reasonable advance notice in writing of proposed visits to the Contractor or its sub-contractors, to observe the delivery of the Services, by any person who has taken or will take no direct part in the conduct or content of the Services.

11.2 For monitoring and evaluation purposes, the ESFA or their representatives, the Secretary of State or their representatives, the National Audit Office, Representatives of the European Commission and the European Court of Auditors, the Inspectorates and HM Treasury shall have the right to visit all or any site(s) and view operations relating to the provision and to inspect relevant documents and interview Learners and the Contractor's staff during these visits in order to:

- a) examine, audit or take copies of any original or copy documentation, accounts, books and records of the Contractor and its sub-contractors that relate to the Contract;
- b) visit, view or assess the design, management and delivery relating to the Contract at any Premises where those operations are carried out (including those of

sub-contractors) and conduct relevant interviews, including interviews with Learners, during these visits at any reasonable time;

c) carry out examinations into the economy, efficiency and effectiveness with which the Contractor has used the ESFA's resources in the performance of the Contract.

11.3 The Contractor shall, if required by any of the representatives stated at Clause 11.2 provide appropriate oral or written explanations.

11.4 The ESFA reserves the right, at any reasonable time, and as it may deem necessary to require the Contractor at its own cost to:

11.4.1 provide evidence of financial resources and the level of turnover sufficient to enable it to continue to perform the Contract;

11.4.2 provide such assurance as the ESFA may require that the delivery of the Services complies with the requirements of the Contract;

11.4.3 obtain a report by an independent accountant of the ESFA's choice on;

11.4.3.1. the financial systems and controls operated by the Contractor or its sub-contractors;

11.4.3.2 the accuracy and regularity of funding claims in respect of payments claimed or received under the Contract;

11.4.3.3 the evidence held by the Contractor or its sub-contractors to support delivery of the Services in accordance with the terms of the Contract.

The Contractor must agree the instructions for the work with the ESFA this may include the ESFA discussing the terms of reference directly with the independent accountant where necessary. The report and the work required in order to produce the report shall be carried out to the satisfaction of the ESFA, and the ESFA must be able to place reliance on it. The Contractor shall provide a copy of any draft report at all stages of reporting and the final report to the ESFA as soon as they are available. The ESFA reserves the right to require the Contractor to publish the final report.

11.4.4 provide a copy of the Contractor's latest audited Accounts and submit further copies of the audited Accounts as they become available;

11.4.5 submit any claim for payment or management information provided to support a claim for payment to be audited by an independent auditor chosen by the ESFA;

11.4.6 provide any additional evidence to support payments made under this Contract, as the ESFA shall reasonably require.

11.5 The Contractor shall in performing the Services comply fully with all relevant rules and regulations of the ESFA in force from time to time especially when on the ESFA's premises.

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11.6 In addition to the other requirements to provide information set out in this Contract the ESFA reserves the right to request information from the Contractor in order to exercise its responsibilities and/or to fulfill requirements to provide information to the Secretary of State, to account to Parliament and to meet European funding requirements. On occasion, the ESFA will require urgent information from the Contractor.

11.7 The Contractor shall provide the ESFA or agents acting on its behalf with the information it requires under Clause 11.4.6 at the times and in the formats specified. This information shall be of sufficient quality to meet the purposes for which it has been requested.

11.8 Failure to comply with any request for information under Clause 11.6, at all or in the required timescales, will constitute a Minor / Serious Breach of this Contract.

11.9 Where the ESFA has undertaken an investigation or received a report from an independent accountant or otherwise, in relation to the Contractor, it may as a consequence of that investigation or report, impose additional conditions of funding upon the Contractor.

11.10 The Contractor must comply with any additional conditions of funding imposed under Clause 11.9.

11.11 If the ESFA assesses that the Contractor has failed to comply with any additional conditions of a funding imposed under Clause 11.9 within such time as the ESFA deems reasonable, the ESFA may take actions as it deems appropriate which may include but is not limited to action under Clauses 20.5 20.7 (Minor Breach) or Clauses 20.8 - 20.12 (Serious Breach).

## **12 FUNDING AND PAYMENT**

12.1 In consideration of the Services to be provided by the Contractor, the ESFA agrees to pay the Contractor the amounts calculated as described in 'European Social Fund Funding Rates & Formulas 2016 - 2017' (<https://www.gov.uk/government/publications/ESFA-european-social-fund-esffunding-rates-and-formula>) and set out in Appendix 2 of this Contract on condition that the Contractor delivers the Services in accordance with the terms and conditions of the Contract and provided that the Contractor is not assessed as being at serious risk of failure to deliver the Services under this Contract by the ESFA following any review of the quality of the Services.

12.2 The Maximum Value of each Learning Programme as shown in Appendix 2 of this Contract may not be exceeded for any reason. The ESFA will not be liable to make any payment in excess of the Maximum Value of each Learning Programme unless this has been agreed and evidenced by a variation in writing.

12.3 Where the ESFA identifies that the Contractor is failing to deliver the value of learning of this Contract it reserves the right in its absolute discretion to reduce the overall maximum value for that Learning Programme.

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12.4 The Contractor shall comply with the Funding Rules published by the ESFA as amended from time to time.

12.5 The ESFA reserves the right to give three months' notice to reduce the overall maximum value for any Learning Programme.

12.6 Payment by the ESFA shall be without prejudice to any claims or rights, which the ESFA may have against the Contractor and shall not constitute any admission by the ESFA as to the performance by the Contractor of its obligations hereunder. Prior to any such payment, the ESFA shall be entitled to make deductions or deferments in respect of any disputes or claims whatsoever with or against the Contractor, arising from this Contract or any other Contract between the Contractor and the ESFA.

12.7 Where a review, investigation or audit of a sample of the evidence which the Contractor is required to provide under the Contract to support the payments made by the ESFA and identifies errors in that evidence which it deems are material, the ESFA reserves the right at its absolute discretion to require the Contractor to carry out 100% audit of all or part of the Services and/or to recover from the Contractor an amount based on the error rate identified and the total value of the Contract. Such amounts may be recovered by making adjustments to data submitted by the Contractor under the Contract, or by raising an invoice for payment by the Contractor, or making deductions from future payments due to the Contractor under the Contract. Failure to settle such amounts by the Contractor will constitute a Serious Breach under Clause 20 of the Contract. The decision of the ESFA as to the amount of recovery under this Clause 12 is final.

12.8 All payments by the ESFA will be made via BACS.

12.9 The ESFA is generally unable to recover any Value Added Tax charged. The maximum sum payable under this Contract, as set out in Appendix 1 includes the cost of the service and any other VAT or taxes to be charged, where they apply.

12.10 Under the provision of Item 5A to Group 6 of Schedule 9 of the VAT Act 1994, the supply of education or vocational training funded by the ESFA and the supply by the person providing that education or vocational training, of any goods or services essential to that provision, is considered to be an exempt supply for VAT purposes.

### **13 REVIEW OF CONTRACTUAL PERFORMANCE AND RECONCILIATION OF CONTRACTS**

13.1 Contractual performance and reconciliation will be carried out in accordance with the Funding Rules.

13.2 Where the Contractor's actual delivery will result or has already resulted in an overpayment to the Contractor by the ESFA, the ESFA will withhold from, or deduct the amount owed from, payments due to the Contractor under the Contract for current or subsequent months or years accordingly.

13.3 Where the Contractor's actual delivery has resulted in an underpayment to the Contractor by the ESFA, the ESFA will adjust the amount due to the Contractor ESF Contract for Services – Education and Training

accordingly. This adjustment shall not exceed the overall maximum value set out in Appendix 1 of this Contract.

13.4 Should there be an under or over payment to the Contractor, the ESFA may at their absolute discretion require a Contract variation.

13.5 A Contract review will take place at the end of the period of this Contract in respect of the Services specified in Appendix 1 of this Contract. The ESFA will notify the Contractor of the actual amount of money, which has been earned against the Services delivered, and compare this to the total profile payments made and to the overall maximum value specified in Appendix 1. At this stage final cash reconciliation will take place. Any overpayment made to the Contractor by the ESFA will be repayable within 30 days of receiving an invoice. The ESFA reserves the right to reduce future payments to recover any overpayments. The ESFA will pay any outstanding monies owed, up to the overall maximum value specified in Appendix 1 of this Contract, within 30 days of final reconciliation being completed.

13.6 The evidence required in respect of each Learning Programme is set out in the Funding Rules and the Contractor must retain such evidence for inspection on demand.

## **14 PROHIBITED ACTIVITIES**

14.1 The Contractor shall not offer or give, or agree to give, to any member, employee or representative of the ESFA any gift or consideration of any kind as an inducement or reward for doing or refraining from doing, or for having done

or refrained from doing, any act in relation to the obtaining or execution of this or any other Contract with the ESFA or for showing or refraining from showing favour or disfavour to any person in relation to this or any such Contract. The Contractor's attention is drawn to the criminal offences created by the Bribery Act 2010. Any offence by the Contractor or its employees or by anyone acting on its behalf under the Bribery Act 2010 in relation to this or any Contract with the ESFA or Her Majesty's Government shall entitle the ESFA to terminate the Contract and recover from the Contractor the amount of any loss resulting from such termination and/or to recover from the Contractor the amount of value of any gift, consideration or commission.

14.2 The Contractor shall not enter into any Contract with any political or religious organisation using any funding provided by the ESFA under this Contract if the effect of that Contract would be to promote a particular political or religious point of view.

14.3 The Contractor shall not hold itself out as acting on behalf of the ESFA without the ESFA's permission.

## **15 DATA PROTECTION**

15.1 The Parties acknowledge that for the purposes of Data Protection Legislation, the ESFA is the Controller and the Contractor is the Processor and the Parties are referred to as such within this Clause 15. The only processing that the Processor is authorised to do is listed in Schedule 2.

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15.2 The Processor shall notify the Controller immediately if it considers that any of the Controller's instructions infringe the Data Protection Legislation.

15.3 The Processor shall provide all reasonable assistance to the Controller in the preparation of any Data Protection Impact Assessment prior to commencing any processing. Such assistance may, at the discretion of the Controller, include;

15.3.1 a systematic description of the envisaged processing operations and the purpose of the processing;

15.3.2 an assessment of the necessity and proportionality of the processing operations in relation to the Services;

15.3.3 an assessment of the risks to the rights and freedoms of Data Subjects; and

15.3.4 the measures envisaged to address the risks, including safeguards, security measures and mechanisms to ensure the protection of Personal Data.

15.4 The Processor shall, in relation to any Personal Data processed in connection with its obligations under this Contract;

15.4.1 process that Personal Data only in accordance with Schedule 2 unless the Processor is required to do otherwise by Law. If it is so required the Processor shall promptly notify the Controller before processing the Personal Data, unless prohibited by Law;

15.4.2 ensure that it has in place Protective Measures, which are appropriate to protect against a Data Loss Event, which the Controller may reasonably reject (but failure to reject will not amount to approval by the Controller of the adequacy of the protective Measures), having taken into account the;

15.4.2.1 nature of the data to be protected;

15.4.2.2 harm that might result from a Data Loss Event;

15.4.2.3 state of technological development; and 15.4.2.4 cost of

implementing any measures; ensure that:

(i) the Processor Personnel do not process Personal Data except in accordance with this Contract (and in particular Schedule 2);

(ii) it takes all reasonable steps to ensure the reliability and integrity of any Processor Personnel who have access to the Personal Data and ensure that they:

(A) are aware of and comply with the Processor's duties under this clause;

(B) are subject to appropriate confidentiality undertakings with the Processor or any Subprocessor;

(C) are informed of the confidential nature of the Personal Data and do not publish, disclose or divulge any of the Personal Data to any third Party unless directed in writing to do so by the Controller or as otherwise permitted by this Contract; and

(D) have undergone adequate training in the use, care, protection and handling of Personal Data; and

15.4.3 not transfer Personal Data outside of the EU unless the prior written consent of the Controller has been obtained and the following conditions are fulfilled:

(i) the Controller or the Processor has provided appropriate safeguards in relation to the transfer (whether in accordance with GDPR Article 46 or LED Article 37) as determined by the Controller;

(ii) the Data Subject has enforceable rights and effective legal remedies;

(iii) the Processor complies with its obligations under the Data Protection Legislation by providing an adequate level of protection to any Personal Data that is transferred (or, if it is not so bound, uses its best endeavours to assist the Controller in meeting its obligations); and

(iv) the Processor complies with any reasonable instructions notified to it in advance by the Controller with respect to the processing of the Personal Data;

15.4.4 at the written direction of the Controller, delete or return Personal Data (and any copies of it) to the Controller on termination of the Contract unless the Processor is required by Law to retain the Personal Data.

15.5 Subject to clause 15.6, the Processor shall notify the Controller immediately if it:

(a) receives a Data Subject Request (or purported Data Subject Request) in relation to processing their data under this Contract only;

(b) receives a request to rectify, block or erase any Personal Data.  
Notification in such cases should be given via the ILR;

(c) receives any other request, complaint or communication relating to either Party's obligations under the Data Protection Legislation;

(d) receives any communication from the Information Commissioner or any other regulatory authority in connection with Personal Data processed under this Contract;

(e) receives a request from any third party for disclosure of Personal Data where compliance with such a request is required or purported to be required by Law; or

(f) becomes aware of a Data Loss Event

15.6 The Processor's obligation to notify under Clause 15.5 shall include the provision of further information to the Controller in phases, as details become available.

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15.7 Taking into account the nature of the processing, the Processor shall provide the Controller with full assistance in relation to either Party's obligations under the Data Protection Legislation and any complaint, communication or request made under Clause 15.5 (and insofar as possible within the timescales reasonably required by the Controller) including by promptly providing;

15.7.1 the Controller with full details and copies of the complaint, communication or request;

15.7.2 such assistance as is reasonable required by the Controller to enable the Controller to comply with a Data Subject Request within the relevant timescales set out in the Data Protection Legislation;

15.7.3 the Controller, at its request, with any Personal Data it holds in relation to a Data Subject;

15.7.4 assistance as required by the Controller following any Data Loss Event;

15.7.5 assistance as requested by the Controller with respect to any request from the Information Commissioner's Office or any consultation by the Controller with the Information Commissioner's Office.

15.8 The Processor shall maintain complete and accurate records and information to demonstrate its compliance with this Clause 15. This requirement does not apply where the Processor employs fewer than 250 staff, unless;

15.8.1 the Controller determines that the processing is not occasional;

15.8.2 the Controller determines the processing includes special categories of data as referred to in Article 9(1) of the GDPR or Personal Data relating to criminal convictions and offences referred to in Article 10 of GDPR; or

15.8.3 the Controller determines that the processing is likely to result in a risk to the rights and freedoms of Data Subjects.

15.9 The Processor shall allow for audits of its Data Processing activity by the Controller or the Controller's designated auditor.

15.10 Each Party shall designate its own data protection officer if required by the Data Protection Legislation.

15.11 Before allowing any sub-contractor ("sub-processor") to process any personal Data related to this Contract the Processor must;

15.11.1 notify the Controller in writing of the intended sub-contractor and processing;

15.11.2 obtain the written consent of the Controller;

15.11.3 enter into a written agreement with the sub-contractor which gives effect to the terms set out in this Clause 15 such that they apply to the sub-contractor; and  
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15.11.4 provide the Controller with such information regarding the subcontractor as the Controller may reasonably require.

15.12 The Processor shall remain fully liable for all acts or commissions of any of its sub-contractors.

15.13 The Controller may, at any time on not less than 30 Working Days' revise this Clause 15 by replacing it with any applicable controller or processor standard clauses or similar terms forming part of an applicable certification scheme (which shall apply when incorporated by attachment to this Contract).

15.14 The Parties agree to take into account any guidance issued by the Information Commissioner's Office. The Controller may on not less than 30 Working days' notice amend this Contract to ensure that it complies with any guidance issued by the Information Commissioner's Office.

15.15 Where the Contractor is providing the Services to Learners claiming out of work benefits, the Secretary of State for Work and Pensions (or their successor) is the Controller in relation to Personal Data which the Contractor is required to provide to the Secretary of State for Work and Pensions. This Clause 15 will be enforceable by the Secretary of State for Work and Pensions by the Contractor on their behalf.

15.16 Where the Contractor is providing Services to Learners who are subject to the active management of the Offender manager in respect of an order or licence the Secretary of State for Justice (or their successor) is the Controller in relation to Personal Data with the Contractor is required to provide to the Secretary of State for Justice.

## **16 SUBMISSION OF LEARNER DATA**

16.1 The Contractor must supply the ESFA data on each individual learner, in accordance with the data collections framework set out in the 'ILR specification, validation rules and appendices 2018 to 2019' as amended and updated, which is published on the ESFA's website <https://www.gov.uk/government/publications/ilrspecification-validation-rules-and-appendices-2018-to-2019>

in accordance with the '*Provider Support Manual*' as amended and updated.

16.2 The Contractor must supply the ESFA with data in accordance with the following:

16.2.1 in line with agreed audit arrangements;

16.2.2 in adherence with the Data Protection Act;

16.2.3 to support payments to be made;

16.2.4 to enable reconciliation to take place; and

16.2.5 to support the contract management and allocation processes.

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16.3 Data collected must be transmitted to the ESFA through the ESFA's web portal <https://www.gov.uk/government/publications/ESFA-the-hub>. Access to the ESFA's web portal is restricted and the Contractor agrees to comply with the conditions of use regarding the supply of data to the ESFA set out in this Clause 16 and in 'Individualised Learner Record Specification 2018/19 and relevant Provider Support Manual as amended and updated available on the ESFA's web site.

16.4 The Contractor will only submit data to claim payments under this Contract when the evidence defined in the Funding Rules is available to verify the delivery of the service claimed.

16.5 The Contractor will endeavour to collect the full data set for each Learner and work with Learners to minimise the use of 'not knowns' or 'prefer not to say' options.

16.6 Where the ESFA is concerned about the quality of the data, including the completeness or accuracy of the data, provided by the Contractor, the ESFA may require the Contractor to supply data more frequently for such a period as the ESFA shall require.

16.7 The ESFA reserves the right to require the Contractor, at its own cost, to carry out such work as the ESFA deems necessary to improve the quality of data.

16.8 The ESFA reserves the right to suspend payments to the Contractor under the Contract where data quality gives rise to concern about the accuracy of the data provided by the Contractor.

16.9 Failure to transmit complete and accurate data to the ESFA in accordance with this Clause 16 will constitute a Serious Breach of Contract in accordance with Clause 20 of the Terms and Conditions of the Contract.

16.10 Where the Contractor is providing the Services to Learners claiming out of work benefits, it must provide data to the Secretary of State with responsibility for unemployment or their nominated representative in accordance with the requirements notified to the Contractor. Failure to transmit complete and accurate data under this Clause 16 will constitute a Serious Breach of Contract in accordance with Clause 20 of the General Terms and Conditions of the Contract and may result in payments for this part of the Services to be delayed or withheld.

16.11 The Contractor must update the course information funded by the ESFA at [www.coursedirectoryproviderportal.org.uk](http://www.coursedirectoryproviderportal.org.uk) in accordance with the course directory data requirements which can be found at <https://coursedirectoryproviderportal.org.uk/Help>.

16.12 The Contractor shall register with UKRLP and maintain contact details on an on-going basis. (<http://www.ukrlp.co.uk/>).

16.13 The Contractor must submit data about any member of its workforce delivering GCSE English and Maths in the format and to the timescales as required by the ESFA.

16.14 The Contractor shall complete the Supplementary Data submission to claim activity and costs not reportable through the ILR. The Supplementary Data must be transmitted to the ESFA through the ESFA's web portal:

<https://www.gov.uk/government/publications/ESFA-the-hub>

## **17 QUALITY ASSURANCE AND RAISING STANDARDS**

17.1 The Contractor undertakes to the ESFA that it has the resources and skills necessary to carry out the Contractor's obligations pursuant to this Contract.

17.2 The Contractor shall comply with the Funding Rules published by the ESFA as amended from time to time and any other requirements, which may from time to time be issued by the ESFA, Ofsted, the awarding bodies and other regulatory bodies and of which the Contractor is made aware.

17.3 The Contractor shall ensure that all activities carried out pursuant to this Contract shall be documented in accordance with the requirements of the ESFA and shall provide such documentation to them as the ESFA shall request from time to time.

17.4 The Contractor shall continuously seek to improve the Services and raise standards to benefit the Learner. The Contractor shall have the primary responsibility for improving standards and will need to demonstrate to the ESFA's satisfaction that it has an effective quality assurance system based on the implementation of its own quality improvement process. The ESFA reserves the right to require the Contractor to provide the ESFA or an Inspectorate evidence to support the quality improvement processes.

17.5 The Contractor shall use all reasonable endeavours to:

17.5.1 minimise dropout rates and deliver high completion and achievement rates and appropriate progression;

17.5.2 at least meet the minimum quality standards that apply to the appropriate Services purchased. These minimum quality standards will be set out by the ESFA;

17.5.3 ensure competent and appropriately qualified staff deliver and assess learning. The Contractor shall be responsible for the professional development and training of its staff;

17.5.4 offer equality of access to learning opportunities and close equality gaps in learning and outcomes;

17.5.5 provide a safe, healthy and supportive environment, which meets the needs of Learners;

17.5.6 provide good management and leadership of the learning process;

17.5.7 deliver value for money and financial probity; and

17.5.8 ensure all sub-contractors delivering Services under the Contract on behalf the Contractor comply with the requirements set out in 17.5.1 to 17.5.7 above.

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[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

17.6 Failure to meet the requirements set out in clauses 17.5.1 to 17.5.8 may result in the ESFA assessing the Contractor to be in Serious Breach of the Contract under Clause 20 of the Contract.

17.7 Where appropriate, the Contractor shall confirm in writing to the ESFA that their Centre Approval Status is still current. The written statement will need to confirm approved centre status for the specific Regulated Qualification Framework (RQF) titles and levels, including awarding body name(s). The Contractor must notify the ESFA immediately in writing if it receives any sanction from an awarding body.

17.8 The ESFA may assess the quality and delivery of the Services and the Contractor's compliance with the requirements in clause 17.5.1 to 17.5.8 during the term of the Contract. The Contractor will be informed of the outcome of that process. Where the ESFA assesses the Contractor to be in Serious Breach of Contract following such assessment the ESFA will issue a notice in accordance with clause 20.9 of the Contract which may:

17.8.1 require the Contractor to meet improvement indicators to improve the quality of its Services. The ESFA will meet with the Contractor to discuss and reach agreement on implementation of these actions and improvement indicators and to agree arrangements for monitoring and reviewing progress. In such cases reviews will take place at the frequency specified by the ESFA and in agreement with the Contractor;

17.8.2 agree detailed improvement plans and measures that set out clearly the expected timescale for improvement;

17.8.3 agree arrangements for more frequent monitoring of quality improvement plans.

17.9 As part of the delivery of the Services, The Contractor must provide high quality and easily accessible information and advice to help Learners to understand the opportunities and support available to them about education, training or connected matters (including employment);

17.9.1 Where one of the main objectives of the Services to be provided under this Contract is to deliver information and advice, the Contractor will have to have or attain the matrix Standard accreditation within six months of the Contract being awarded; and

17.9.2 If the information and advice is embedded as part of the delivery of the Services the Contractor should work towards achieving the matrix Standard accreditation within 12 months of the start of the Contract.

17.9.3 Where the Services are delivered by a sub-contractor on behalf of the Contractor, the requirements set out in clauses 17.9.1 and 17.9.2 must be applied to the sub-contractor. This does not apply where the Contractor retains responsibility for the delivery of information and advice to the Learners.

17.9.4 Once achieved, matrix Standard accreditation is valid for three years. As part of their accreditation the Contractor is required to successfully demonstrate their

continuous improvement activities to their matrix Assessor through the use of the online Self Reflection Tool on an annual basis.

17.10 The Contractor must take all reasonable steps to meet the relevant requirements for data gathering for the FE Choices Performance Indicators as outlined currently at <https://www.gov.uk/government/collections/fe-choicesinformation-for-providers> and in any subsequent updates to these web pages.

## **Financial Health**

17.11 The ESFA reserves the right to undertake a desk based assessment of financial health and control. Should the ESFA, at its absolute discretion, consider that the outcome of any financial health and/or control assessment is inadequate, the ESFA may, in its absolute discretion take one or more of the following actions:

17.11.1 require the Contractor to, and the Contractor shall, accept and comply with additional Contract obligations relating to the improvement of financial health and/or control arrangements;

17.11.2 require the Contractor to suspend the recruitment of Learners to the Services and/or cap any growth in Learner numbers;

17.11.3 give consideration to what changes, if any, are required in its allocations when finalising the amount of funding in any subsequent Contract between the parties; and/or

17.11.4 terminate in accordance with Clause 21.2.8

17.12 Where the Contractor fails to comply with requirements imposed under Clauses 17.11.1 and/or 17.11.2, the ESFA shall consider Termination under Clause 21.2.9

## **Ofsted Inspection**

17.13 The ESFA may at their discretion agree a programme of support for the Contractor to assist it in taking action to improve the quality of the Services.

17.14 When the Contractor receives notification from Ofsted that the Services are to be inspected, the Contractor shall on request provide the ESFA with details of its quality improvement activity, and any other relevant information in accordance with the required timescale of Ofsted. The Contractor must notify the ESFA of the date of the meeting at which Ofsted give feedback on the inspection and allow the ESFA's nominated representative to attend the meeting. The Contractor must confirm to the ESFA in writing the outcome of the inspection within 5 working days of receiving the feedback from Ofsted.

17.15 Ofsted may, at any time during the Term, undertake an inspection of the Contractor. The ESFA will consider the outcome of any such inspection as follows:

### **Inadequate in part**

17.15.1 Ofsted has assessed the Services to be inadequate in any sector specific areas, the ESFA may, in its absolute discretion take one or more of the following actions:

17.15.1.1 require the Contractor to accept and comply with additional Contract obligations relating to the improvement of the Services assessed as inadequate; and/or

17.15.1.2 require the Contractor to suspend the recruitment of Learners to, and/or to cap any growth in, the Services which is assessed as inadequate; and/or

17.15.1.3 give consideration to the Services which are assessed as inadequate in its allocations when finalising the amount of Funding in any subsequent Contracts between the Parties; and/or

17.15.1.4 reduce, suspend or recover payment to the Contractor in respect of that part of the Services assessed as inadequate; and/or

17.15.1.5 terminate in accordance with Clause 21.2.11

### **Inadequate overall**

17.15.2 Where the ESFA is made aware that Ofsted has provisionally assessed the Services to be inadequate overall, the ESFA may, in its absolute discretion take one or more of the following actions:

17.15.2.1 require the Contractor to accept and comply with temporary additional Contract obligations relating to the improvement of the overall Services, including but not limited to, requiring the Contractor to temporarily suspend the recruitment of Learning and/or temporarily cap any growth in those Learning Programmes which are assessed as inadequate.

17.15.2.2 commence discussions with the Contractor and the Local Authority within whose area the Contractor is located, either with Ofsted or not, as part of considering what actions as specified in Clause 17.15.3 may be taken.

17.15.3 Where Ofsted has confirmed its assessment that the Services is inadequate overall, the ESFA may, in its absolute discretion take one or more of the following actions:

17.15.3.1 require the Contractor to accept and comply with additional Contract obligations relating to the improvement of the overall Services; and/or

17.15.3.2 require the Contractor to suspend the recruitment of Learners to, and/or to cap any growth in, those Learning Programmes which are assessed as inadequate; and/or

17.15.3.3 give consideration to the assessment of inadequate in its allocations when finalising the amount of Funding in any subsequent Contracts between the Parties; and/or

17.15.3.4 reduce, suspend or recover payment to the contractor; and/or

17.15.3.5 terminate this Contract in accordance with Clause  
21.2.11 (Termination).

17.15.4 The failure of the Contractor, as assessed by the ESFA, to comply with any requirements of Clauses 17.15.3.1 – 17.15.3.2 within such time as the ESFA may deem reasonable may lead to the ESFA taking such actions as it deems appropriate which may include, but is not limited to, terminating in accordance with Clause 21.2.11 (Termination).

17.15.5 The ESFA will take action based on Ofsted's provisional and confirmed outcomes as in Clauses 17.15.2 - 17.15.3 above. Where the ESFA is made aware that the Contractor has made a complaint about the graded outcome of the overall assessment by Ofsted, the ESFA will continue to progress action under Clause 17.15.2 -17.15.3 but will be mindful of the implications arising from the outcome of a complaint. The ESFA will review any decisions made at such time as outcomes of any complaint are made known.

### **Minimum standards**

17.16 The ESFA may, at any time during the Term, undertake an assessment of the quality and delivery of the Services. Where the ESFA assesses that the Services, in whole or in part, fall below the required standards, the ESFA may, in its absolute discretion, take one or more of the following actions:

17.16.1 require the Contractor to accept and comply with additional Contract obligations relating to the improvement of the Services. Such conditions to apply until the Contractor can demonstrate the required improvement to the ESFA's absolute satisfaction; and/or

17.16.2 require the Contractor to suspend the recruitment of Learners to, and/or to cap any growth in, those Learning Programmes which are identified as below the required standards; and/or

17.16.3 give consideration to the Services which are below the required standards in its allocations when finalising the amount of Funding in any subsequent Contracts between the Parties; and/or

17.16.4 reduce, suspend or recover payment to the contractor in respect of that part of the Provision to which the failure to meet the required standards relate; and/or

17.16.5 terminate this Contract in accordance with Clause 21.2.12 (Termination) in full, or that part of the Provision failing to meet the required standards.

17.17 The failure of the Contractor, as assessed by the ESFA, to comply with any requirements of Clauses 17.16.1 – 17.16.2 within such time as the ESFA may deem reasonable may lead to the ESFA taking such actions as it deems appropriate which may include, but is not limited to, terminating in accordance with Clause 21.2.12 (Termination).

17.18 Where the Contractor sub-contracts any part of the Services under this Contract, the Contractor must ensure that the sub-contractor is able to meet the minimum quality standards and any other quality threshold required by the ESFA or identified through an inspection by Ofsted. The ESFA may request evidence from the Contractor that the Services delivered by the sub-Contractor meet the requirements of the Contract.

17.19 The Contractor shall for those staff delivering the services be responsible for their professional development and training and meeting any legal requirements to ensure that they are appropriately qualified and trained.

## **1 17A ADDITIONAL CONTRACTUAL OBLIGATIONS**

17A.1 The ESFA reserves the right to impose additional contractual obligations where it considers it is necessary to do so to secure the delivery of education and training of a reasonable quality by the Contractor, or to ensure that the resources provided by the ESFA are being used effectively and efficiently or to require the Contractor to address concerns about its financial viability

## **18 FRAUD AND IRREGULARITY**

18.1 The Contractor shall notify the ESFA immediately where it becomes aware of any instance of suspected fraud or financial irregularity in the delivery of the Contract including, but not limited to, cases of:

18.1.1 collusion with members of the staff of the ESFA or employees of the Department for Education;

18.1.2 computer fraud;

18.1.3 the submission to the ESFA of inaccurate, incomplete, misleading or falsified information for the purpose of a claim for funding;

18.1.4 fraud involving awarding bodies;

18.1.5 fraud involving sub-contractors;

provided that nothing in this Clause 18 shall require the Contractor to do anything, which may cause it to infringe any law.

18.2 Where the ESFA has reasonable cause to suspect that fraud or irregularity has occurred in relation to the delivery of the Contract and payments made hereunder, the ESFA shall have the right of access to the Contractor's premises at any reasonable time with or without notice to examine and remove or copy all relevant documents and records including electronic records and to interview the Contractor's servants or agents engaged with the delivery of the Contract.

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18.3 Where the ESFA has reasonable cause to suspect that fraud or irregularity has occurred in relation to the delivery of the Contract or any other contract between the ESFA and the Contractor and payments made there under it shall have the right to suspend payments and/or require the Contractor to suspend recruitment of Learners under this Contract and any other Contract between the Parties.

18.4 The Parties shall co-operate in the identification of Learners who may be unlawfully claiming benefits. The ESFA may from time to time brief the Contractor as to the co-operation and assistance it reasonably requires including the provision of information regarding fraud by Learners. The ESFA shall provide a named contact or telephone answering machine for receiving such information.

## **19 PUBLICITY AND USE OF LOGOS**

19.1 The Contractor will comply with the ESF programme publicity requirements set out in the Funding Rules. Failure to comply with these requirements will incur financial penalties from external auditors that the ESFA will recover from the Contractor.

## **20 BREACH**

20.1 For the purpose of this Clause 20, the following definitions shall have the meanings set out below:

20.2 "Minor Breach" shall mean a delay or non-performance by either Party of its obligations under the Contract which does not materially, adversely or substantially affect the performance or delivery of the Service or the provision of a safe, healthy and supportive learning environment;

20.3 "Serious Breach" shall mean any breach defined as a Serious Breach in the Contract or any breach or breaches which adversely, materially or substantially affect the performance or delivery of the Services or compliance with the terms

and conditions of the Contract or the provision of a safe, healthy and supportive learning environment. Failure to comply with legislation, or actions or omissions by the Contractor that endanger the Health or Safety of Learners would constitute a Serious Breach.

20.4 For the avoidance of doubt:

a) neither Party shall be liable for any Minor Breach or Serious Breach under this Clause 20, which occurs as a direct result of any act or omission by the other Party, its staff or agents;

b) in the event of a breach the Party not in breach may enforce the Clauses in the Contract relating to breach even if it has not done so in the event of earlier breaches.

### *Minor Breach*

20.5 Without prejudice to any other remedy, in the event of a Minor Breach, the Parties will adopt the following procedure:

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20.6 The Party not in breach shall be entitled to serve written notice on the Party in breach, giving full details of the breach and requiring the other Party to remedy the breach within a specified period.

20.7 If the Party in breach fails to remedy the Minor Breach within the time specified in notice served under Clause 20.6 or such other period as may be agreed between the Parties it shall constitute a Serious Breach by the Party in breach.

### *Serious Breach*

20.8 Without prejudice to any other remedy, in the event of a Serious Breach, which is capable of remedy, the Parties shall adopt the following procedure:

20.9 The Party not in breach shall be entitled to serve written notice on the other Party giving full details of the breach and requiring the Party in breach to remedy the breach within a specified time period.

20.10 Where the ESFA has served a notice under clause 20.9 the ESFA has the right to require the Contractor to suspend the recruitment of Learners until the ESFA has confirmed that the breach has been remedied.

20.11 In the event that a Serious Breach of the Contract by the Contractor cannot be remedied within the period specified in the notice served under Clause 20.9 or such other period as may be agreed between the Parties the ESFA may cease funding the Contractor in respect of that part of the Service to which the Serious Breach relates.

20.12 In the event that any Serious Breach cannot be remedied at all or within the period specified in the notice served in accordance with Clause 20.9 or such other period as may be agreed between the Parties, the Party not in breach may at its sole discretion terminate the Contract or that part of the Service to which the breach relates with immediate effect on notice in writing to the other Party.

## **21 TERMINATION**

21.1 The Contractor shall notify the ESFA in writing immediately upon the occurrence of any of the following events:

21.1.1 where the Contractor is an individual and if a petition is presented for the Contractor's bankruptcy or a criminal bankruptcy order is made against the Contractor, or it makes any composition or arrangements with or for the benefit of creditors, or makes any conveyance or assignment for the benefit of creditors, or if an administrator is appointed to manage their affairs; or

21.1.2 where the Contractor is not an individual but is a firm; or a number of persons acting together in any capacity; if any event in clauses 21.1.1 or 21.1.3 of this condition occurs in respect of any partner in the firm or any of those persons or a petition is presented for the Contractor to be wound up as an unregistered company; or

21.1.3 where the Contractor is a company, if the company passes a resolution for winding-up or the court makes an administration order or a winding-up order, or the

company makes a composition or management with its creditors, or an administrator, receiver or manager is appointed by the company, a creditor or by the court, or possession is taken of any of its property under the terms of a floating charge.

21.2 The ESFA may terminate the Contract without liability to the Contractor by giving to the Contractor, or where relevant their representatives written notice, having effect immediately or after such periods as the ESFA may determine as follows;

21.2.1 Where any of the events in Clause 21.1 occur;

21.2.2 In accordance with Clause 20.8 (Serious Breach);

21.2.3 Where the Contractor is an individual, if he shall die or be adjudged incapable of managing his affairs within the meaning of Part VII of the Mental Health Act 1983;

21.2.4 In the event that the ESFA is of the reasonable opinion that the conduct of the Contractor amounts to a fundamental breach of the Contract which is incapable of remedy;

21.2.5 ceases to be on the Register of Training Organisations and/or the Register of Apprenticeship Training Providers maintained by the ESFA;

21.2.6 The Contractor or any employee shall have committed any offence under the Bribery Act 2010;

21.2.7 On the occurrence of the statutory provisos contained in regulation 73 (1) (a) to (c) of the Public Contracts Regulations 2015;

21.2.8 The outcome of any financial health and/or control assessment undertaken in relation to the Contractor is inadequate;

21.2.9 The Contractor fails to comply with requirements imposed under Clauses 17.11.1 and/or 17.11.2;

21.2.10 The Contractor fails to comply with requirements imposed under Clauses 17.15.3.1, and / or 17.15.3.2;

21.2.11 An Ofsted inspection results in the Services in part or overall thereof being assessed as inadequate;

21.2.12 the ESFA assesses that the Services delivered under this Contract, in whole or part, are below the minimum standards;

21.2.13 where the ESFA is in receipt of a notice from the Contractor, pursuant to Clause 5.16. and at its absolute discretion the ESFA is satisfied that the change of control will prejudice the Contractor's ability to deliver the Services.

21.3 In addition to the rights of termination under any this and any other clauses of this Contract, the ESFA shall be entitled to terminate this Contract in respect of all or part of the Service provided under the Contract by giving to the other not less than three months' notice to that effect without the need to give a reason for termination.

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21.4 Termination under Clause 21 shall not prejudice or affect any right of action or remedy, which shall have accrued or shall thereupon accrue to the Parties under this Contract.

21.5 Where the Contractor goes into administration or liquidation, the ESFA must be assumed to be a creditor of the Contractor. The Contractor must take steps to ensure that the ESFA is provided with details of the administrator or liquidator and receives notification of any creditors meetings. The ESFA will confirm whether in fact it is a creditor within 8 weeks of being notified that the Contractor is in administration or liquidation.

21.6 The Contractor shall upon termination of the Contract immediately deliver up to the ESFA all correspondence, documents, specification papers and other property belonging to the ESFA, which may be in its possession or under its control.

21.7 Notice of termination of the Contract under Clause 17, Clause 20 or this Clause 21 shall result in the Contractor being removed from the Register of Training Organisations and/or the Register of Apprenticeship Training Providers maintained by the ESFA.

21.8 The Contractor must not recruit new Learners after notice of termination of the Contract has been given under Clause 17, Clause 20 or this Clause 21. The ESFA will not be liable to make payments in respect of any Learners recruited in breach of this Clause.

## **22 TRANSFER OF RESPONSIBILITY AND TRANSFER OF UNDERTAKINGS (PROTECTION OF EMPLOYMENT) REGULATIONS 2006 PROVISIONS ON EXPIRY OR TERMINATION**

22.1A Where there are Transferring Former Supplier Employees (as defined in Schedule 1) between the Former Supplier (as defined in Schedule 1) and the Contractor, the provisions set out in Schedule 1 to this Contract shall apply.

22.1 The Parties agree that if upon termination of this Contract or any part of the Service being provided under the Contract, circumstances arise in which the Transfer of Undertakings (Protection of Employment) Regulations 2006 are applicable, the provisions of Schedule 1 shall apply.

22.2 The Parties agree that on termination or expiry of this Contract for any reason, the continuity of the Services is of paramount importance. The Contractor shall do its utmost to minimise disruption caused to Learners and to assist the implementation of any contingency plan proposed by the ESFA either prior to or after the termination or expiry of this Contract, to deal with the effects of such termination or expiry in so far as it is practicable to do so.

22.3 On termination or expiry of this Contract for any reason the Learner Files will become the property of the ESFA. The Contractor shall allow the ESFA his servants or agent to have access to its premises to remove Learner Files or otherwise comply with a request by the ESFA to transfer Learner Files to any third party nominated by the ESFA.

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22.4 The Contractor shall, at no cost to the ESFA, promptly provide such assistance and comply with such timetable as the ESFA may reasonably require for the purpose of ensuring an orderly transfer of responsibility for provision of the Services (or its equivalent) upon the expiry or other termination of this Contract. The Contractor shall use all reasonable endeavours to ensure that its employees and its sub-contractors are under a similar obligation. The ESFA shall be entitled to require the provision of such assistance both prior to and after the expiry or other termination of this Contract.

22.5 Such assistance may include, (without limitation) delivery of documents and data in the possession or control of the Contractor or its sub-contractors, which relate to performance, monitoring, management and reporting of the Programme, including the documents and data, if any, referred to in the Schedules.

22.6 The Contractor undertakes that it shall not knowingly do or omit to do anything which may adversely affect the ability of the ESFA to ensure an orderly transfer of responsibility for provision of the Services.

## **23 FORCE MAJEURE**

23.1 Neither party shall be liable for any delay or failure to meet its obligations under this Contract due to any cause outside its reasonable control, including (without limitation), inclement weather, Acts of God, war, riot, malicious acts of damage, civil commotion, strike, lockout, industrial dispute, refusal of licence, power failure or fire. If performance of the service is substantially prevented for a continuous period of 6 months by virtue of any of the aforesaid events, then either party may terminate this Contract by written notice to the other.

## **24 PUBLIC REPUTATIONS OF THE PARTIES/PRESS RELEASES**

24.1 Both Parties recognise their respective public reputations and legal responsibilities. Each Party shall use all reasonable endeavours not to harm or compromise these.

24.2 The text of any press release or other communication to be published by or in the media concerning the subject matter of this Contract shall require the approval of each Party which shall not be unreasonably withheld or delayed.

## **25 NOT USED 26 RETENTION OF DOCUMENTS**

26.1 The Contractor must retain the documentation to verify the delivery of the Services as set out in the Funding Rules.

26.2 Without prejudice to any of the other rights under the Contract to recover funds, the ESFA will be entitled to recover from the Contractor any sums which it is required to repay to the European Social Fund as a result of the Contractor's failure to comply with this Clause 26.

26.3 The provisions of this Clause 26 shall apply during the continuance of this Contract and after its termination howsoever arising.

## **27 STATUS OF CONTRACT**

27.1 Nothing in this Contract shall have the effect of making the Contractor, the servant or agent of the ESFA, the Contractor (if an individual) represents that he is regarded by both the Inland Revenue and the Department for Work and Pensions as self-employed and accordingly shall indemnify the ESFA against tax, national insurance contributions or similar imposed for which the ESFA may be liable in respect of the Contractor by reason of this Contract.

## **28 WAIVER**

28.1 No failure or delay on the part of either Party hereto to exercise any right or remedy under this Contract shall be construed or operate as a waiver thereof nor shall any single or partial exercise of any right or remedy as the case may be. The rights and remedies provided in this Contract are cumulative and are not exclusive of any rights or remedies provided by law.

## **29 THIRD PARTY RIGHTS**

29.1 Save as specifically provided in the Contract none of the terms of this Contract are intended to be enforceable by any Learner or other third party.

## **30 NOTICE**

30.1 Any notice or other document to be given under this Contract shall be in writing and shall be deemed to have been duly given if left at or sent by first class post by Royal Mail Special Delivery or other fast postal service or by facsimile or other electronic media to a Party at the address or relevant telecommunications number for such Party or such other address as the Party may from time to time designate by written notice to the other.

30.2 All such notices and documents shall be in the English language. Any notice or other document shall be deemed to have been received by the addressee two working days following the date of despatch of the notice or other document by post or, where the notice or other document is sent by hand or on the day of delivery or where notice is given by facsimile or other electronic media, on the working day following the delivery or transmission provided that a printed report is obtained confirming successful transmission or if the addressee acknowledges receipt. To prove the giving of a notice or other document it shall be sufficient to show that it was despatched.

## **31 GOVERNING / JURISDICTION**

31.1 This Contract shall be governed by and construed in accordance with English Law.

## **32 DISPUTE RESOLUTION**

32.1 Any dispute, difference or question arising between the Parties either during the currency of the Contract or afterwards shall be referred to the nominated contacts for

the ESFA and the Contractor for discussion and review in order to try to resolve the same.

32.2 In the event of the nominated contacts being unable to resolve the relevant issue, either party may request in writing that the matter is referred to the ESFA's nominated representative and the Contractor's representative nominated for this purpose (jointly "the Dispute Resolution Panel") for formal review and consideration. Any request for referral to the Dispute Resolution Panel must include details of the dispute and any proposals to resolve it.

32.3 The Dispute Resolution Panel must meet within 28 days of receiving a request for referral made in accordance with Clause 32.2 above.

### **33 FEEDBACK AND COMPLAINTS**

33.1 The primary responsibility for receiving feedback and investigating complaints promptly and thoroughly in respect of the Services shall rest with the Contractor shall have procedures in place, which are acceptable to the ESFA, to gather and act upon feedback and complaints from Learners and/or their representatives and employers and the wider community.

33.2 The Contractor must ensure that Learners are made aware of its procedure for dealing with complaints and that the procedure is clear and accessible to Learners who wish to complain.

33.3 The Contractor shall be responsible for resolving complaints in accordance with its own procedures and any guidance issued by the ESFA.

33.4 Where a complaint has not been resolved to the satisfaction of the complainant the Contractor will advise the complainant of his or her right to complain to the ESFA and co-operate with any investigation carried out by the ESFA and act on any recommendations made by the ESFA following the investigation.

### **34 STATE AID**

34.1 The Contractor should satisfy itself, if the European rules on State Aid apply to the Services delivered under this Contract and comply with the programme requirements set out in the Funding Rules.

34.2 Where the rules on State Aid apply, the ESFA will supply to the Contractor details of the records that the Contractor will need to collect and retain.

34.3 The ESFA reserves the right to require the Contractor to obtain a contribution towards the cost of the Services delivered under this Contract from the employer of any participant. Where a contribution is required, the ESFA will confirm to the Contractor in writing the exact percentage of the contribution.

34.4 Where ESFA requires the Contractor to obtain a contribution towards the cost of the Services under Clause 34.3 above, the Contractor must provide evidence that the contribution has been received.

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34.5 In the event that any funding paid under this Contract is deemed to constitute unlawful state aid the ESFA reserves the right to require immediate repayment of any such funding.

## **2 INTELLECTUAL PROPERTY RIGHTS**

### **35.1 Definitions**

#### **“Background Intellectual Property”**

Any Intellectual Property, other than Foreground Intellectual Property, which is used in performing the Services or comprises part of the Work;

#### **“Confidential Information”**

Includes all designs, drawings, data, specifications and all other technical business and similar information relating to the Services including all readable or computer or other machine readable data or material and any material relating to or comprising software which may be part of the provision of the Services;

#### **“Foreground Intellectual Property”**

Is any Intellectual Property that arises or is obtained or developed by, or on behalf of, the Contractor in respect of the Work in the course of or in connection with the provision of the Services excluding Learner Files; **“Intellectual Property”**

Is any patent, registered design, copyright, database right, design right, topography right, trade mark, trade name, application to register any of the aforementioned rights, trade secret, inventions, right in unpatented know-how, right of confidence and any other intellectual or industrial property right of any nature whatsoever in any part of the world including, without limitation:

- (a) any renewals, revisions and extensions created or provided by the laws of any country;
- (b) all rights of action and remedies (including but not limited to an injunction, damages and/or an account of profits) in relation to past infringements; and
- (c) the right to apply for registration of any such rights in any country of the world;

#### **“Work”**

Means all materials created by the Contractor as a result of the provision of the Services including Confidential Information.

35.2 In consideration of the ESFA making the payments to the Contractor in connection with the Services the Contractor hereby grants (and, where relevant, shall procure from any necessary third parties the grant) to the ESFA a non-exclusive, irrevocable, worldwide, royalty-free licence (with the right to license others) of any of the Contractor’s Foreground Intellectual Property that the ESFA may reasonably

require to be able fully to exploit, develop and commercialise the results of the Services, including, without limitation, the Work.

35.3 The provisions of this Clause 35 shall apply during the continuance of this Contract and after its termination howsoever arising.

## **36 DISPOSAL OF ASSETS AND CHANGE OF USE**

36.1 In respect of Assets whose value exceeds £2,500 including VAT the following provisions shall apply.

36.2 For the purposes of this section:

- a) 'Asset' shall mean any property, real or personal, tangible or intangible;
- b) an Asset shall be considered to have been financed by the ESFA if it has been acquired wholly or partly with funds provided by the ESFA;
- c) the use of any Asset shall be considered to have changed if the Contractor uses it for any purpose other than for the provision or connected with the provision of Services under the Contract;
- d) 'the appropriate proportion thereof' shall be the proportion represented by the amount of funding provided by the ESFA to acquire, develop or improve an asset in relation to the entire price paid for its acquisition, or its market value when its development or improvement have been completed.

36.3 The Contractor shall ensure that any Asset financed by the ESFA is adequately insured.

36.4 The Contractor shall inform the ESFA if it proposes to dispose of, or change the use of, any Asset that has been financed by the ESFA.

36.5 The Contractor shall not dispose of any Asset financed by monies provided by the ESFA unless it has first obtained the written consent of the ESFA to such a disposal.

36.6 Where the Contractor disposes of the Asset it shall pay to the ESFA whichever is the greater either the amount of funding provided by the ESFA in respect of the Asset or the net proceeds of any disposal of an Asset, or the appropriate proportion thereof, to the ESFA unless otherwise agreed with the ESFA.

36.7 If the Contractor changes the use of any such Asset it will be treated as a disposal and the Contractor shall make a payment to the ESFA in accordance with Clause 36.6 above.

36.8 In the event of the Contractor being taken over, merging or going into liquidation, all Assets financed by the ESFA, or the equivalent portion of their market value, will become the property of the ESFA.

36.9 The provisions of this Clause 36 shall apply during the continuance of this Contract and after its termination howsoever arising. The ESFA shall reserve the right to decide when its interest in Assets financed by the ESFA under the terms of the Contract shall cease.

## **37 HEADINGS**

37.1 The headings to conditions shall not affect their interpretation.

## **38 ENTIRE CONTRACT / AMENDMENTS**

38.1 The Contract shall comprise the following:

Terms and Conditions

Appendix 1 & Appendix 2

Schedule 1 Staff Transfer

Schedule 2 Processing, Personal Data and Data Subjects

The Specification

The Contractor's response to the Specification including the Delivery Plan

Funding Rules

The 2014 to 2020 ESF Programme ESF Specifications Deliverables Evidence Requirements

The European Social Fund Operational Programme 2014-2020

38.2 This Contract constitutes the entire Contract between the Parties and shall not be varied except by an instrument in writing signed by the Parties.

## APPENDIX 1 - SUMMARY OF FUNDING

Organisation Name:	THE GROWTH COMPANY LIMITED				
UKPRN:	10004177				
	Contract Ref	Start Date	End Date	Maximum Contract Values	
SKILLS SUPPORT FOR UNEMPLOYED OR ECONOMICALLY INACTIVE PEOPLE - Greater Manchester LEP	ESF-5059	01/04/2019	31/07/2021	£9,920,400	
Total Funding for this contract				£9,920,400	
Education and Skills Funding Agency	Appendix 1		Master Contract ref: ESFA-15036		

Date: Thursday, May 2, 2019 11:55 AM

**Funding Agreement  
(Appendix 2)**

**SKILLS SUPPORT FOR UNEMPLOYED OR ECONOMICALLY INACTIVE  
PEOPLE - Greater Manchester LEP**



**Greater Manchester LEP**

Provider: THE GROWTH COMPANY LIMITED

UKPRN: 10004177

Master Contract Ref: ESFA-15036

Start Date: 01/04/2019

End Date: 31/07/2021

Contract Ref: ESF-5059

Tender Specification Ref: itt\_30399

Lot Ref: R215

Specification Title: SSU

Agreement: 15S17C01979

**LEP:** Greater Manchester LEP

REDACTED UNDER FOIA SECTION 43(2)

**Funding Agreement  
(Appendix 2)**

**SKILLS SUPPORT FOR UNEMPLOYED OR ECONOMICALLY INACTIVE  
PEOPLE - Greater Manchester LEP**



**Greater Manchester LEP**

Provider: THE GROWTH COMPANY LIMITED

UKPRN: 10004177

Master Contract Ref: ESFA-15036

Start Date: 01/04/2019

End Date: 31/07/2021

Contract Ref: ESF-5059

Tender Specification Ref: itt\_30399

Lot Ref: R215

Specification Title: SSU

Agreement: 15S17C01979

**LEP:** Greater Manchester LEP

REDACTED UNDER FOIA SECTION 43(2)

**Funding Agreement  
(Appendix 2)**

**SKILLS SUPPORT FOR UNEMPLOYED OR ECONOMICALLY INACTIVE  
PEOPLE - Greater Manchester LEP**



**Greater Manchester LEP**

Provider: THE GROWTH COMPANY LIMITED

UKPRN: 10004177

Master Contract Ref: ESFA-15036

Start Date: 01/04/2019

End Date: 31/07/2021

Contract Ref: ESF-5059

Tender Specification Ref: itt\_30399

Lot Ref: R215

Specification Title: SSU

Agreement: 15S17C01979

**LEP:** Greater Manchester LEP

REDACTED UNDER FOIA SECTION 43(2)

## SCHEDULE 1 TRANSFER OF UNDERTAKINGS (PROTECTION OF EMPLOYMENT) REGULATIONS 2006 AND PENSIONS ASPECTS

### 3 STAFF TRANSFER

#### 1 DEFINITIONS

In this Schedule, the following definitions shall apply:

"Admission Agreement"	An admission agreement in the form available on the Civil Service Pensions website immediately prior to the Relevant Transfer Date to be entered into by the Supplier where it agrees to participate in the Schemes in respect of the Services;
"Eligible Employee"	any Fair Deal Employee who at the relevant time is an eligible employee as defined in the Admission Agreement;
"Fair Deal Employees"	those Transferring Authority Employees who are on the Relevant Transfer Date entitled to the protection of New Fair Deal (and, in the event that Part B of this Schedule 9.1 applies, any Transferring Former Supplier Employees who originally transferred pursuant to a Relevant Transfer under the Employment Regulations (or the predecessor legislation to the Employment Regulations), from employment with a public sector employer and who were once eligible to participate in the Schemes and who at the Relevant Transfer Date become entitled to the protection of New Fair Deal);
"Former Supplier"	a supplier supplying services to the Authority before the Relevant Transfer Date that are the same as or substantially similar to the Services (or any part of the Services) and shall include any sub-contractor of such supplier (or any subcontractor of any such sub-contractor);
"New Fair Deal"	the revised Fair Deal position set out in the HM Treasury guidance: " <i>Fair Deal for staff pensions: staff transfer from central government</i> " issued in October 2013 including any amendments to that document immediately prior to the Relevant Transfer Date;
"Notified Sub-	a sub-contractor identified in the Annex to this

contractor"	Schedule to whom Transferring Authority Employees and/or Transferring Former Supplier Employees will transfer on a Relevant Transfer Date;
"Replacement Sub-contractor"	a sub-contractor of the Replacement Supplier to whom Transferring Supplier Employees will transfer on a Service Transfer Date (or any subcontractor of any such sub-contractor);
"Relevant Transfer"	a transfer of employment to which the Employment Regulations applies;
"Relevant Transfer Date"	in relation to a Relevant Transfer, the date upon which the Relevant Transfer takes place;
"Schemes"	the Principal Civil Service Pension Scheme available to Civil Servants and employees of bodies under Schedule 1 of the Superannuation Act 1972 (and eligible employees of other bodies admitted to participate under a determination under section 25 of the Public Service Pensions Act 2013), as governed by rules adopted by Parliament; the Partnership Pension Account and its (i) Ill health Benefits Scheme and (ii) Death Benefits Scheme; the Civil Service Additional Voluntary Contribution Scheme; and the Designated Stakeholder Pension Scheme and "Alpha" introduced under The Public Service (Civil Servants and Others) Pensions Regulations 2014;
"Service Transfer"	any transfer of the Services (or any part of the Services), for whatever reason, from the Supplier or any sub-contractor to a Replacement Supplier or a Replacement Sub-contractor;
"Service Transfer Date"	the date of a Service Transfer or, if more than one, the date of the relevant Service Transfer as the context requires;
"Staffing Information"	in relation to all persons identified on the Supplier's Provisional Supplier Personnel List or Supplier's Final Supplier Personnel List, as the case may be, such information as the Authority may reasonably request (subject to all applicable provisions of the DPA), but including in an anonymised format: <p>(a) their ages, dates of commencement of employment or engagement, gender and place</p>

of work;

(b) details of whether they are employed, self employed contractors or consultants, agency workers or otherwise;

(c) the identity of the employer or relevant contracting Party;

(d) their relevant contractual notice periods and any other terms relating to termination of employment, including redundancy procedures, and redundancy payments;

(e) their wages, salaries, bonuses and profit sharing arrangements as applicable;

(f) details of other employment-related benefits, including (without limitation) medical insurance, life assurance, pension or other retirement benefit schemes, share option schemes and company car schedules applicable to them;

(g) any outstanding or potential contractual, statutory or other liabilities in respect of such individuals (including in respect of personal injury claims);

(h) details of any such individuals on long term sickness absence, parental leave, maternity leave or other authorised long term absence;

(i) copies of all relevant documents and materials relating to such information, including copies of relevant contracts of employment (or relevant standard contracts if applied generally in respect of such employees); and

(j) any other "employee liability information" as such term is defined in regulation 11 of the

Employment Regulations;

"Supplier's Final Supplier a list provided by the Supplier of all Supplier Personnel who will transfer under the Employment Regulations on the Service Transfer Date;  
Personnel List"

“Supplier's  
Provisional Supplier  
Personnel List”

a list prepared and updated by the Supplier of all Supplier Personnel who are at the date of the list wholly or mainly engaged in or assigned to the provision of the Services or any relevant part of the Services which it is envisaged as at the date

of such list will no longer be provided by the Supplier;

“Transferring  
Authority  
Employees”

those employees of the Authority to whom the Employment Regulations will apply on the Relevant Transfer Date;

“Transferring  
Former Supplier  
Employees”

in relation to a Former Supplier, those employees of the Former Supplier to whom the Employment Regulations will apply on the Relevant Transfer Date; and

“Transferring  
Supplier  
Employees”

those employees of the Supplier and/or the Supplier's sub-contractors to whom the Employment Regulations will apply on the Service Transfer Date.

## **2     INTERPRETATION**

Where a provision in this Schedule imposes an obligation on the Supplier to provide an indemnity, undertaking or warranty, the Supplier shall procure that each of its subcontractors shall comply with such obligation and provide such indemnity, undertaking or warranty to the Authority, Former Supplier, Replacement Supplier or Replacement Sub-contractor, as the case may be.

**4      PART A: NOT USED**

## **ANNEX TO PART A: NOT USED**

## **PART B: Transferring Former Supplier Employees at commencement of Services**

### **1 RELEVANT TRANSFERS**

1.1 The Authority and the Supplier agree that:

- (a) the commencement of the provision of the Services or of any relevant part of the Services will be a Relevant Transfer in relation to the Transferring Former Supplier Employees; and
- (b) as a result of the operation of the Employment Regulations, the contracts of employment between each Former Supplier and the Transferring Former Supplier Employees (except in relation to any terms disappplied through the operation of regulation 10(2) of the Employment Regulations) shall have effect on and from the Relevant Transfer Date as if originally made between the Supplier and/or Notified Sub-contractor and each such Transferring Former Supplier Employee.

1.2 The Authority shall procure that each Former Supplier shall comply with all its obligations under the Employment Regulations and shall perform and discharge all its obligations in respect of all the Transferring Former Supplier Employees in respect of the period up to (but not including) the Relevant Transfer Date (including the payment of all remuneration, benefits, entitlements and outgoings, all wages, accrued but untaken holiday pay, bonuses, commissions, payments of PAYE, national insurance contributions and pension contributions which in any case are attributable in whole or in part in respect of the period up to (but not including) the Relevant Transfer Date) and the Supplier shall make, and the Authority shall procure that each Former Supplier makes, any necessary apportionments in respect of any periodic payments.

### **2 FORMER SUPPLIER INDEMNITIES**

2.1 Subject to Paragraph 2.2, the Authority shall procure that each Former Supplier shall indemnify the Supplier and any Notified Sub-contractor against any Employee Liabilities arising from or as a result of:

- (a) any act or omission by the Former Supplier in respect of any Transferring Former Supplier Employee or any appropriate employee representative (as defined in the Employment Regulations) of any Transferring Former Supplier Employee arising before the Relevant Transfer Date;
- (b) the breach or non-observance by the Former Supplier arising before the Relevant Transfer Date of:

- (i) any collective agreement applicable to the Transferring Former Supplier Employees; and/or
  - (ii) any custom or practice in respect of any Transferring Former Supplier Employees which the Former Supplier is contractually bound to honour;
- (c) any proceeding, claim or demand by HMRC or other statutory authority in respect of any financial obligation including, but not limited to, PAYE and primary and secondary national insurance contributions:
  - (i) in relation to any Transferring Former Supplier Employee, to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations arising before the Relevant Transfer Date; and
  - (ii) in relation to any employee who is not a Transferring Former Supplier Employee and in respect of whom it is later alleged or determined that the Employment Regulations applied so as to transfer his/her employment from the Former Supplier to the Supplier and/or any Notified Sub-contractor as appropriate, to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations in respect of the period to (but excluding) the Relevant Transfer Date;
- (d) a failure of the Former Supplier to discharge or procure the discharge of all wages, salaries and all other benefits and all PAYE tax deductions and national insurance contributions relating to the Transferring Former Supplier Employees in respect of the period to (but excluding) the Relevant Transfer Date;
- (e) any claim made by or in respect of any person employed or formerly employed by the Former Supplier other than a Transferring Former Supplier Employee for whom it is alleged the Supplier and/or any Notified Sub-contractor as appropriate may be liable by virtue of this Agreement and/or the Employment Regulations and/or the Acquired Rights Directive; and
- (f) any claim made by or in respect of a Transferring Former Supplier Employee or any appropriate employee representative (as defined in the Employment Regulations) of any Transferring Former Supplier Employee relating to any act or omission of the Former Supplier in relation to its obligations under regulation 13 of the Employment Regulations, except to the extent that the liability arises from the failure by the Supplier or any sub-contractor to comply with regulation 13(4) of the Employment Regulations.

2.2 The indemnities in Paragraph 2.1 shall not apply to the extent that the Employee Liabilities arise or are attributable to an act or omission of the Supplier or any sub-contractor whether occurring or having its origin before, on or after the Relevant Transfer Date including, without limitation, any Employee Liabilities:

- (a) arising out of the resignation of any Transferring Former Supplier Employee before the Relevant Transfer Date on account of substantial detrimental changes to his/her working conditions proposed by the Supplier or any sub-contractor to occur in the period from (and including) the Relevant Transfer Date; or
- (b) arising from the failure by the Supplier and/or any sub-contractor to comply with its obligations under the Employment Regulations.

2.3 If any person who is not identified by the Authority as a Transferring Former Supplier Employee claims, or it is determined in relation to any person who is not identified by the Authority as a Transferring Former Supplier Employee, that his/her contract of employment has been transferred from a Former Supplier to the Supplier and/or any Notified Sub-contractor pursuant to the Employment Regulations or the Acquired Rights Directive then:

- (a) the Supplier shall, or shall procure that the Notified Sub-contractor shall, within 5 Working Days of becoming aware of that fact, give notice in writing to the Authority and, where required by the Authority, to the Former Supplier; and
- (b) the Former Supplier may offer (or may procure that a third party may offer) employment to such person within 15 Working Days of the notification by the Supplier and/or the Notified Sub-contractor or take such other reasonable steps as the Former Supplier considers appropriate to deal with the matter provided always that such steps are in compliance with applicable Law.

2.4 If an offer referred to in Paragraph 2.3(b) is accepted, or if the situation has otherwise been resolved by the Former Supplier and/or the Authority, the Supplier shall, or shall procure that the Notified Sub-contractor shall, immediately release the person from his/her employment or alleged employment.

2.5 If by the end of the 15 Working Day period specified in Paragraph 2.3(b):

- (a) no such offer of employment has been made;
- (b) such offer has been made but not accepted; or
- (c) the situation has not otherwise been resolved,

the Supplier and/or any Notified Sub-contractor may within 5 Working Days give notice to terminate the employment or alleged employment of such person.

2.6 Subject to the Supplier and/or any Notified Sub-contractor acting in accordance with the provisions of Paragraphs 2.3 to 2.5 and in accordance with all applicable proper employment procedures set out in Law, the Authority shall procure that the Former Supplier indemnifies the Supplier and/or any Notified Sub-contractor (as appropriate) against all Employee Liabilities arising out of the termination of employment pursuant to the provisions of Paragraph 2.5 provided that the Supplier takes, or shall procure that the Notified Sub-contractor takes, all reasonable steps to minimise any such Employee Liabilities.

2.7 The indemnity in Paragraph 2.6:

(a) shall not apply to:

(i) any claim for:

(A) discrimination, including on the grounds of sex, race, disability, age, gender reassignment, marriage or civil partnership, pregnancy and maternity or sexual orientation, religion or belief; or

(B) equal pay or compensation for less favourable treatment of part-time workers or fixed-term employees,

in any case in relation to any alleged act or omission of the Supplier and/or any sub-contractor; or

(ii) any claim that the termination of employment was unfair because the Supplier and/or Notified Sub-contractor neglected to follow a fair dismissal procedure; and

(b) shall apply only where the notification referred to in Paragraph 2.3(a) is made by the Supplier and/or any Notified Sub-contractor (as appropriate) to the Authority and, if applicable, the Former Supplier, within 6 months of the Effective Date.

2.8 If any such person as is described in Paragraph 2.3 is neither re-employed by the Former Supplier nor dismissed by the Supplier and/or any Notified Subcontractor within the time scales set out in Paragraph 2.5, such person shall be treated as having transferred to the Supplier or Notified Sub-contractor and the Supplier shall, or shall procure that the Notified Sub-contractor shall, comply with such obligations as may be imposed upon it under the Law.

### **3 SUPPLIER INDEMNITIES AND OBLIGATIONS**

3.1 Subject to Paragraph 3.2, the Supplier shall indemnify the Authority and/or the Former Supplier against any Employee Liabilities arising from or as a result of:

- (a) any act or omission by the Supplier or any sub-contractor in respect of any Transferring Former Supplier Employee or any appropriate employee representative (as defined in the Employment Regulations) of any Transferring Former Supplier Employee whether occurring before, on or after the Relevant Transfer Date;
- (b) the breach or non-observance by the Supplier or any Sub-contractor on or after the Relevant Transfer Date of:
  - (i) any collective agreement applicable to the Transferring Former Supplier Employee; and/or
  - (ii) any custom or practice in respect of any Transferring Former Supplier Employees which the Supplier or any Sub-contractor is contractually bound to honour;
- (c) any claim by any trade union or other body or person representing any Transferring Former Supplier Employees arising from or connected with any failure by the Supplier or a Sub-contractor to comply with any legal obligation to such trade union, body or person arising on or after the Relevant Transfer Date;
- (d) any proposal by the Supplier or a Sub-contractor prior to the Relevant Transfer Date to make changes to the terms and conditions of employment or working conditions of any Transferring Former Supplier Employees to their material detriment on or after their transfer to the Supplier or a Sub-contractor (as the case may be) on the Relevant Transfer Date, or to change the terms and conditions of employment or working conditions of any person who would have been a Transferring Former Supplier Employee but for their resignation (or decision to treat their employment as terminated under regulation 4(9) of the Employment Regulations) before the Relevant Transfer Date as a result of or for a reason connected to such proposed changes;
- (e) any statement communicated to or action undertaken by the Supplier or a Sub-contractor to, or in respect of, any Transferring Former Supplier Employee before the Relevant Transfer Date regarding the Relevant Transfer which has not been agreed in advance with the Authority and/or the Former Supplier in writing;
- (f) any proceeding, claim or demand by HMRC or other statutory authority in respect of any financial obligation including, but not limited to, PAYE and primary and secondary national insurance contributions:

(i) in relation to any Transferring Former Supplier Employee, to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations arising on or after the Relevant Transfer Date; and

(ii) in relation to any employee who is not a Transferring Former Supplier Employee, and in respect of whom it is later alleged or determined that the Employment Regulations applied so as to transfer his/her employment from the Former Supplier to the Supplier or a Sub-contractor, to the extent that the proceeding, claim or demand by the HMRC or other statutory authority relates to financial obligations arising on or after the Relevant Transfer Date;

(g) a failure of the Supplier or any Sub-contractor to discharge or procure the discharge of all wages, salaries and all other benefits and all PAYE tax deductions and national insurance contributions relating to the

Transferring Former Supplier Employees in respect of the period from (and including) the Relevant Transfer Date;

(h) any claim made by or in respect of a Transferring Former Supplier Employee or any appropriate employee representative (as defined in the Employment Regulations) of any Transferring Former Supplier Employee relating to any act or omission of the Supplier or any Subcontractor in relation to obligations under regulation 13 of the Employment Regulations, except to the extent that the liability arises from the Former Supplier's failure to comply with its obligations under regulation 13 of the Employment Regulations; and

(i) a failure by the Supplier or any sub-contractor to comply with its obligations under Paragraph 2.8 above

3.2 The indemnities in Paragraph 3.1 shall not apply to the extent that the Employee Liabilities arise or are attributable to an act or omission of the Former Supplier whether occurring or having its origin before, on or after the Relevant Transfer Date including, without limitation, any Employee Liabilities arising from the Former Supplier's failure to comply with its obligations under the Employment Regulations.

3.3 The Supplier shall comply, and shall procure that each Sub-contractor shall comply, with all its obligations under the Employment Regulations (including without limitation its obligation to inform and consult in accordance with regulation 13 of the Employment Regulations) and shall perform and discharge, and shall procure that each Sub-contractor shall perform and discharge, all its obligations in respect of all the Transferring Former Supplier Employees, on and from

the Relevant Transfer Date (including the payment of all remuneration, benefits, entitlements and outgoings, all wages, accrued but untaken holiday pay, bonuses, commissions, payments of PAYE, national insurance contributions and pension contributions and any other sums due under the Admission Agreement which in any case are attributable in whole or in part to the period from (and including) the Relevant Transfer Date) and any necessary apportionments in respect of any periodic payments shall be made between the Supplier and the Former Supplier.

#### **4 INFORMATION**

The Supplier shall, and shall procure that each Sub-contractor shall, promptly provide to the Authority and/or at the Authority's direction, the Former Supplier, in writing such information as is necessary to enable the Authority and/or the Former Supplier to carry out their respective duties under regulation 13 of the Employment Regulations. The Authority shall procure that the Former Supplier shall promptly provide to the Supplier and each Notified Sub-contractor in writing such information as is necessary to enable the Supplier and each Notified Sub-contractor to carry out their respective duties under regulation 13 of the Employment Regulations.

#### **5 PRINCIPLES OF GOOD EMPLOYMENT PRACTICE**

5.1 The Supplier shall, and shall procure that each sub-contractor shall, comply with any requirement notified to it by the Authority relating to pensions in respect of any Transferring Former Supplier Employee as set down in:

- (a) the Cabinet Office Statement of Practice on Staff Transfers in the Public Sector of January 2000, revised 2007;
- (b) HM Treasury's guidance "Staff Transfers from Central Government: A Fair Deal for Staff Pensions of 1999;
- (c) HM Treasury's guidance: "Fair deal for staff pensions: procurement of Bulk Transfer Agreements and Related Issues" of June 2004; and/or (d) the New Fair Deal.

5.2 Any changes embodied in any statement of practice, paper or other guidance that replaces any of the documentation referred to in Paragraph 5.1 shall be agreed in accordance with the Change Control Procedure.

#### **6 PROCUREMENT OBLIGATIONS**

Notwithstanding any other provisions of this Part B, where in this Part B the Authority accepts an obligation to procure that a Former Supplier does or does not do something, such obligation shall be limited so that it extends only to the extent that the Authority's contract with the Former Supplier contains a contractual right in that

regard which the Authority may enforce, or otherwise so that it requires only that the Authority must use reasonable endeavours to procure that the Former Supplier does or does not act accordingly.

## **7 PENSIONS**

The Supplier shall, and shall procure that each sub-contractor shall, comply with the pensions provisions in the following Annex.

### **5 ANNEX TO PART B PENSIONS**

#### **1 PARTICIPATION**

1.1 The Supplier undertakes to enter into the Admission Agreement.

1.2 The Supplier and the Authority:

(a) undertake to do all such things and execute any documents (including the Admission Agreement) as may be required to enable the Supplier to participate in the Schemes in respect of the Fair Deal Employees;

(b) agree that the arrangements under paragraph 1.1 of this Annex include the body responsible for the Schemes notifying the Authority if the Supplier breaches any obligations it has under the Admission Agreement; and

(c) agree that notwithstanding sub-paragraph (b) the Supplier shall notify the Authority in the event that it breaches any obligation it has under the Admission Agreement and when it intends to remedy such breaches.

1.3 The Supplier shall bear its own costs and all costs that the Authority reasonably incurs in connection with the negotiation, preparation and execution of documents to facilitate the Supplier participating in the Schemes including without limitation current Civil Service pensions administrator onboarding costs .

#### **2 FUTURE SERVICE BENEFITS**

2.1 If the Supplier is rejoining the Schemes for the first time, the Supplier shall procure that the Fair Deal Employees shall be either admitted to or offered continued membership of the relevant section of the Schemes that they became eligible to join on the Relevant Transfer Date and shall continue to accrue or accrue benefits in accordance with the provisions governing the relevant section of the Schemes for service from (and including) the Relevant Transfer Date.

2.2 If staff have already been readmitted to the Schemes, the Supplier shall procure that the Fair Deal Employees, shall be either admitted into, or offered continued membership of, the relevant section of the Schemes that they currently contribute to, or were eligible to join immediately prior to the Relevant Transfer Date and the Supplier shall procure that the Fair Deal Employees continue to accrue benefits in accordance with the provisions governing the relevant section of the Schemes for service from (and including) the Relevant Transfer Date.

2.3 The Supplier undertakes that should it cease to participate in the Schemes for whatever reason at a time when it has Eligible Employees, that it will, at no extra cost to the Authority, provide to any Fair Deal Employee who immediately prior to such cessation remained an Eligible Employee with access to an occupational pension scheme certified by the Government Actuary's Department or any actuary nominated by the Authority in accordance with relevant guidance produced by the Government Actuary's Department as providing benefits which are broadly comparable to those provided by the Schemes on the date the Eligible Employees ceased to participate in the Schemes.

2.4 The Parties acknowledge that the Civil Service Compensation Scheme and the Civil Service Injury Benefit Scheme (established pursuant to section 1 of the Superannuation Act 1972) are not covered by the protection of New Fair Deal.

### **3 FUNDING**

3.1 The Supplier undertakes to pay to the Schemes all such amounts as are due under the Admission Agreement and shall deduct and pay to the Schemes such employee contributions as are required by the Schemes.

3.2 The Supplier shall indemnify and keep indemnified the Authority on demand against any claim by, payment to, or loss incurred by the Schemes in respect of the failure to account to the Schemes for payments received and the nonpayment or the late payment of any sum payable by the Supplier to or in respect of the Schemes.

### **4 PROVISION OF INFORMATION**

The Supplier and the Authority respectively undertake to each other:

- (a) to provide all information which the other Party may reasonably request concerning matters (i) referred to in this Annex and (ii) set out in the Admission Agreement, and to supply the information as expeditiously as possible; and
- (b) not to issue any announcements to the Fair Deal Employees prior to the Relevant Transfer Date concerning the matters stated in this Annex without the consent in writing of the other Party (not to be unreasonably withheld or delayed).

## **5 INDEMNITY**

The Supplier undertakes to the Authority to indemnify and keep indemnified the Authority on demand from and against all and any Losses whatsoever arising out of or in connection with any liability towards the Fair Deal Employees arising in respect of service on or after the Relevant Transfer Date which relate to the payment of benefits under and/or participation in an occupational pension scheme (within the meaning provided for in section 1 of the Pension Schemes Act 1993) or the Schemes.

## **6 EMPLOYER OBLIGATION**

The Supplier shall comply with the requirements of the Pensions Act 2008, section 258 of the Pensions Act 2004 and the Transfer of Employment (Pension Protection) Regulations 2005 for all transferring staff.

## **7 SUBSEQUENT TRANSFERS**

The Supplier shall:

- (a) not adversely affect pension rights accrued by any Fair Deal Employee in the period ending on the Service Transfer Date;
- (b) provide all such co-operation and assistance as the Schemes and the Replacement Supplier and/or the Authority may reasonably require to enable the Replacement Supplier to participate in the Schemes in respect of any Eligible Employee and to give effect to any transfer of accrued rights required as part of participation under the New Fair Deal; and
- (c) for the applicable period either
  - (i) after notice (for whatever reason) is given, in accordance with the other provisions of this Agreement, to terminate the Agreement or any part of the Services; or
  - (ii) after the date which is two (2) years prior to the date of expiry of this Agreement,

ensure that no change is made to pension, retirement and death benefits provided for or in respect of any person who will transfer to the Replacement Supplier or the Authority, no category of earnings which were not previously pensionable are made pensionable and the contributions (if any) payable by such employees are not reduced without (in any case) the prior approval of the Authority (such approval not to be unreasonably withheld). Save that this sub-paragraph shall not apply to any change made as a consequence of participation in an Admission Agreement.

## **8 BULK TRANSFER**

Where the Supplier has set up a broadly comparable pension scheme in accordance with the provisions of paragraph 2.2 above of this Annex, the Supplier agrees to:

- (a) fully fund any such broadly comparable pension scheme in accordance with the funding requirements set by that broadly comparable pension scheme's actuary or by the Government Actuary's Department;
- (b) instruct any such broadly comparable pension scheme's actuary to, and to provide all such co-operation and assistance in respect of any such broadly comparable pension scheme as the Replacement Supplier and/or the Customer may reasonably require, to enable the Replacement Supplier to participate in the Schemes in respect of any Fair Deal Employee that remain eligible for New Fair Deal protection following a Service Transfer;
- (c) allow, in respect of any Fair Deal Employee that remains eligible for New Fair Deal protection, following a Service Transfer, the bulk transfer of past service from any such broadly comparable pension scheme into the Schemes on a day for day service basis and to give effect to any transfer of accrued rights required as part of participation under New Fair Deal, for the avoidance of doubt should the amount offered by the broadly comparable pension scheme be less than the amount required by the Schemes to fund day for day service ("the Shortfall"), the Supplier agrees to pay the Shortfall to the Schemes; and
- (d) indemnify the Customer on demand for any failure to pay the Shortfall as required under sub-paragraph (c) above.

## **PART C: No transfer of employees at commencement of Services**

### **2 PROCEDURE IN THE EVENT OF TRANSFER**

1.1 *The Authority and the Supplier agree that the commencement of the provision of the Services or of any part of the Services will not be a Relevant Transfer in relation to any employees of the Authority and/or any Former Supplier.*

1.2 *If any employee of the Authority and/or a Former Supplier claims, or it is determined in relation to any employee of the Authority and/or a Former Supplier, that his/her contract of employment has been transferred from the Authority and/or the Former Supplier to the Supplier and/or any sub-contractor pursuant to the Employment Regulations or the Acquired Rights Directive then:*

(a) the Supplier shall, and shall procure that the relevant sub-contractor shall, within 5 Working Days of becoming aware of that fact, give notice in writing to the Authority and, where required by the Authority, give notice to the Former Supplier; and

(b) the Authority and/or the Former Supplier may offer (or may procure that a third party may offer) employment to such person within 15 Working Days of the notification by the Supplier or the sub-contractor (as appropriate) or take such other reasonable steps as the Authority or Former Supplier (as the case may be) considers appropriate to deal with the matter provided always that such steps are in compliance with applicable Law.

1.3 If an offer referred to in Paragraph 1.2(b) is accepted (or if the situation has otherwise been resolved by the Authority and/or the Former Supplier), the Supplier shall, or shall procure that the sub-contractor shall, immediately release the person from his/her employment or alleged employment.

1.4 If by the end of the 15 Working Day period specified in Paragraph 1.2(b):

(a) no such offer of employment has been made;

(b) such offer has been made but not accepted; or (c)

the situation has not otherwise been resolved,

the Supplier and/or the sub-contractor may within 5 Working Days give notice to terminate the employment or alleged employment of such person.

### **2 INDEMNITIES**

2.1 Subject to the Supplier and/or the relevant sub-contractor acting in accordance with the provisions of Paragraphs 1.2 to 1.4 and in accordance with all applicable

employment procedures set out in applicable Law and subject also to Paragraph 2.4, the Authority shall:

(a) indemnify the Supplier and/or the relevant sub-contractor against all Employee Liabilities arising out of the termination of the employment of any employees of the Authority referred to in Paragraph 1.2 made pursuant to the provisions of Paragraph 1.4 provided that the Supplier takes, or shall procure that the Notified Sub-contractor takes, all reasonable steps to minimise any such Employee Liabilities; and

(b) procure that the Former Supplier indemnifies the Supplier and/or any Notified Sub-contractor against all Employee Liabilities arising out of termination of the employment of the employees of the Former Supplier referred to in Paragraph 1.2 made pursuant to the provisions of Paragraph 1.4 provided that the Supplier takes, or shall procure that the relevant sub-contractor takes, all reasonable steps to minimise any such Employee Liabilities.

2.2 If any such person as is described in Paragraph 1.2 is neither re employed by the Authority and/or the Former Supplier as appropriate nor dismissed by the Supplier and/or any sub-contractor within the 15 Working Day period referred to in Paragraph 1.4 such person shall be treated as having transferred to the Supplier and/or the sub-contractor (as appropriate) and the Supplier shall, or shall procure that the sub-contractor shall, comply with such obligations as may be imposed upon it under Law.

2.3 Where any person remains employed by the Supplier and/or any sub-

contractor pursuant to Paragraph 2.2, all Employee Liabilities in relation to such employee shall remain with the Supplier and/or the sub-contractor and the Supplier shall indemnify the Authority and any Former Supplier, and shall procure that the sub-contractor shall indemnify the Authority and any Former Supplier, against any Employee Liabilities that either of them may incur in respect of any such employees of the Supplier and/or employees of the subcontractor.

2.4 The indemnities in Paragraph 2.1:

(a) shall not apply to:

(i) any claim for:

(A) discrimination, including on the grounds of sex, race, disability, age, gender reassignment, marriage or civil partnership, pregnancy and maternity or sexual orientation, religion or belief; or

(B) equal pay or compensation for less favourable treatment of part-time workers or fixed-term employees,

in any case in relation to any alleged act or omission of the Supplier and/or any sub-contractor; or

(ii) any claim that the termination of employment was unfair because the Supplier and/or any sub-contractor neglected to follow a fair dismissal procedure; and

(b) shall apply only where the notification referred to in Paragraph 1.2(a) is made by the Supplier and/or any sub-contractor to the Authority and, if applicable, Former Supplier within 6 months of the Effective Date.

### **3 PROCUREMENT OBLIGATIONS**

Where in this Part C the Authority accepts an obligation to procure that a Former Supplier does or does not do something, such obligation shall be limited so that it extends only to the extent that the Authority's contract with the Former Supplier contains a contractual right in that regard which the Authority may enforce, or otherwise so that it requires only that the Authority must use reasonable endeavours to procure that the Former Supplier does or does not act accordingly.

## **PART D: Employment Exit Provisions**

### **3 PRE-SERVICE TRANSFER OBLIGATIONS**

1.1 The Supplier agrees that within 20 Working Days of the earliest of:

- (a) receipt of a notification from the Authority of a Service Transfer or intended Service Transfer;
- (b) receipt of the giving of notice of early termination or any Partial Termination of this Agreement;
- (c) the date which is 12 months before the end of the Term; and
- (d) receipt of a written request of the Authority at any time (provided that the Authority shall only be entitled to make one such request in any 6 month period),

it shall provide in a suitably anonymised format so as to comply with the DPA, the Supplier's Provisional Supplier Personnel List, together with the Staffing Information in relation to the Supplier's Provisional Supplier Personnel List and it shall provide an updated Supplier's Provisional Supplier Personnel List at such intervals as are reasonably requested by the Authority.

1.2 At least 20 Working Days prior to the Service Transfer Date, the Supplier shall provide to the Authority or at the direction of the Authority to any Replacement Supplier and/or any Replacement Sub-contractor:

- (a) the Supplier's Final Supplier Personnel List, which shall identify which of the Supplier Personnel are Transferring Supplier Employees; and
- (b) the Staffing Information in relation to the Supplier's Final Supplier Personnel List (insofar as such information has not previously been provided).

1.3 The Authority shall be permitted to use and disclose information provided by the Supplier under Paragraphs 1.1 and 1.2 for the purpose of informing any prospective Replacement Supplier and/or Replacement Sub-contractor.

1.4 The Supplier warrants, for the benefit of the Authority, any Replacement Supplier, and any Replacement Sub-contractor that all information provided pursuant to Paragraphs 1.1 and 1.2 shall be true and accurate in all material respects at the time of providing the information.

1.5 From the date of the earliest event referred to in Paragraph 1.1(a), 1.1(b) and 1.1(c), the Supplier agrees, that it shall not, and agrees to procure that each sub-contractor shall not, assign any person

to the provision of the Services who is not listed on the Supplier's Provisional Supplier Personnel List and shall not without the approval of the Authority (not to be unreasonably withheld or delayed):

(a) replace or re-deploy any Supplier Personnel listed on the Supplier Provisional Supplier Personnel List other than where any replacement is of equivalent grade, skills, experience and expertise and is employed on the same terms and conditions of employment as the person he/she replaces;

(b) make, promise, propose, permit or implement any material changes to the terms and conditions of employment of the Supplier Personnel (including any payments connected with the termination of employment);

(c) increase the proportion of working time spent on the Services (or the relevant part of the Services) by any of the Supplier Personnel save for fulfilling assignments and projects previously scheduled and agreed;

(d) introduce any new contractual or customary practice concerning the making of any lump sum payment on the termination of employment of any employees listed on the Supplier's Provisional Supplier Personnel

List;

(e) increase or reduce the total number of employees so engaged, or deploy any other person to perform the Services (or the relevant part of the Services); or

(f) terminate or give notice to terminate the employment or contracts of any persons on the Supplier's Provisional Supplier Personnel List save by due disciplinary process,

and shall promptly notify, and procure that each sub-contractor shall promptly notify, the Authority or, at the direction of the Authority, any Replacement Supplier and any Replacement Sub-contractor of any notice to terminate employment given by the Supplier or relevant sub-contractor or received from any persons listed on the Supplier's Provisional Supplier Personnel List regardless of when such notice takes effect.

1.6 During the Term, the Supplier shall provide, and shall procure that each subcontractor shall provide, to the Authority any information the Authority may reasonably require relating to the manner in which the Services are organised, which shall include:

(a) the numbers of employees engaged in providing the Services;

(b) the percentage of time spent by each employee engaged in providing the Services;

(c) the extent to which each employee qualifies for membership of any of the Schemes or any broadly comparable scheme set up pursuant to the provisions of paragraph 2.2 of the Annex (Pensions) to Part A of this Call Off Schedule 10 or paragraph 2.3 of the Annex (Pensions) to Part

B of this Call Off Schedule 10 (as appropriate); and

(d) a description of the nature of the work undertaken by each employee by location.

1.7 The Supplier shall provide, and shall procure that each sub-contractor shall provide, all reasonable cooperation and assistance to the Authority, any Replacement Supplier and/or any Replacement Sub-contractor to ensure the smooth transfer of the Transferring Supplier Employees on the Service Transfer Date including providing sufficient information in advance of the Service Transfer Date to ensure that all necessary payroll arrangements can be made to enable the Transferring Supplier Employees to be paid as appropriate. Without prejudice to the generality of the foregoing, within 5 Working Days following the Service Transfer Date, the Supplier shall provide, and shall procure that each sub-contractor shall provide, to the Authority or, at the direction of the Authority, to any Replacement Supplier and/or any Replacement Sub-contractor (as appropriate), in respect of each person on the Supplier's Final Supplier Personnel List who is a Transferring Supplier Employee:

- (a) the most recent month's copy pay slip data;
- (b) details of cumulative pay for tax and pension purposes;
- (c) details of cumulative tax paid;
- (d) tax code;
- (e) details of any voluntary deductions from pay; and
- (f) bank/building society account details for payroll purposes.

## **2 EMPLOYMENT REGULATIONS EXIT PROVISIONS**

2.1 The Authority and the Supplier acknowledge that subsequent to the commencement of the provision of the Services, the identity of the provider of the Services (or any part of the Services) may change (whether as a result of termination or Partial Termination of this Agreement or otherwise) resulting in the Services being undertaken by a Replacement Supplier and/or a Replacement Sub-contractor. Such change in the identity of the supplier of such services may constitute a Relevant Transfer to which the Employment Regulations and/or the Acquired Rights Directive will apply. The Authority and the Supplier further agree that, as a result of the

operation of the Employment Regulations, where a Relevant Transfer occurs, the contracts of employment between the Supplier and the Transferring Supplier Employees (except in relation to any contract terms disapplied through operation of regulation 10(2) of the Employment Regulations) will have effect on and from the Service Transfer Date as if originally made between the Replacement Supplier and/or a Replacement Sub-contractor (as the case may be) and each such Transferring Supplier Employee.

2.2 The Supplier shall, and shall procure that each sub-contractor shall, comply with all its obligations in respect of the Transferring Supplier Employees arising under the Employment Regulations in respect of the period up to (and including) the Service Transfer Date and shall perform and discharge, and procure that each sub-contractor shall perform and discharge, all its obligations in respect of all the Transferring Supplier Employees arising in respect of the period up to (and including) the Service Transfer Date (including the payment of all remuneration, benefits, entitlements and outgoings, all wages, accrued but untaken holiday pay, bonuses, commissions, payments of PAYE, national insurance contributions and pension contributions and all such sums due as a result of any Fair Deal Employees' participation in the Schemes which in any case are attributable in whole or in part to the period ending on (and including) the Service Transfer Date) and any necessary apportionments in respect of any periodic payments shall be made between: (i) the Supplier and/or the sub-contractor (as appropriate); and (ii) the Replacement Supplier and/or Replacement Subcontractor.

2.3 Subject to Paragraph 2.4, the Supplier shall indemnify the Authority and/or the Replacement Supplier and/or any Replacement Sub-contractor against any Employee Liabilities arising from or as a result of:

- (a) any act or omission of the Supplier or any Sub-contractor in respect of any Transferring Supplier Employee or any appropriate employee representative (as defined in the Employment Regulations) of any Transferring Supplier Employee whether occurring before, on or after the Service Transfer Date;
- (b) the breach or non-observance by the Supplier or any sub-contractor occurring on or before the Service Transfer Date of:
  - (i) any collective agreement applicable to the Transferring Supplier Employees; and/or
  - (ii) any other custom or practice with a trade union or staff association in respect of any Transferring Supplier Employees which the Supplier or any sub-contractor is contractually bound to honour;
- (c) any claim by any trade union or other body or person representing any Transferring Supplier Employees arising from or connected with any failure by the Supplier or a sub-contractor to comply

with any legal obligation to such trade union, body or person arising on or before the Service Transfer Date;

(d) any proceeding, claim or demand by HMRC or other statutory authority in respect of any financial obligation including, but not limited to, PAYE and primary and secondary national insurance contributions:

(i) in relation to any Transferring Supplier Employee, to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations arising on and before the Service Transfer Date; and

(ii) in relation to any employee who is not identified in the Supplier's Final Supplier Personnel list, and in respect of whom it is later alleged or determined that the Employment Regulations applied so as to transfer his/her employment from the Supplier to the Authority and/or Replacement Supplier and/or any Replacement Sub-contractor, to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations arising on or before the Service Transfer Date;

(e) a failure of the Supplier or any sub-contractor to discharge or procure the discharge of all wages, salaries and all other benefits and all PAYE tax deductions and national insurance contributions relating to the Transferring Supplier Employees in respect of the period up to (and including) the Service Transfer Date);

(f) any claim made by or in respect of any person employed or formerly employed by the Supplier or any sub-contractor other than a Transferring Supplier Employee identified in the Supplier's Final Supplier Personnel list for whom it is alleged the Authority and/or the Replacement Supplier and/or any Replacement Sub-contractor may be liable by virtue of this Agreement and/or the Employment Regulations and/or the Acquired Rights Directive; and

(g) any claim made by or in respect of a Transferring Supplier Employee or any appropriate employee representative (as defined in the Employment Regulations) of any Transferring Supplier Employee relating to any act or omission of the Supplier or any sub-contractor in relation to its obligations under regulation 13 of the Employment Regulations, except to the extent that the liability arises from the failure by the Authority and/or Replacement Supplier to comply with regulation 13(4) of the Employment Regulations.

2.4 The indemnities in Paragraph 2.3 shall not apply to the extent that the Employee Liabilities arise or are attributable to an act or omission of the Replacement Supplier and/or any Replacement Sub-contractor whether occurring or having its

origin before, on or after the Service Transfer Date, including any Employee Liabilities:

- (a) arising out of the resignation of any Transferring Supplier Employee before the Service Transfer Date on account of substantial detrimental changes to his/her working conditions proposed by the Replacement Supplier and/or any Replacement Sub-contractor to occur in the period on or after the Service Transfer Date); or
- (b) arising from the Replacement Supplier's failure, and/or Replacement Sub-contractor's failure, to comply with its obligations under the Employment Regulations.

2.5 If any person who is not identified in the Supplier's Final Supplier Personnel list claims, or it is determined in relation to any person who is not identified in the Supplier's Final Supplier Personnel list a Transferring Supplier Employee, that his/her contract of employment has been transferred from the Supplier or any sub-contractor to the Replacement Supplier and/or Replacement Subcontractor pursuant to the Employment Regulations or the Acquired Rights Directive, then:

- (a) the Authority shall procure that the Replacement Supplier shall, or any Replacement Sub-contractor shall, within 5 Working Days of becoming aware of that fact, give notice in writing to the Supplier; and
- (b) the Supplier may offer (or may procure that a sub-contractor may offer) employment to such person within 15 Working Days of the notification by the Replacement Supplier and/or any and/or Replacement Subcontractor or take such other reasonable steps as it considers appropriate to deal with the matter provided always that such steps are in compliance with Law.

2.6 If such offer is accepted, or if the situation has otherwise been resolved by the Supplier or a sub-contractor, the Authority shall procure that the Replacement Supplier shall, or procure that the Replacement Sub-contractor shall, immediately release or procure the release of the person from his/her employment or alleged employment.

2.7 If after the 15 Working Day period specified in Paragraph 2.5(b) has elapsed:

- (a) no such offer of employment has been made;
- (b) such offer has been made but not accepted; or
- (c) the situation has not otherwise been resolved

the Authority shall advise the Replacement Supplier and/or Replacement Subcontractor, as appropriate that it may within 5 Working Days give notice to terminate the employment or alleged employment of such person.

2.8 Subject to the Replacement Supplier and/or Replacement Sub-contractor acting in accordance with the provisions of Paragraphs 2.5 to 2.7, and in accordance with all applicable proper employment procedures set out in applicable Law, the Supplier shall indemnify the Replacement Supplier and/or Replacement Sub-contractor against all Employee Liabilities arising out of the termination of employment pursuant to the provisions of Paragraph 2.7 provided that the Replacement Supplier takes, or shall procure that the Replacement Sub-contractor takes, all reasonable steps to minimise any such Employee Liabilities.

2.9 The indemnity in Paragraph 2.8:

(a) shall not apply to:

(i) any claim for:

(A) discrimination, including on the grounds of sex, race, disability, age, gender reassignment, marriage or civil partnership, pregnancy and maternity or sexual orientation, religion or belief; or

(B) equal pay or compensation for less favourable treatment of part-time workers or fixed-term employees,

in any case in relation to any alleged act or omission of the Replacement Supplier and/or Replacement Sub-contractor; or

(ii) any claim that the termination of employment was unfair because the Replacement Supplier and/or Replacement Subcontractor neglected to follow a fair dismissal procedure; and

(b) shall apply only where the notification referred to in Paragraph 2.5(a) is

made by the Replacement Supplier and/or Replacement Subcontractor to the Supplier within 6 months of the Service Transfer Date.

2.10 If any such person as is described in Paragraph 2.5 is neither re-employed by the Supplier or any sub-contractor nor dismissed by the Replacement Supplier and/or Replacement Sub-contractor within the time scales set out in Paragraphs 2.5 to 2.7, such person shall be treated as a Transferring Supplier Employee.

2.11 The Supplier shall comply, and shall procure that each sub-contractor shall comply, with all its obligations under the Employment Regulations and shall perform and discharge, and shall procure that each sub-contractor shall perform and discharge, all its obligations in

respect of any person identified in the Supplier's Final Supplier Personnel list before and on the Service Transfer Date (including the payment of all remuneration, benefits, entitlements and outgoings, all wages, accrued but untaken holiday pay, bonuses, commissions, payments of PAYE, national insurance contributions and pension contributions and such sums due as a result of any Fair Deal Employees' participation in the Schemes and any requirement to set up a broadly comparable pension scheme which in any case are attributable in whole or in part in respect of the period up to (and including) the Service Transfer Date) and any necessary apportionments in respect of any periodic payments shall be made between:

- (a) the Supplier and/or any sub-contractor; and
- (b) the Replacement Supplier and/or the Replacement Sub-contractor.

2.12 The Supplier shall, and shall procure that each sub-contractor shall, promptly provide to the Authority and any Replacement Supplier and/or Replacement sub-contractor, in writing such information as is necessary to enable the Authority, the Replacement Supplier and/or Replacement Sub-contractor to carry out their respective duties under regulation 13 of the Employment Regulations. The Authority shall procure that the Replacement Supplier and/or Replacement Sub-contractor, shall promptly provide to the Supplier and each sub-contractor in writing such information as is necessary to enable the Supplier and each sub-contractor to carry out their respective duties under regulation 13 of the Employment Regulations.

2.13 Subject to Paragraph 2.14, the Authority shall procure that the Replacement Supplier indemnifies the Supplier on its own behalf and on behalf of any

Replacement Sub-contractor and its sub-contractors against any Employee Liabilities arising from or as a result of:

- (a) any act or omission of the Replacement Supplier and/or Replacement Sub-contractor in respect of any Transferring Supplier Employee identified in the Supplier's Final Supplier Personnel List or any appropriate employee representative (as defined in the Employment Regulations) of any such Transferring Supplier Employee;
- (b) the breach or non-observance by the Replacement Supplier and/or Replacement Sub-contractor on or after the Service Transfer Date of:
  - (i) any collective agreement applicable to the Transferring Supplier

Employees identified in the Supplier's Final Supplier Personnel List; and/or

(ii) any custom or practice in respect of any Transferring Supplier Employees identified in the Supplier's Final Supplier Personnel List which the Replacement Supplier and/or Replacement Subcontractor is contractually bound to honour;

(c) any claim by any trade union or other body or person representing any Transferring Supplier Employees identified in the Supplier's Final Supplier Personnel List arising from or connected with any failure by the Replacement Supplier and/or Replacement Subcontractor to comply with any legal obligation to such trade union, body or person arising on or after the Service Transfer Date;

(d) any proposal by the Replacement Supplier and/or Replacement Subcontractor to change the terms and conditions of employment or working conditions of any Transferring Supplier Employees identified in the Supplier's Final Supplier Personnel List on or after their transfer to the Replacement Supplier or Replacement Sub-contractor (as the case may be) on the Service Transfer Date, or to change the terms and conditions of employment or working conditions of any person identified in the Supplier's Final Supplier Personnel List who would have been a Transferring Supplier Employee but for their resignation (or decision to treat their employment as terminated under regulation 4(9) of the Employment Regulations) before the Service Transfer Date as a result of or for a reason connected to such proposed changes;

(e) any statement communicated to or action undertaken by the Replacement Supplier or Replacement Sub-contractor to, or in respect of, any Transferring Supplier Employee identified in the Supplier's Final Supplier Personnel List on or before the Service Transfer Date regarding the Relevant Transfer which has not been agreed in advance with the Supplier in writing;

(f) any proceeding, claim or demand by HMRC or other statutory authority in respect of any financial obligation including, but not limited to, PAYE and primary and secondary national insurance contributions:

(i) in relation to any Transferring Supplier Employee identified in the

Supplier's Final Supplier Personnel List, to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations arising after the Service Transfer Date; and

(ii) in relation to any employee who is not a Transferring Supplier Employee identified in the Supplier's Final Supplier Personnel List, and in respect of whom it is later alleged or determined that the Employment Regulations applied so as to transfer his/her employment from the

Supplier or sub-contractor, to the Replacement Supplier or Replacement Sub-contractor to the extent that the proceeding, claim or demand by HMRC or other statutory authority relates to financial obligations arising after the Service Transfer Date;

(g) a failure of the Replacement Supplier or Replacement Sub-contractor to discharge or procure the discharge of all wages, salaries and all other benefits and all PAYE tax deductions and national insurance contributions relating to the Transferring Supplier Employees identified in the Supplier's Final Supplier Personnel List in respect of the period from (and including) the Service Transfer Date; and

(h) any claim made by or in respect of a Transferring Supplier Employee identified in the Supplier's Final Supplier Personnel List or any appropriate employee representative (as defined in the Employment Regulations) of any such Transferring Supplier Employee relating to any act or omission of the Replacement Supplier or Replacement Subcontractor in relation to obligations under regulation 13 of the Employment Regulations.

2.14 The indemnities in Paragraph 2.13 shall not apply to the extent that the Employee Liabilities arise or are attributable to an act or omission of the Supplier and/or any sub-contractor (as applicable) whether occurring or having its origin before, on or after the Service Transfer Date, including any Employee Liabilities arising from the failure by the Supplier and/or any subcontractor (as applicable) to comply with its obligations under the Employment Regulations.

## **ANNEX: LIST OF NOTIFIED SUB-CONTRACTORS**

## **APPENDIX G TO CLAUSE 1 OF SCHEDULE 1**

### **6      TRANSFER VALUES**

Bulk transfer values will be inserted in the Contract prior to signing.

## Schedule 2

### Processing, Personal Data and Data Subjects

Description	Details
Subject matter of the Processing	<p>The subject matter is the personal data of Learners on education or training programmes administered by the ESFA that are subject to this Contract as defined in the ESFA privacy notice and ILR specification and its appendices.</p> <p><a href="https://www.gov.uk/government/publications/esfa-privacy-notice">https://www.gov.uk/government/publications/esfa-privacy-notice</a></p> <p><a href="https://www.gov.uk/government/collections/individualised-learnerrecord-ilr">https://www.gov.uk/government/collections/individualised-learnerrecord-ilr</a></p>
Duration of the Processing	<p>The duration of the Processing covers the data returns to the ESFA as defined in Appendix A of the ILR specification to enable funding and audit of the learning programmes defined in this Contract.</p> <p><a href="https://www.gov.uk/government/collections/individualised-learnerrecord-ilr">https://www.gov.uk/government/collections/individualised-learnerrecord-ilr</a></p>
Nature and purposes of the Processing	<p>The nature and purposes of the processing is defined in the ESFA privacy notice.</p> <p><a href="https://www.gov.uk/government/publications/esfa-privacy-notice">https://www.gov.uk/government/publications/esfa-privacy-notice</a></p> <p>The Contractor will be required to submit the data to the ESFA as set out in Clause 16 Submission of Learner Data of this Contract.</p>
Type of personal data	<p>The personal data to be processed is defined in the ILR specification.</p> <p><a href="https://www.gov.uk/government/collections/individualised-learnerrecord-ilr">https://www.gov.uk/government/collections/individualised-learnerrecord-ilr</a></p>

Categories of data subject	The data subjects are Learners on education or training programmes administered by the ESFA that are subject to this Contract.
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Description	Details
Retention and destruction of the data once the processing is complete UNLESS requirement under union or member state law to preserve that type of data	<p>Information on how the data must be supplied to the ESFA is detailed in the ILR specification and its appendices.</p> <p><a href="https://www.gov.uk/government/collections/individualised-learnerrecord-ilr">https://www.gov.uk/government/collections/individualised-learnerrecord-ilr</a></p> <p>For the purposes of both the DfE and the Department for Work &amp; Pensions as data controllers of the data, the Contractor is required to retain the data for the funding and audit purposes set out in this Contract until 31 December 2030</p> <p>The Contractor (and any other data controller) is responsible for determining any further need to process the data, including its retention, prior to secure destruction.</p>



# **SPECIFICATION**

**INVITATION TO TENDER: 30399**

**Supply of Skills Support to the Unemployed**

**DATE: 2018**

## ESF: Skills Support to the Unemployed

### DEFINITION OF TERMS

**Basic Skills:** means one or more of the following: literacy (English); numeracy (maths) or ESOL (where English is not the Participant's 'mother tongue') (at entry level or above).

**Contract:** has the meaning given in the terms and conditions of contract.

**Contract Period:** has the meaning given in the Contract.

**Contractor:** means the contractor who is appointed to supply the Services in a Lot Area.

**Conversion Rates:** means the rates at which ESFA expects Participants should be able to achieve Progression Outcomes as described in Table B.

**Disability:** The main national definition is as defined in section 6 of the Equality Act 2010. See link. <https://www.gov.uk/definition-of-disability-under-equality-act-2010> which refers to a person who: (i) has a physical or mental impairment; and (ii) the impairment has a substantial and long term negative effect on a person's ability to carry out normal day to day activities.

**Disabled:** means a person with a Disability.

**Eligible:** means Inactive or Unemployed individuals who are aged 16 or over who meet the Eligibility Criteria and are otherwise eligible to receive the Services.

**Eligibility Criteria:** the eligibility criteria set out in European Social Fund Programme for England 2014-2020 National Eligibility Rules, linked here: [https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/626878/ESF\\_national\\_eligibility\\_rules.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/626878/ESF_national_eligibility_rules.pdf) which describe the criteria for assessing whether an individual is entitled to receive the benefit of the Services.

**Employed:** People are employed if they perform work for pay, profit or family gain. People are self-employed if they work in his/her own business for the purpose of earning a profit, even if they are not making a profit or are just setting up. This also includes individuals on zero hour contracts.

**Evidence Requirements:** means the requirements set out in Funding Rules 2014-2020 ESF Programme ESF Specification Deliverables Requirements.

**Funding Rules:** The document that sets out the funding and performance-management rules for the European Social Fund (ESF) 2014 to 2020 Programme for contracts

operating from 1 April 2019.

**Inactive:** Inactive individuals are persons currently not part of the labour force (in the sense that they are not Employed or they are Unemployed). Full time students are considered as inactive as they are not available for work.

**IAG:** Information, advice and guidance service offered to Participants by the Contractor as part of the Services.

**Individual Learning Plan:** means an individual learning plan as set out in the Funding Rules.

**LARS:** means the Learning Aims Reference Service as described here  
<https://hub.fasst.org.uk/Learning%20Aims/Pages/default.aspx>

**Less Developed Area:** a region where GDP per capita is less than 75% of the EU-27 average [http://ec.europa.eu/eurostat/statistics-explained/index.php?title=National\\_accounts\\_and\\_GDP](http://ec.europa.eu/eurostat/statistics-explained/index.php?title=National_accounts_and_GDP)

**LEP:** has the meaning given in the Contract.

**Lot Area:** the geographical area in which the Services are required to be delivered.

**Maximum Contract Value:** means the maximum amount which the Contractor may be paid by the ESFA under this Contract per Lot Area, as specified in Part 5.

**More Developed Area:** a region where GDP per capita is above 90% of the EU-27 average [http://ec.europa.eu/eurostat/statistics-explained/index.php?title=National\\_accounts\\_and\\_GDP](http://ec.europa.eu/eurostat/statistics-explained/index.php?title=National_accounts_and_GDP)

**Non-Regulated Activity:** those activities that are listed as non-regulated in the Learning Aims Reference Service (LARS):  
<https://hub.fasst.org.uk/Learning%20Aims/Pages/default.aspx>

**Outcome:** means:

- i. a Participant Assessment and ILP Outcome (ST01);
  - ii. a Regulated Learning Outcome (RQ01);
  - iii. a Non Regulated Activity Outcome (NR01);
  - iv. a Progression Paid Employment Outcome (PG01);
  - v. a Progression Education Outcome (PG03);
  - vi. a Progression Apprenticeship Outcome (PG04); or
  - vii. a Progression Traineeship Outcome (PG05)
- each as more particularly described in the Evidence Requirements.

**Outcome Payment:** means the payment to be made by the ESFA to the Contractor per Outcome achieved by a Participant (subject to the Contractor achieving the Evidence Requirements) in accordance with Part 3 (Funding Model).

**Participant:** means an Eligible individual who receives the Services in the Lot Area in accordance with the Contract.

**Priority Axis:** means an Investment Priority. Each Priority Axis of the Operational Programme for ESF brings together one or more Investment Priorities. The Investment Priorities are set out in the ESF 2014 – 2020 Operational Programme.

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/461596/ESF\\_Operational\\_Programme\\_2014\\_-\\_2020\\_V.01.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/461596/ESF_Operational_Programme_2014_-_2020_V.01.pdf)

**Progression Outcome:** means any one of: a Progression Paid Employment Outcome (PG01), a Progression Education Outcome (PG03), a Progression Apprenticeship Outcome (PG04) or a Progression Traineeship Outcome (PG05), each as more particularly described in the Evidence Requirements.

**Qualifications:** means a formal outcome assessment and validation process which is obtained when a competent body determines that an individual has achieved learning outcomes to given standards.

**Regulated Learning:** are those activities that are listed as regulated in the Learning Aims Reference Service (LARS): <https://hub.fasst.org.uk/Learning%20Aims/Pages/default.aspx>

**Regulated Qualifications Framework:**

[https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment\\_data/file/461298/RQF\\_Bookcase.pdf](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/461298/RQF_Bookcase.pdf)

**Service Commencement Date:** has the meaning given in the Contract.

**Services:** The provision of education, training or support delivered to Participants in the Lot Area in accordance with the Contract so as to achieve one or more Outcomes in respect of Participants.

**Supplementary Data Return:** means the return to claim funding based on information not collected through the Individualised Learner Record (ILR). <https://www.gov.uk/government/publications/sfa-supplementary-data-collection>

**Survey:** Where applicable, long term sustained outcomes, over 6 months will be monitored separately. Some ESF indicators will be collected by survey by the ESF Managing Authority directly from the Participants.

**Transition Area:** a region where GDP per capita is between 75% and 90% of the EU-27 average [http://ec.europa.eu/eurostat/statistics-explained/index.php?title=National\\_accounts\\_and\\_GDP](http://ec.europa.eu/eurostat/statistics-explained/index.php?title=National_accounts_and_GDP)

**Unemployed:** refers to persons who are without work, available for work and actively seeking work. Persons considered registered unemployed would be included. Where the period of unemployment is greater than 6 months for a person under 25 years old and

greater than 12 months for who is 25 years old or older then the persons are classed as long-term Unemployed.

<b>PART 1: SERVICE REQUIREMENTS</b>

1. The Contractor shall commence delivery of the Services immediately with effect from the Service Commencement Date.
2. The Contractor shall:
  - a. undertake a robust initial assessment of Participants;
  - b. deliver vocational training which must be regulated units and qualifications on the Regulated Qualifications Framework; and
  - c. be able to support Participants into higher levels of training and workplace progression.
  - d. Ensure that where subcontractors are used they are fully resourced and staffed to perform their elements of the Services.
3. The Contractor shall maintain a physical operational base within the Lot Area throughout the Contract Period and shall otherwise ensure it is able to provide Services to the whole of the Lot Area.
4. The Contractor shall ensure that it is fully resourced to commence delivery of the Services on the Service Commencement Date.

#### ***Management and quality assurance***

5. The Contractor shall put in place and maintain effective management arrangements throughout the Contract Period. The Contractor's management arrangement shall include (without limitation) arrangements to ensure that:
  - a. the Services are delivered in accordance with this Contract;
  - b. the needs of Participants are fulfilled;
  - c. the Services are delivered to a high quality throughout the Contract Period; and
  - d. effective quality assurance and improvement processes are in place.
6. The Contractor shall ensure that the Services are flexible and responsive to local conditions, the changing economic and political landscape and take into consideration that the Services may need to change during the life of the Contract. The Contractor shall make such changes to the Services as may be required by ESFA from time to time to reflect such changes.

#### ***Partnership working***

7. The Contractor shall ensure that Services complement and avoid duplication with similar existing provision, including (but not limited to) services offered to Participants by CFO Co-financing, Department for Work and Pensions, Big Lottery, Mayoral Combined Authority, Education and Skills Funding Agency, local authorities, National Careers Service and the Careers Enterprise Company funded provision.
8. The Contractor shall ensure that the Services are designed to reflect local needs and opportunities and are updated from time to time to respond to changes to local needs and opportunities as well as policy changes.
9. The Contractor shall establish linkages with and have an understanding of local stakeholder needs and develop strong links with the key stakeholders in their Lot Area.
10. The Contractor shall establish links with Jobcentre Plus and shall ensure that visits to public or private sector employers are made in conjunction with Jobcentre Plus and National Careers Service wherever possible to ensure a smooth, efficient and joined up approach.
11. The Contractor shall co-operate with Jobcentre Plus when working with Jobcentre Plus clients including but not limited to notifying Jobcentre Plus:
  - a. when Participants fail to attend training; and
  - b. of any instances where Participants leave training due to starting work.

### ***Market intelligence and local knowledge***

12. The Contractor shall ensure that the Services are designed and delivered to:
  - a. take into account conditions prevailing in the Lot Area as described in Part 4 with respect to the current employment market and the current and future social and economic indicators including labour market intelligence;
  - b. target local skills shortages and gaps within the Lot Area;
  - c. work alongside any existing skills support structures the Lot Area.

### ***Management information and reporting***

13. The Contractor shall develop and operate a management information systems which enables the submission of data to the ESFA via the Individual Learner Record (ILR)

and provides for Supplementary Data Returns.

14. The Contractor shall ensure that all evidence required to support payments is collected and retained in accordance with the Evidence Requirements before the Contractor makes a claim for payment from the ESFA. The Contractor will provide supporting evidence to ESFA on request.
15. The Contractor shall provide LEPs and the ESFA with details of the Regulated Learning and Non-Regulated Activity that is provided by its subcontractors as reasonably requested broken down to the level requested e.g. ward/district.
16. The Contractor shall provide ESFA with a monthly report by the 4<sup>th</sup> working day in each month setting out such performance data as the ESFA may reasonably require including (but not limited to):
  - a. Participant and employer data at ward/district level covering the referral source, the qualifications offered and delivered, the cohorts supported, the employer information, the sector of employer and sector of support provided; b. pipeline activity;
  - c. progress made against the Contractor's profile for delivery of the Services;
  - d. actions that the Contractor proposes to undertake if performance has not met the anticipated profile;
  - e. current and future employer and partner engagement;
  - f. where the Contractor is providing services under another contract separate returns shall be required in respect of each such contract.
17. The information listed in clause 15 is not exhaustive. The ESFA, the LEP and the Contractor shall meet to refine these requirements prior to the Service Commencement Date.
18. The aim of the Services is to deliver bespoke support and training for the Unemployed and the economically Inactive who are seeking to return to the labour market but are facing skills related barriers. The Contractor will deliver the vocationally related skills needed by local employers.
19. The Contractor shall design and deliver the Services with the aim of improving the employability of Unemployed (including long-term unemployed) people, so that they can compete effectively in the labour market.
20. The Contractor shall ensure that the Services:
  - a. provide Participants with support so that they can compete effectively in the labour market;

- b. encourage Inactive people to participate in the labour market and to improve their employability;
- c. address the Basic Skills needs of Unemployed and Inactive people so that they can compete effectively in the labour market;
- d. provide support for women who are underrepresented in the labour market, and particularly those who are currently Inactive, to contribute to efforts to reduce the gender employment gap.

**56. *Content of the Services: the Participant's journey***

*Identifying Participants*

21. The Contractor shall:

- a. actively promote the Services throughout the whole Lot Area, with particular focus on areas of highest need;
- b. identify, engage with and recruit Eligible persons to be Participants within the Lot Area; and
- c. employ such methods of engagement as it considers are best suited to maximise engagement with Eligible persons in the Lot Area.

*Eligibility*

22. The Contractor shall assess all prospective Participants to ensure that they are Eligible to receive the benefit of the Services. The Contractor shall retain records of all assessments and shall provide them to the ESFA on request in accordance with the Evidence Requirements.

*Induction*

23. The Contractor shall develop and deliver an induction programme for new Participants which is flexible enough to gain early engagement with them.

*Initial Assessment and ILP*

24. For each Participant, the Contractor shall:
- a. carry out a comprehensive initial assessment of the Participant's existing skills and needs;
  - b. identify gaps in employer requirements and/or opportunities for self-employment and apprenticeships;
  - c. develop a bespoke ILP for the Participant which takes into account the findings of the initial assessment.

*Overcome barriers to engagement*

25. The Contractor shall ensure that the Services address any mobility barriers to engagement, including, in particular, with regard to difficulties Participants may have in relation to accessibility to premises and transport. The Contractor shall take reasonable steps to address any such barriers, including (where practicable) by providing support for small groups in areas that are remote or difficult to access.

*Provide IAG*

26. The Contractor must include the effective use of high quality IAG at all stages of a Participant's ILP. This shall include an overview of the local labour market that will enable Participants to progress into a suitable, sustainable and successful Outcome.
27. The Contractor must provide Participants with advice on vacancies, job search, CV writing and interview techniques and assistance with registering, searching and applying for apprenticeship vacancies on [www.apprenticeships.org.uk](http://www.apprenticeships.org.uk).
28. The Contractor shall ensure that the Services:
- a. are flexible to support individual employability and social mobility including roll-on, roll-off, year round, responsive delivery;
  - b. accommodates current benefit restrictions/rules where Participants are also claimants;
  - c. is designed to help move people into sustainable work, apprenticeships or selfemployment.

*Development and delivery of support and training*

29. The Contractor shall ensure that the Services:
- a. are designed to develop and deliver pre-employment support and training, including team working, coaching and mentoring, confidence building and employability training;
  - b. deliver activity that promotes vocational pathways, work experience and volunteering and provide one-to-one mentoring.
30. The Contractor shall ensure that the Services include:
- a. functional skills training, including literacy and ICT (promoting digital competence within the labour market);
  - b. ESOL provision;
  - c. learning programmes for learners with special educational needs;
  - d. support independence skills for those with learning difficulties;
  - e. the provision of training to support self-employment where this reflects the aspirations of the Participant being supported and is set out in the Participant's ILP.

31. The Contractor shall support Participants in order to address any personal and social barriers to employment which may include the purchase of tools, travel costs, childcare and the purchase of personal protective equipment if required.
32. The Contractor shall ensure that any licence costs which a Participant has paid in relation to their training (such as a Construction Skills Certification Scheme (CSCS) card, SIA (Security Industry Authority) Licence are reimbursed to the Participant. For the avoidance of doubt, such costs are integrated into the Outcome Payment Participant.
33. The Contractor shall ensure that:
- a. the Services support sustained engagement, transition and progression through the creation of individual support packages which are appropriate to the particular needs of the Participant;
  - b. all Participants receive regular progress reviews as determined at initial assessment; and
  - c. all Participants receive an exit interview.

*Provide Regulated Learning / Non Regulated Activity*

34. The Contractor shall ensure that each Participant is provided with a bespoke ILP comprising Regulated Learning and/or Non-Regulated Activity in accordance with the needs of the Participant. All learning aims must be identified on LARS and must contribute towards addressing the barriers Participants have.
35. The Contractor may also provide accredited units of learning at Level 3 and above in subject areas and such provision will qualify for funding may also be funded where these do not lead to a full Qualification in accordance with clause 43. The Contractor must ensure that the activity does not duplicate or undermine national policy, including policy on grants and loans.

*Outcomes*

36. The Contractor shall use reasonable endeavours to achieve one of the Progression Outcomes for each Participant.
37. The Contractor shall use reasonable endeavours to achieve the Conversion Rates in delivering the Services.
38. In selecting Participants, the Contractor shall take into account and use reasonable endeavours to achieve the ESF programme targets for the supply of the Services priority groups in the percentages set out in Part 2, Table A.

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39. The Contractor shall use reasonable endeavours to achieve the Estimated Number of Participant Outcomes for each of the Outcomes specified in Part 5, Table C.

57. ***Engagement with the LEP***

40. The Contractor shall, if required by the LEP, but at no additional cost to the ESFA:

a. work in partnership with the LEP to maximise the impact of the project delivery. Such partnership working may include: undertaking strategic coordination and engagement activity in consultation with the LEP, co-ordinating the gathering of labour market intelligence, developing creative approaches to responding to the skills needs of the LEP's priority sectors, building capacity and responsiveness of the delivery network, participating in new product development and innovation, employer engagement, supporting progression and the promotion of apprenticeships;

b. participate in a local steering group including by attending regular steering group meetings and provide relevant management information upon request.

## **Part 2: PROGRAMME TARGETS**

**Table A**

	<b>Less Developed Area</b>	<b>Transition Area</b>	<b>More Developed Area</b>
Participants over 50 years of age	25%	20%	20%
Participants from ethnic minorities	2%	9%	22%
Participants with disabilities	38%	25%	25%
Participants without Basic Skills	17%	21%	21%
Participants who live in a single adult household with dependent children	12%	14%	13%
Female Participants	49%	46%	45%

## **PART 3 FUNDING MODEL**

41. Subject to clauses 42 and 43 below, the Contractor shall be paid an Outcome Payment for each Outcome achieved in relation to a Participant as set out in Table B.
42. The Contractor shall only be entitled to an Outcome Payment for one Progression Outcome for each Participant who achieves a Progression Outcome within 28 days of finishing his or her Individual Learning Plan.
43. For each of RQ01 and NR01, the Contractor shall be paid for provision of Regulated Learning and Non-Regulated Activity in accordance with the Funding Rules based on the rates published in LARS. For each unit of Regulated Learning or Non-Regulated Activity the Contractor shall be paid:
- a. 25% of the applicable LARS rate on the Participant starting the unit; and
  - b. 75% of the applicable LARS rate on the Participant completing the unit.
44. The Outcome Payments listed RQ01 and NR01 in Table B are the average cost of learning per Participant. The ESFA expects Participants to be provided with access to whatever provision is required to meet their bespoke needs and the Contractor must manage these outcome charges to ensure these averages are achieved across all Participants for the duration of the Contract.
45. The Contractor shall provide ESFA with the evidence set out in the Evidence

Requirements to demonstrate that payment is due in respect of an Outcome Payment. The ESFA will be under no obligation to make payment until it has received such evidence.

**TABLE B**

<b>Outcome</b>	<b>Outcome Payment</b>	<b>Conversion Rate</b>
ST01 Learner Assessment and Plan	80	
RQ01 Regulated Learning	519	
NR01 Non Regulated Activity	311	
PG01 Progression Paid Employment (EMP)	600	30%
PG03 Progression Education (EDU)	300	8%
PG04 Progression Apprenticeship (EDU)	600	10%
PG05 Progression Traineeship (EDU)	300	2%

#### **PART 4: LOCAL SERVICE REQUIREMENTS**

#### **BLACK COUNTRY – MORE DEVELOPED**

#### **GEOGRAPHY / AREA OF DELIVERY**

## **LEP background**

The Black Country LEP area is made up of Dudley, Walsall and Sandwell and the City of Wolverhampton. With a population of 1.8 million, the Office for National Statistics has identified that 26.7% of the population of the area is economically inactive compared to Great Britain (GB) at 21.6%. Of these, 14.7% are looking for work. 21.9% of households in the LEP area are identified as workless households, compared to a GB average of 15.1%. 15.6% of the population has no qualifications, 8% higher than the UK.

The sub-region has put in place a number of strategic documents and action plans to address current ambitions for employability, education and skills:

Black Country ESIF Strategy 2014-2020 <http://www.blackcountrylep.co.uk/about-us/black-country-plans-for-growth/strategic-european-plan> Black Country Strategic Economic Plan <http://www.blackcountrylep.co.uk/about-us/black-country-plans-for-growth/strategic-economic-plan>

The sub-region contains high concentrations of unemployment and worklessness, however in contrast, employers are reporting skills shortages in certain sectors therefore skills are acting as a barrier to growth in the Black Country Business community.

The Black Country LEP envisages investment in support for the unemployed will create a strong workforce with the right skills to support economic growth and will provide individuals with a sustainable route out of poverty.

### **Local Authorities:**

Dudley MBC,

Sandwell MBC  
Walsall MBC  
City of Wolverhampton

**Key Priorities:**

The Contractor shall ensure that Services are developed and designed to meet key transformational and enabling sectors, identified as the areas that are most likely to see new employment for the future, these include:

- Transport technologies, including aerospace and automotive
- Building technologies/construction
- Advanced manufacturing including advanced engineering
- Business services

Additionally the LEP recognises the importance of local distinctiveness by supporting employment and growth in key local business clusters, primarily:

Dudley-Visitor Economy

Sandwell-Food and Food Technology

Walsall- Health and Social Care

Wolverhampton-Creative and cultural industries.

The Black Country LEP envisage the investment in support for the unemployed will create a strong workforce to underpin sub-regional economic growth and provide individuals with a sustainable route away from poverty. Investment will contribute to the Black Country Promoting Social Inclusion programme aspirations that include:

Increased skill levels of population, reduction in reported skills shortages and output gap.

## PART 5 FUNDING AND OUTCOMES

46. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

47. The contract will be for the value of £500,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £500,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	330	80	£ 26,400.00
RQ01 Regulated Learning			£ 240,219.00

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Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

NR01 Non Regulated Activity			£ 144,281.00	
PG01 Progression Paid Employment (EMP)	99	600	£ 59,400.00	
PG03 Progression Education (EDU)	26	300	£ 7,800.00	
PG04 Progression Apprenticeship (EDU)	33	600	£ 19,800.00	
PG05 Progression Traineeship (EDU)	7	300	£ 2,100.00	
<b>Total of ESF Specification</b>			<b>£ 500,000.00</b>	
*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.				

#### **PART 4: LOCAL SERVICE REQUIREMENTS**

#### **CHESHIRE AND WARRINGTON – MORE DEVELOPED**

#### **GEOGRAPHY / AREA OF DELIVERY**

**LEP Background** The Cheshire & Warrington Enterprise Partnership's Strategic Economic Plan and the European Structural Investment Fund (ESIF) Strategy represent a bold, ambitious and agreed economic growth agenda. The aim is to capitalise on the area's considerable growth potential; to become a £50bn economy by 2040, with employment opportunities for all those that want to work, and be recognised as a modern, strong and attractive location.

The design of the Cheshire & Warrington ESIF programme supports these wider objectives of the Strategic Economic Plan, with a strong intervention logic model based on opportunity and market failure. It is intended that delivery of the ESIF will have a substantial and lasting impact on the Cheshire and Warrington economy and its residents.

If Cheshire and Warrington is to achieve its economic potential, it requires all people of working age to make a positive contribution. This requirement is particularly pressing in the context of an ageing population which presents the prospect of a declining working age population over the next decade, for the first time in recent history.

As well as ensuring that there are sufficient highly skilled and adaptive people to fill the 120,000 new jobs that are forecast by 2040, there will also be replacement demand from over 230,000 jobs by 2025.

Replacement demand is the highest driver of future labour requirements in Cheshire and Warrington – particularly for manufacturing (35% of the workforce are 50+), public administration (33% of the workforce are 50+) and transport and communication (27% of the workforce are 50+). This replacement demand alone suggests a deficit of up to 60,000 graduates.

The forecast growth and replacement demand for labour will be a major challenge with a current population growth rate of 4.2% (barely half the national rate) and with only 160,000 young people aged 5 to 18 years old in our schools.

Although Cheshire and Warrington has not faced the scale of worklessness challenges

reported in some other parts of the country, pockets of worklessness are present. There are persistent pockets of worklessness in the sub-region including high concentrations of unemployment in parts of Warrington, Ellesmere Port and Crewe.

Detailed information can be found in the Cheshire and Warrington Strategic Economic Plan <http://www.871candwep.co.uk/strategic-economic-plan/>

Details of the Cheshire and Warrington Employment and Skills Plan can be found at [www.871candwep.co.uk/resources/skills-education-plan/](http://www.871candwep.co.uk/resources/skills-education-plan/)

Details of the local ESIF Strategy can be found at:

<http://www.871candwep.co.uk/investmentprogrammes/european-structural-andinvestment-funds/>

***Local Authorities:***

Cheshire East

Cheshire West and Chester

Warrington

***Key Priorities:***

Latest Claimant Count figures (as at March 2018) show 10,565 people in Cheshire and Warrington claiming Jobseekers Allowance or Universal Credit with a requirement to seek work.

This can be broken down by area as

- Cheshire East 3,440 (33%)
- Cheshire West and Chester 3,960 (37%)
- Warrington 3,165 (30%)

There were (as at August 2017) 4,620 Employment and Support Allowance claimants in the Work-Related Activity Group, where work is feasible in the short to medium term.

This can be broken down by area as

- Cheshire East 1,550 (33%)
- Cheshire West and Chester 1,790 (39%)
- Warrington 1,280 (28%)

These groups, totalling c.15,000 people, will represent the main target groups to be supported with this Service.

There were also a further 19,360 Employment and Support Allowance claimants in the Support Group (for those people with the most severe conditions) who can also be included under this call where an appropriate holistic package of support can be developed to help them into work. However, a specific call for those with multiple and/or complex barriers is expected later in the summer under Investment Priority 1.4, and successful applicants are expected to work closely to avoid duplication.

Additionally, issues of particular concern include –

- 26% of people claiming Jobseekers Allowance or Universal Credit with a requirement to seek work are aged 50+
- 47% of Employment and Support Allowance claimants are categorised as having mental and behavioural disorders.

Other key groups include:

- People who are known to the Criminal Justice system or ex offenders,
- Victims of Domestic Abuse,
- People with Disabilities including Learning Disabilities that have not been previously diagnosed and Behaviour Disorders.
- People who are homeless or at risk of becoming homeless due to debt, family breakdown, addiction and substance misuse.
- Carers who have lost their partner and are bereaved □ People who live in isolated rural communities

Consortia/partnerships should be able to deliver holistic packages of support which will identify and tackle the barriers individuals face in moving into work (for example: confidence, lack of recent work experience, basic skills, job-related skills, job-seeking skills, or other material barriers such as childcare, language or debt).

Investment activity delivered under this Service should focus on those sectors identified in the Cheshire and Warrington Strategic Economic Plan:

- Manufacturing and advanced engineering
- Life sciences and pharmaceuticals
- Energy and environment
- Chemicals
- Financial and business services
- Logistics and distribution

IT and digital skills should be a key underpinning theme of all training packages.

Provision should also take account of other sectors with emerging recruitment needs and skills shortages, including construction, health and social care.

The Service must be easily accessible across the whole sub-region and therefore take account of the mixed geography of Cheshire and Warrington.

The Contractor will be required to identify a named contact who will meet regularly with Cheshire and Warrington LEP and, more specifically, provide updates to the Skills and Education Board to help ensure local accountability and employer involvement in shaping

the delivery.

It is expected that a holistic “customer journey” of activity would include:

- Identification and engagement of participants
- Assessment of needs and action planning
- Linking to existing Careers Information, Advice and Guidance information and support
- Regulated and non-regulated learning
- CV writing, interview practice, job search
- Wraparound support to address personal and social barriers
- Employer engagement and job brokerage

Progression and sustainability into employment, apprenticeships or self-employment.

## PART 5 FUNDING AND OUTCOMES

48. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

49. The contract will be for the value of £6,600,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £6,600,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	4351	80	£ 348,080.00
RQ01 Regulated Learning			£ 3,172,152.00
NR01 Non Regulated Activity			£ 1,905,268.00
PG01 Progression Paid Employment (EMP)	1305	600	£ 783,000.00
PG03 Progression Education (EDU)	348	300	£ 104,400.00
PG04 Progression Apprenticeship (EDU)	435	600	£ 261,000.00
PG05 Progression Traineeship (EDU)	87	300	£ 26,100.00
<b>Total of ESF Specification</b>			<b>£ 6,600,000.00</b>

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\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

## **PART 4: LOCAL SERVICE REQUIREMENTS**

### **COAST TO CAPITAL – MORE DEVELOPED**

#### **GEOGRAPHY / AREA OF DELIVERY**

##### **LEP Background**

The Coast to Capital area has the 7th biggest economy in England and there are currently some of the highest employment rates and lowest unemployment rates ever seen in the region.

It is an international gateway region, with an economy, which benefits greatly from the growth and success of Gatwick airport and the businesses, which locate here because of the airport.

The regional economy is diverse, resilient and has progressed significantly due to excellent international links and a close integration with the London economy.

Our region derives its success from a network of interconnected economic hubs and has:

- Gatwick Airport at its heart,
- Strong economic integration with London through Croydon, the capital's fastest growing borough,
- A range of internationally recognised destinations including Brighton and Chichester,
- A constellation of towns with a variety of economic and residential offers,
- A beautiful landscape that makes a direct economic contribution, attracts visitors from around the world, and raises the quality of life of the region.

## **Employment in the Coast to Capital area**

Coast to Capital is perceived to be an affluent area with high employment rates. However, there are areas of relative deprivation that include levels of unemployment and economic inactivity. Sections of the community such as lone parents and the disabled face additional challenges. In certain areas wage levels are low and the employment on offer may be low level, seasonal and insecure. Individuals often face multiple barriers: low and outdated skills, digital exclusion, health issues, and lack of affordable childcare or affordable transport.

The latest Annual Population Survey (APS) indicated that in the Coast to Capital area, unemployment was slightly higher than that of the South East of England as a whole. According to the Coast to Capital Economic Profile 2017 the unemployment rate in the region stands at 3.9% and figures from the 'Annual Population Survey' show the number of unemployed in the Coast to Capital region is currently standing around 41,300 people (equating to 3.9% of the area), from the period of October 2016 to September 2017. In addition, there are also 64,900 economically inactive people who have identified themselves as wanting a job.

There are very significant numbers of households who do not benefit from the job opportunities in the Coast to Capital area. There are wide variations at a local level and between male and female unemployment rates. Bringing those currently out of work back into the labour market across the Coast to Capital area, particularly in Croydon, Brighton and Hove, and the rural areas would further enable the Coast to Capital area to contribute to UK economic growth.

One of the recognised ways to address social mobility is to help unemployed and inactive people to secure employment. Feedback received from live ESF projects suggests that for many people who have been unemployed, or who have a track record of a variety of shortterm, part-time working, securing and retaining meaningful employment can be a real challenge. Similarly, for many people a lack of experience in a relevant sector can be a particular barrier to securing employment.

Coast to Capital has an ageing population. This is a significant risk to the overall productivity of the working age population as the more productive age cohorts are forecast to grow at a much slower rate. In addition, current employment patterns amongst older workers do not give cause for optimism that this group will remain active within our economy.

Whilst it is difficult to accurately predict the impact on employment of the UK leaving the European Union, it is likely that there will be shortages of labour in lower skilled jobs. It is important to ensure the Coast to Capital area is providing the potential labour market with the skills and aspiration to access these jobs and in time to progress through a career pathway.

Coast to Capital Local Enterprise Partnership's new Strategic Economic Plan (SEP) 2018/30 for the area can be found at <http://www.coast2capital.org.uk>

In addition, proposed activity must fit with the Coast to Capital ESIF strategy which can be found at [http://www.coast2capital.org.uk/storage/downloads/esif\\_strategy-1475574393.pdf](http://www.coast2capital.org.uk/storage/downloads/esif_strategy-1475574393.pdf)

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### **Local Authorities:**

There are 17 Local Authorities within the Coast to Capital area made up of county councils, district and borough councils and a national park authority:

- Adur District Council
- Arun District Council
- Brighton & Hove City Council
- Chichester District Council
- Crawley Borough Council
- Croydon Council
- Epsom & Ewell Borough Council
- Horsham District Council
- Lewes District Council
- Mid Sussex District Council
- Mole Valley District Council
- Reigate & Banstead Borough Council
- South Downs National Park
- Surrey County Council
- Tanbridge District Council
- West Sussex County Council
- Worthing Borough Council

### **Key Priorities: Geography**

The entire LOT Area. We are particularly keen to see delivery in Newhaven to meet the employment and skills needs of the Newhaven Enterprise Zone, which is a joint initiative between Coast to Capital and Lewes District Council.

Further information about the Enterprise Zone can be found at

<http://newhavenenterprisezone.com/> and an economic profile of Newhaven can be found here: [http://www.coast2capital.org.uk/storage/downloads/newhaven\\_economic\\_profile\\_20171505225183.pdf](http://www.coast2capital.org.uk/storage/downloads/newhaven_economic_profile_20171505225183.pdf)

Provision in Croydon and Lewes District must complement, and not duplicate, the ESF funded projects available through London LEP (Croydon is in both Coast to Capital and London LEPs) and the South East LEP (Lewes District is in both Coast to Capital and SELEP).

### **Priority Qualifications**

Coast 2 Capital seek activity that provide the most appropriate learning pathways for the target groups whether regulated or non-regulated (bear in mind the credit level restrictions for training at L3 and higher.) The Contractor shall provide evidence of need for the learning pathways they propose to deliver.

### **Sectors**

The new Coast to Capital SEP does not identify priority sectors but rather sectors where there are specialisms and strengths compared with the rest of the country.

<http://www.coast2capital.org.uk>. The Contractor will consider the employment and skills

required for job roles in sectors, which are suitable for the target group the Contractor wishes to engage with and provide high quality skills training that is sustainable.

### **Learner Type**

We seek applications that provide extra support for target groups whose circumstances mean they face particular challenges in getting back to work. This could include activities such as:

- support for women to increase their participation, particularly in occupations or sectors where women are under-represented.
- engagement of inactive people who may face particular barriers in gaining and retaining employment.
- support for Participants with disabilities and health conditions that assists them to tackle the barriers they face and provide them with the advice and training they need to integrate into the workplace.
- careers advice, up-skilling and re-training for older people that are looking to return to the labour market.
- basic skills and digital skills provision needed by unemployed and inactive Participants to enable them to find jobs and qualifications to enable them to progress into and through work.

## **PART 5 FUNDING AND OUTCOMES**

50. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

51. The contract will be for the value of £801,900.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### **TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £801,900.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	529	80	£ 42,320.00
RQ01 Regulated Learning			£ 385,150.00
NR01 Non Regulated Activity			£ 231,330.00
PG01 Progression Paid Employment (EMP)	159	600	£ 95,400.00
PG03 Progression Education (EDU)	42	300	£ 12,600.00

ESF Contract for Services – Education and Training 2018 to 2019

PG04 Progression Apprenticeship (EDU)	53	600	£ 31,800.00	
PG05 Progression Traineeship (EDU)	11	300	£ 3,300.00	
<b>Total of ESF Specification</b>			<b>£ 801,900.00</b>	

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>COVENTRY AND WARWICKSHIRE – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

**LEP background:**

In common with the UK as a whole the Coventry and Warwickshire (CW) area faces the challenge of ensuring sufficient vacancies for jobseekers and responding with sufficient flexibility to employer demand in the local labour markets. In some sectors there is an imbalance in the markets with low or no applicants for vacancies and in others high volumes or more applicants per vacancy. This mismatch needs to be effectively addressed.

Unemployment rates in the CWLEP area are falling, however there large variations in employment rates across the area. As employment opportunities for many will improve, there are some who will become isolated further without a robust and relevant intervention.

Evidence tells us that some individuals made redundant or already workless will find it difficult to (re)enter work without assistance and this means, as the job market improves, they will find it harder to compete with other jobseekers. Many communities, both geographical and of interest such as NEETS (young people not in education, employment and training), migrants, disabled people, some ethnic minority groups, lone parents and exoffenders continue to be marginalised and require support to help them gain employment. (Un)employment rates for these groups reflect theses disadvantages.

CWLEP Skills priority sectors are:

Advanced Manufacturing and Engineering  
Construction  
Retail

IT Services and digital creative  
Logistics  
Education  
Culture and tourism  
Health and social care

*CWLEP Skills Strategy* [https://www.cwlep.com/sites/default/files/skills\\_strategy.pdf](https://www.cwlep.com/sites/default/files/skills_strategy.pdf)

*CWLEP ESIF Strategy*

[https://www.cwlep.com/sites/default/files/coventry\\_and\\_warwickshire\\_esif\\_priority\\_chapters\\_dec\\_2016\\_vfinal.pdf](https://www.cwlep.com/sites/default/files/coventry_and_warwickshire_esif_priority_chapters_dec_2016_vfinal.pdf)

**Local Authorities:**

Coventry City Council  
Warwickshire County Council (upper tier)  
North Warwickshire Borough Council  
Nuneaton and Bedworth Borough Council  
Rugby Borough Council  
Stratford on Avon District Council  
Warwick District Council (5 x lower tier)

**Key Priorities:**

The Service will prioritise tackling inequality in the labour market and will concentrate on inequality for some marginalised groups, geographical discrepancies and those suffering worklessness due to ill health.

Activity may include providing additional and innovative programmes to specific target groups such as disabled people or people with health barriers (including mental health issues), people with caring responsibilities, lone parents, ethnic minorities, ex-service personnel, ex-offenders, care leavers and those from households with inter-generational worklessness.

Priority should be given to:

- training for those who need to upgrade their skills or learn new skills (including basic skills and English for speakers of other languages) to compete in the local labour market and adapt to changes in the economy;
- providing access to transport where this is a barrier to taking up a job;
- providing advice, guidance and support, adding value to National Careers Service where appropriate, in order to help people make better informed choices, and in particular to take account of the jobs available in the local area;
- targeting specific careers advice at women to help them make informed career choices;
- using self-employment as a route out of worklessness.. This can be a particularly helpful option where an individual is struggling to find work with an employer, either because they lack experience or because they face discrimination.

## PART 5 FUNDING AND OUTCOMES

52. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

53. The contract will be for the value of £2,250,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £2,250,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	1484	80	£ 118,720.00
RQ01 Regulated Learning			£ 1,081,316.00
NR01 Non Regulated Activity			£ 649,464.00
PG01 Progression Paid Employment (EMP)	445	600	£ 267,000.00
PG03 Progression Education (EDU)	119	300	£ 35,700.00
PG04 Progression Apprenticeship (EDU)	148	600	£ 88,800.00
PG05 Progression Traineeship (EDU)	30	300	£ 9,000.00
<b>Total of ESF Specification</b>			<b>£ 2,250,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>CUMBRIA – TRANSITION</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

**LEP background**

Cumbria is the second largest county in England and constitutes around 48% of the land mass of the north west. The county is home to 500,000 residents, with a workforce of 236,000 who are employed in 21,375 VAT/ PAYE registered enterprises

**Cumbrian Economy**

In the past decade Cumbria's economy has grown faster than nationally, with growth of 46.1% in Gross Value Added (GVA) between 2002 and 2012 and was the 4th fastest growing sub region in the UK.

Headline GVA for Cumbria at current basic prices stood at £8,578m in 2012. Much of this growth has been driven by West Cumbria, where manufacturing performance has been particularly strong due to the stability of major manufacturing operations.

Although manufacturing GVA in West Cumbria (Allerdale, Barrow and Copeland) has performed well in the past decade, East Cumbria (Carlisle, Eden, South Lakeland) still provides the higher share of Cumbria's GVA with 56% compared to West Cumbria's 46%.

Cumbria is home to a number of large, multinational companies who are major employers, and whose impact spreads much wider through their supply chains.

Notwithstanding the significance of the large employers, our SMEs do provide the backbone of the Cumbrian economy, with 99.7% of businesses employing fewer than 250 people.

**Priorities****Advanced Manufacturing**

Cumbria has a long industrial heritage and manufacturing companies continue to be significant employers. Two of the UK's largest industrial sites are located in the county, involving the nuclear industry at Sellafield in West Cumbria and the submarine shipyard operated by BAE Systems at Barrow-in-Furness.

Other production units operated by multinational companies can be found throughout the county, including Pirelli Tyres, Nestlé, United Biscuits, Iggesund Paperboard, KimberleyClark, Heinz, Sealy Beds, GSK bio-pharmaceuticals, Innovia Films and Siemens sub-sea technologies.

### **Nuclear and Energy Excellence**

The nuclear industry is one of Cumbria's and the UK's key assets, with a hard-won global reputation for excellence and innovation. Sellafield employs around 10,000 people, over half the UK's nuclear workforce, with thousands more in the supply chain in market-leading local companies

### **Rural and Visitor**

Cumbria has some of the most sparsely populated areas in the country, which presents economic challenges for sustaining rural communities. However, the rural nature of the county is also one of its best assets. Cumbria is a place of magnificent land and seascapes and tremendous resources. Its topography, location, economic structure and population distribution combine to make it a unique economic area.

The Lake District National Park attracts millions of visitors each year and is widely recognised as one of the most scenic areas of England. The landscape has iconic status due to its association with famous artists and poets including William Wordsworth and Beatrix Potter. Cumbria also contains part of the Yorkshire Dales National Park. The west of the county has a stunning coastline that presents opportunities for economic growth. The north of the county hosts a significant part of Hadrian's Wall, a designated World Heritage Site since 1987, and the historic city of Carlisle

### **M6 Connectivity**

In the UK and Eire context, North Cumbria is at the geographical centre for distribution and redistribution with ample land in key locations to increase storage and warehousing facilities. Logistics currently only represents just over 4% of employment and GVA in the county, but forecasts show potential for 6% growth in employment by 2024 - more than double the projected rate of employment growth across all sectors. Carlisle is the home of the iconic Eddie Stobart brand and Stobart Group, and both are a huge asset to the county.

The M6 provides the strategic route through the county with the connections via the A66 and A590 to the industrial areas in West Cumbria and the Furness peninsula. The recently completed Carlisle Northern Development Route improves the road connectivity to West Cumbria from the north. Although there is good rail connectivity within the county, more needs to be done to improve our infrastructure assets to ensure access to global markets.

These priorities are underpinned by 4 key economic drivers:

- Business Support

- Infrastructure

- Environmental Sustainability; and
- Skills development

These drivers are essential to grow the whole economy and in particular to maximise key economic assets for Cumbria.

More detail on these priorities and the skills investment plan supporting our ambitions can be found here:

Strategic Economic Plan - <http://www.thecumbrialep.co.uk/wpcontent/uploads/2018/02/Cumbria-LEP-final-report-1-April-2014.pdf>

Skills Investment Plan - <http://www.thecumbrialep.co.uk/wp-content/uploads/2018/02/CumbriaSkills-Investment-Plan-Final.pdf>

### **Local Authorities:**

The service will be delivered within the Cumbria LEP area which is made up of:

- Allerdale
- Barrow in Furness
- Carlisle
- Copeland
- Eden
- South Lakeland

### **Key Priorities:**

DWP evidence shows that an estimated 40% of customers claiming JSA/UC will move into work within the first 13 weeks of their claim through the support of their DWP Work Coach and will not require any further intervention.

Industry focussed unemployment initiatives and employer led work academies could fill a worthwhile purpose in helping the other 60% to find work (there will also be a cohort of individuals in the county who are not claiming benefits but who are looking/eligible for work; they too may be suitable for this kind of support).

The Service must develop effective progression pathways into employment within LEP priority sectors.

The Service must reflect the profile of unemployment rates Cumbria as set out here <https://www.cumbriaobservatory.org.uk/> . In particular, the Service should reflect the needs of 18-29 year olds and 50+ cohort.

In particular the Service should include support and progression for disadvantaged and under-represented groups including, but not limited to:

- unemployed (including long term unemployed)
- inactive
- ethnic minorities
- Female participants
- Participants without basic skills

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

- Participants with a disability or health problems
- Participants who are lone parents
- Offenders
- Care Leavers

## PART 5 FUNDING AND OUTCOMES

54. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

55. The contract will be for the value of £2,385,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £2,385,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	1573	80	£ 125,840.00
RQ01 Regulated Learning			£ 1,146,216.00
NR01 Non Regulated Activity			£ 688,444.00
PG01 Progression Paid Employment (EMP)	472	600	£ 283,200.00
PG03 Progression Education (EDU)	126	300	£ 37,800.00
PG04 Progression Apprenticeship (EDU)	157	600	£ 94,200.00
PG05 Progression Traineeship (EDU)	31	300	£ 9,300.00
<b>Total of ESF Specification</b>			<b>£ 2,385,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>DORSET – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

**LEP background:**

In 2017 population estimates suggest a population of 770700 across Dorset. Of these 453000 are aged 16-64. Of these 383900 are economically active. Of the economically inactive (89200) 19400 want a job. These are people not in employment who want a job but are not classed as unemployed because they have either not sought work in the last four weeks or are not available to start work.

Dorset is good at employing its people. In 2017, it achieved average employment and unemployment rates of 77.8% and 2.9% respectively, compared with 74.7% and 4.4% for the equivalent UK averages. It also has a number of key businesses and sectors, with good ties into supply chains in, amongst others, marine engineering and aerospace, financial and business services, creative and digital services, consumer products, and innovative new technologies in health, welfare and ageing.

The Dorset LEP strategic economic plan can be found here:

<http://dorsetlep.co.uk/localdelivery/strategic-economic-plan/>

The ESIF Strategy can be found here: <http://dorsetlep.co.uk/funding/eu-funding/>

More data can be found here:

<https://www.nomisweb.co.uk/reports/lmp/lep/1925185572/report.aspx>

There are twelve areas (out of a total of 249) in Dorset within the top 20% most deprived nationally for multiple deprivation. Nine of these are within the urban borough of Weymouth and Portland, two are in Christchurch and one in West Dorset. 23 of Dorset's neighbourhoods are in the 20% most deprived nationally in relation to education<sup>1</sup>

**Local Authorities:**

The current Local Authority areas are:

- Dorset County
- East Dorset,
- North Dorset,
- Purbeck,
- West Dorset,
- Weymouth & Portland,

- Bournemouth,
- Poole
- Christchurch

From April 2019 Dorset will be served by:

- Dorset Council
- Bournemouth, Poole and Christchurch Council

### **Key Priorities:**

There should be a focus on these sectors to encourage employment:

Advanced Engineering & Manufacturing (including Aerospace and Marine)

- Care-tech (Care and Med-tech)
- Creative & Digital Industries
- Energy
- Financial Services & Insurance
- Nuclear
- Rural productivity (including Agri-tech)
- Tourism & Leisure

These are the priority sectors which have high growth potential in Dorset.

We would like there to be an upskilling at all levels but there should also be a focus on mental health barriers

## **PART 5 FUNDING AND OUTCOMES**

58. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

59. The contract will be for the value of £450,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### **TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £450,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	297	80	£ 23,760.00
RQ01 Regulated Learning			£ 216,066.00
NR01 Non Regulated Activity			£ 129,774.00
PG01 Progression Paid Employment (EMP)	89	600	£ 53,400.00

ESF Contract for Services – Education and Training 2018 to 2019

PG03 Progression Education (EDU)	24	300	£ 7,200.00	
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PG04 Progression Apprenticeship (EDU)	30	600	£ 18,000.00	
PG05 Progression Traineeship (EDU)	6	300	£ 1,800.00	
<b>Total of ESF Specification</b>			<b>£ 450,000.00</b>	

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

#### **PART 4: LOCAL SERVICE REQUIREMENTS**

#### **GREATER CAMBRIDGESHIRE AND GREATER PETERBOROUGH – MORE DEVELOPED**

#### **GEOGRAPHY / AREA OF DELIVERY**

**LEP Background:**

The economic geography of Greater Cambridge Greater Peterborough (GCGP) is complex and diverse. The region is a high net contributor to the Exchequer and the cities of Cambridge and Peterborough are amongst the fastest growing in the country. However, this success has not been achieved across all areas and there are areas of deprivation that the LEP European Structural and Investment Funds (ESIF) Strategy is seeking to address.

The impact of unemployment on the wellbeing of individuals and communities is well understood. Therefore, a theme of the ESIF Strategy focusses on supporting people into employment. The ESIF Strategy highlights a lack of relevant experience and relevant qualifications as being frequently cited by local businesses as reasons for not recruiting those out of work. Therefore, people looking for work need the right qualifications and experience to enter the workplace; this causes particular difficulties for those who have recently left education with low levels of qualifications. Within the wider adult population, issues related to health and disability represent significant barriers and there is also a need to look at the flexibility of working which is major concern – especially for young women. Some minority ethnic groups are under-represented in the workplace. There are also language barriers which prevent adults from utilising their existing qualifications to gain employment, and in Peterborough, King's Lynn and parts of Cambridgeshire there are significant challenges around young people where English is not their first language or are new arrivals to the area.

The former GCGP LEP area already has a number of established opportunities and activities, to support those people who need additional support to prepare for, find and sustain employment. Provision is not consistent across the geography. However, some areas will have access to services not available in others. In Peterborough, we have a pilot project that supports a Health and Social Care pathway and Peterborough is expected to be one of 5 areas receiving Integration funding from Ministry of Housing Communities and Local Government (MHCLG).

The Combined Authority is currently in the process of developing their skills strategy. This will be informed by the work of the Cambridgeshire and Peterborough Independent Economic Review (CPIER). The full report will be available shortly. The final report will

set out the context and economic potential of the Combined Authority area and will be used to inform strategic investments and the future work of the Combined Authority.

Previously, the LEP had commissioned a report to support the Area Review in December 2016 and provide partners and providers with a summary of 'Skills Conclusions' for the local area. This provides detail on key occupations that are underpinning our economy. Alongside it sits a report on the vacancies (and common skills requested in adverts) over the last year across our area.

If you would like to receive a copy of the areas ESIF Strategy, Area Review Skills Conclusion, and Emsi reports on local job posting and the local business profile please contact: [info@cambridgeshirepeterborough-ca.gov.uk](mailto:info@cambridgeshirepeterborough-ca.gov.uk) (stating ESF Funding in the subject line) or call 01480 277180 and ask to speak to someone in the ESF team

The Combined Authority has a number of key strategic partners and would want to ensure the Contractor work closely with them to maximise the impact of activity, avoid duplication with existing provision and support local implementation. This would include our neighbouring LEPs, government agencies and local groups and networks. The exact bodies will vary by specification, but we would expect to hold joint briefing sessions for the Contractor to inform the development of the LEP delivery plan. If activity delivers across shared area with other LEPs we will need to manage this in partnership with the LEP to ensure we avoid confusion and duplication.

A key component part of this proposal is that it complements the existing ESF funded contracts that work with those furthest away from the job market, other activity that is subject to funding decisions and compliments DWP provision. It is expected that the Contractor will be aware of current local activity and ensure there is no duplication.

In addition, we have calls that are in progress that will also be addressing the same client group if bids are approved. This is for;

- Integrated Employment Triage and Support Service for adults in Greater Cambridge Greater Peterborough area; and
- Specialist Employment Services for People with Learning Disabilities in the Greater Cambridge, Greater Peterborough LEP area

A partnership approach and ability to vary the offer across different local authorities to address gaps on the offer is key.

#### **Local Authorities:**

The LEP area covers 14 Local Authority districts. South Lincolnshire is a relatively recent addition to our area and ESF funds to support South Holland and South Kesteven were allocated to Lincolnshire LEP. In addition, we have the Cambridgeshire & Peterborough Combined Authority that makes up 6 of the 14 Local authority districts within our area. The Whole of the Combined Authority area is contained within this LEP area. With the exception of Rutland, all other local authority areas are also part of another neighbouring LEP. The Wider LEP foot print can be seen below.

The target area for this LOT;

ESF Contract for Services – Education and Training 2018 to 2019

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**Cambridgeshire & Peterborough Combined Authority area**

- Fenland
- Huntingdonshire
- East Cambridgeshire
- Cambridge and
- South Cambridgeshire
- Peterborough

**Other areas included which form part of the wider LEP area are;**

- Rutland
- West Norfolk & Kings Lynn
- St Edmundsbury
- Forest Heath
- The borders of South Holland & South Kesteven are eligible areas to support the delivery of provision BUT only where this focuses on the north side of the Combined Authority Area e.g. Peterborough or around Rutland. Any bids focused solely on the South Lincolnshire should be routed towards the Lincolnshire LEP call.

North Hertfordshire will be covered by the Hertfordshire LEP and Uttlesford will be covered by South East London LEP, for the purpose of this national call.

**Key Priorities:**

A key focus of the Combined Authority is supporting the economic growth across our market towns. We would therefore welcome proposals that target residents in the following areas;

- St Neots
- Chatteris
- March
- Littleport
- St.Ives
- Whittlesey
- Ramsey
- Ely
- Soham
- Huntingdon
- Wisbech (garden town)

We would particularly welcome more employability support in Cambridge, Huntingdon and Fenland.

The following are sectors of importance either in terms of economic growth or skills needs generally across the area.

- Agriculture & Food
- Advanced Manufacturing
- Life Sciences
- Logistics
- IT & Digital
- Health & Social Care

- Construction

However, we would urge provision targeted at the unemployed to focus on creating pathways to employment and as such vacancy data is more relevant than the priority sector.

### Target Group

There are also specific target groups that we feel would benefit from additional support;

- Lone parents
- 50+ (Fuller Working Lives)
- Women returners
- Care leavers
- Autism/learning disability – supported employment
- Informal carers
- Those with mental health needs

## PART 5 FUNDING AND OUTCOMES

58. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

59. The contract will be for the value of £2,623,172.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £2,623,172.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	1730	80	£ 138,400.00
RQ01 Regulated Learning			£ 1,260,554.00
NR01 Non Regulated Activity			£ 757,118.00
PG01 Progression Paid Employment (EMP)	519	600	£ 311,400.00
PG03 Progression Education (EDU)	138	300	£ 41,400.00
PG04 Progression Apprenticeship (EDU)	173	600	£ 103,800.00
PG05 Progression Traineeship (EDU)	35	300	£ 10,500.00
<b>Total of ESF Specification</b>			<b>£ 2,623,172.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
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<b>GREATER LINCOLNSHIRE – TRANSITION</b>
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<b>GEOGRAPHY / AREA OF DELIVERY</b>
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## LEP Background

Greater Lincolnshire has a population just over one million, dispersed over a large land mass almost double the size of Cornwall. There are around 44,000 businesses in the area and over 90% of these businesses have fewer than 10 employees. As a consequence engaging with employers across the whole of the LEP area can be challenging. Finding viable cohort sizes in our many rural economies is a well-known local barrier to learning.

The economy of Greater Lincolnshire has many strengths and the LEP's place marketing tool [www.marketinglincolnshire.com](http://www.marketinglincolnshire.com) highlights some of these advantages.

The Greater Lincolnshire Strategic Economic Plan, related sector strategies and the European Structural Investment Fund strategy are available on the website

<https://www.greaterlincolnshirelep.co.uk/priorities-and-plans/strategies-and-plans/>

The skills section of the LEP website has additional research including a large evidence base collected for the Area Review. See <https://www.greaterlincolnshirelep.co.uk/prioritiesand-plans/priorities/priority-skills/>

The LEP has a number of private sector led Boards that contribute to its strategies, including the Employment and Skills Board, the Manufacturing Board, the Food Board and the Visitor Economy Board.

The Employment and Skills Board (ESB) works with a large number of stakeholders with the aim of influencing the training offer to business and residents so that it better meets local need.

There are significant and growing numbers of high value jobs in the LEP area and forecasts show that future job vacancies will require practical and technical skills *at a higher level than those currently held by the local labour market*. An ageing workforce adds to the challenge. Recent analysis of local Level 3 technical learning in relation to the availability of Level 3 technical jobs shows a mismatch.

In order to boost the economy and create the workforce that can fill the 200,000 job vacancies that are predicted to be available over the next ten years (as our industries grow, and as people retire) the LEP seeks to upskill all residents, in all sectors, across all communities. Those with no qualifications progressing to a Level 1 or 2 qualification that prepares them for work in our growing sectors, whilst those with a Level 2 supported to achieve a Level 3 or higher, those with a Level 3 to be supported into Level 4.

Job and apprenticeship vacancies exist in a wide range of occupations at various skills levels, as well as supervisor and manager positions, including driving, construction, engineering, food processing, hospitality, nursing and other health and care roles,

teaching, welding and many more. Some of our most important sectors suffer from traditional 'old fashioned' stereotypes that mean young people are not aware of the technological advances and great opportunities within them. These stereotypes must be challenged. It has been found that unemployed people, including graduates, are not aware of the array of jobs and careers available in the area and are uninspired by what they (incorrectly) believe is on offer.

**Local Authorities:**

Lincolnshire made up of 7 District Authorities:

Boston Borough Council

East Lindsey District Council

City of Lincoln Council

North Kesteven District Council

South Holland District Council

South Kesteven District Council

West Lindsey District Council

North Lincolnshire

North East Lincolnshire

The Service must deliver in the entire LOT Area. The LEP seeks delivery in each Local Authority area proportionate to the volume of unemployed individuals and job vacancies. The LEP does not seek delivery that only covers the areas of greatest population density.

**Key Priorities:**

The LEP's main growth sectors for focus on this LOT are:

- Agri-food (food and drink manufacturing, agriculture, agri-tech),
- Manufacturing, (including engineering),
- The visitor economy (incorporating hospitality, leisure and retail across the whole LEP offer, not just coastal)
- Health & Care
- The low carbon sector, (including off-shore wind operations),
- Ports and logistics.

The Contractor must ensure that the skills needs of these sectors are taken into account when developing training programmes for unemployed Participants to enable them to progress into sustained employment. These will be developed by understanding what employers need, and will include technical as well as 'classroom' skills.

There is a seasonal impact on employment within the coastal area and the LEP would like to see an increase in sustainable employment.

In addition there are specific local employability skills gaps: written skills, team working, good customer handling, oral (communication) skills, problem solving, basic computer literacy and advanced IT skills (*source: UKCES Employer Skills Survey 2013*) which activity should be designed to address.

As part of the Services, the Contractor will be required to produce a development plan in

response to the LEPs needs to identify additional activities, with identified roles and responsibilities and named contacts. The plan will be agreed and revised with the LEP on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement. The Contractor will support the ongoing implementation of the plan and provide regular updates to the LEP. There will be a template for the development plan, which will be a minimum requirement for the Contractor.

## **PART 5 FUNDING AND OUTCOMES**

60. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

61. The contract will be for the value of £3,150,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### **TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £3,150,000.00

<b>Description</b>	<b>Volumes</b>	<b>Unit Cost</b>	<b>£</b>
ST01 Learner Assessment and Plan	2077	80	£ 166,160.00
RQ01 Regulated Learning			£ 1,513,685.00
NR01 Non Regulated Activity			£ 909,155.00
PG01 Progression Paid Employment (EMP)	623	600	£ 373,800.00
PG03 Progression Education (EDU)	166	300	£ 49,800.00
PG04 Progression Apprenticeship (EDU)	208	600	£ 124,800.00
PG05 Progression Traineeship (EDU)	42	300	£ 12,600.00
<b>Total of ESF Specification</b>			<b>£ 3,150,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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## PART 4: LOCAL SERVICE REQUIREMENTS

### GREATER MANCHESTER – MORE DEVELOPED

#### GEOGRAPHY / AREA OF DELIVERY

##### LEP Background

Greater Manchester (GM) is one of the country's most successful city-regions. Home to more than 2.7 million people and with an economy bigger than that of Wales or Northern Ireland, our vision is to make GM one of the best places in the world to grow up, get on and grow old.

The GM LEP covers the same area as that of the Greater Manchester Combined Authority (GMCA), covering the 10 Local Authority (LA) areas of Bolton, Bury, Manchester, Oldham, Rochdale, Salford, Stockport, Tameside, Trafford and Wigan.

The Greater Manchester Strategy (GMS), called '*Our People, Our Place*', is a long term blueprint for the future which sets clear priorities for delivering our ambitions for economic growth and public service reform. The plan looks at ten priority areas which affect all GM residents and details how life will be improved for all who live in the city-region, from being ready for school, to starting work and growing old, as well as everything else in between. (<https://www.greatermanchester-ca.gov.uk/ourpeopleourplace>)

This specification is primarily responding to challenges under **GMS Priority 3 – Good jobs, with opportunities for people to progress and develop**, supports the delivery of a number of priorities within the GM Work and Skills Strategy 2016-2019 ([https://www.greatermanchester-ca.gov.uk/info/20003/education\\_and\\_skills](https://www.greatermanchester-ca.gov.uk/info/20003/education_and_skills)) and contributes towards aspirations laid out in GM ESIF Investment Plan.

The Service must be complimentary to the current Greater Manchester Working Well (Work & Health), the Working Well (Early Help) programme which will be operational from early 2019 and devolved Adult Education Budget activity which will be delivered across Greater Manchester from August 2019. It must also be responsive to programmes currently in development.

##### Local Authorities:

The Services will be delivered within the Greater Manchester Local Enterprise Partnership area. The Contractor must deliver the Services across all of the ten local authority areas within Greater Manchester.

- Bolton
- Bury
- Manchester
- Oldham
- Rochdale

ESF Contract for Services – Education and Training 2018 to 2019

- Salford

- Stockport
- Tameside
- Trafford
- Wigan

### **Key Priorities:**

#### **Priority Groups:**

- aged 19+
- able to access support delivered in the ten GM Local Authority areas (as above), with priority being given to those whose home postcode falls within the GMLEP area, and
- unemployed (or inactive (including not in receipt of benefits), or claiming Universal Credit and not in full-time education) employment status is on the day intervention starts, and self-declare as having had limited recent experience of employment, and
- have a skills or training need that is identified as a barrier to their gaining sustainable employment.

The Service should extend to programmes which address, complement and add value to the support offered to individuals with complex barriers. Delivering meaningful qualifications rather than generic employability training, e.g. certificates and awards in welding, food and drink, lean manufacturing and adult health care, but not customer service and business administration. Where progression is into education, it should be towards full qualifications, ideally at a technical level.

As part of the Services, the Contractor must produce a development plan in response to the LEPs needs to identify additional activities, with identified roles and responsibilities and named contacts which will be agreed and revised with the LEP on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement.

## **PART 5 FUNDING AND OUTCOMES**

62. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

63. The contract will be for the value of £9,920,400.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

## TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £9,920,400.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	6540	80	£ 523,200.00
RQ01 Regulated Learning			£ 4,767,768.00
NR01 Non Regulated Activity			£ 2,863,632.00
PG01 Progression Paid Employment (EMP)	1962	600	£ 1,177,200.00
PG03 Progression Education (EDU)	523	300	£ 156,900.00
PG04 Progression Apprenticeship (EDU)	654	600	£ 392,400.00
PG05 Progression Traineeship (EDU)	131	300	£ 39,300.00
<b>Total of ESF Specification</b>			<b>£ 9,920,400.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>HERTFORDSHIRE – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## LEP Background

Unemployment remains low in Hertfordshire. In the year to May 2018, 0.85% of all economically active 16-64 year olds were unemployed (claiming JSA) with 1.5% of all economically active claiming JSA/Universal Credit – the lowest rate for ten years. Hertfordshire's unemployment rate remained well below the East of England and England average and the fourth lowest rate of all 38 LEP areas.

However, the percentage of people claiming JSA has been above the national average in Stevenage for the past six years. In May 2018, 1.5% of working age people living in Stevenage were claiming JSA with 2% claiming JSA/Universal Credits. The rate of JSA claimants in Broxbourne is also above the Hertfordshire average with 1.1% claiming JSA and 2.1% claiming JSA/Universal Credits. Both Watford and Welwyn Hatfield have JSA claimant rates lower than the Hertfordshire average but have higher than Hertfordshire average for those claiming JSA/Universal Credits. In other Hertfordshire districts, JSA claimant rates are as low as 0.6% in both St Albans and East Herts with associated JSA/Universal Credit rates of 1.4% & 0.8%.

Hertfordshire Local Enterprise Partnership has worked with Hertfordshire County Council and DWP to develop a revised [Skills Strategy for Hertfordshire](#). A key theme within the strategy is skills to drive growth i.e. working with businesses and training providers to improve the skills of both the existing workforce and the future labour market in order to sustain economic growth. Another key theme within the strategy is working towards fuller employment, i.e. supporting vulnerable adults into employment, increasing the available workforce and enabling priority groups to maximise their potential. The skills strategy builds on the aspirations set out in the [Hertfordshire ESIF Strategy](#) which was updated in 2016.

The proposed activity will help unemployed people and those economically inactive to address skills related barriers and progress into sustainable employment. As the economy continues to recover, there is a risk that those not in work may lack the skills employers require. The service will therefore, also have a focus on providing the targeted individuals with the vocationally related skills they need to compete in the local labour market meeting the needs of employers.

Ensuring our workforce has the right skills to encourage future economic growth lies at the heart of delivering the vision set out in the Hertfordshire Local Enterprise Partnership (LEP) [Strategic Economic Plan \(SEP\)](#). This will also be a central theme in our proposed local Industrial Strategy. Skills Support for the Unemployed will be an important element in achieving this vision.

The Hertfordshire Skills Survey showed that nearly half of employers identified skills gaps with 45% of local businesses stating that skills gaps were important factors affecting their competitiveness. Our aspiration is to work with businesses, Higher Education (HE), Further Education (FE) and other training providers to improve the skills of those currently inactive in the labour market ensuring a better matching of skills to business needs in order to sustain economic growth.

**Local Authorities:**

Hertfordshire County Council Broxbourne  
Borough Council.  
Dacorum Borough Council.  
East Herts Council.  
Hertsmere Borough Council.  
North Hertfordshire District Council.  
St Albans City and District Council.  
Stevenage Borough Council. Website.  
Three Rivers District Council  
Watford Borough Council  
Welwyn Hatfield Borough Council

**Key Priorities:**

The Contractor must work in partnership with the contracted provider for the DWP Opt-in ESF provision in Hertfordshire to ensure an integrated service provision to the eligible target groups.

The Contractor will seek to co-locate service provision alongside delivery hubs based in Stevenage and Broxbourne areas, established by the successful DWP Opt-in ESF Contractor. We also envisage outreach to cover other areas such as Watford, Hatfield and Hemel Hempstead.

The Services must work in partnership with the Contractor for the ESFA Opt-in Skills for Growth provision to ensure continuity of support for those Participants who have achieved progression into employment.

The Services must provide specific and tailored services to unemployed and inactive Participants with a particular focus on the following hard to reach groups;

- People with disabilities
- BAME (black, Asian and ethnic minority) groups
- People with health conditions
- Lone parents
- People aged over 50
- Homeless
- Carers returning to the labour market

The LEP has identified the following priority sectors as key to its aim of driving economic growth within the county;

□ Construction – with potential for significant increases in the building of residential units as well as the regeneration of a number of our urban centres, i.e. Stevenage,

Hatfield, Hemel Hempstead, Watford, Bishop Stortford there will be a need to upskills existing staff re modern methods of construction

- High-end logistics – which is growing very quickly, particularly in servicing Londonbased households and businesses, and increasingly generates higher quality jobs
- Film and digital media – noting that Hertfordshire has world class assets in the form of Leavesden (home of Warner Bros) and Elstree;
- Life Sciences/advanced manufacturing/engineering and IT – including life sciences, defence and aerospace companies, software, ICT and telecoms services, equipment producers and communications integrators;
- Financial and business services – where there are opportunities to accommodate national headquarters and also regional offices serving southern England: Watford, St Albans, Cheshunt, Hemel Hempstead can all claim notable businesses in this context.

In addition to the above, the LEP realises the importance of employment growth sectors such as hospitality, health & social care, retail and other service based sectors, however prioritises activity which supports progression into employment within those listed above.

As part of the Services, the Contractor will be required to produce a development plan in response to the LEPs needs to identify additional activities, with identified roles and responsibilities and named contacts. The plan will be agreed and revised with the LEP on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement. The Contractor will support the ongoing implementation of the plan and provide regular updates to the LEP. The LEP will agree a template for the development plan, which will be a minimum requirement for the Contractor.

## PART 5 FUNDING AND OUTCOMES

64. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

65. The contract will be for the value of £908,339.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £908,339.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	599	80	£ 47,920.00

RQ01 Regulated Learning			£ 436,342.00	
NR01 Non Regulated Activity			£ 262,077.00	
PG01 Progression Paid Employment (EMP)	180	600	£ 108,000.00	
PG03 Progression Education (EDU)	48	300	£ 14,400.00	
PG04 Progression Apprenticeship (EDU)	60	600	£ 36,000.00	
PG05 Progression Traineeship (EDU)	12	300	£ 3,600.00	
<b>Total of ESF Specification</b>			<b>£ 908,339.00</b>	

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>HUMBER - TRANSITION</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## LEP Background

Skills levels in the Humber are improving but there is still much to do to close the productivity gap, address the low skills equilibrium and create a workforce that can maximise the opportunities presented by new private sector investments.

Despite improvements in skills levels, the Humber continues to be behind national averages for those with qualifications at level four and above and a higher percentage of the population have no qualifications. Low productivity and skills shortages affect some major sectors, posing a risk for the future.

Similarly, supporting people to access employment remains a priority to support local growth. As at December 2017, the employment rate of 73.5% in the Humber was below the national average for those aged 16-64 (74.9%), with Hull and North East Lincolnshire having the lowest at 69.5% and 69.9% respectively. Claimant counts from May 2018 reflect a similar picture with the Humber's claimant count of 2.9% being in excess of the regional (2.5%) and national averages (2.2%).

The Humber ESIF Strategy, Humber Employment and Skills Strategy and Humber Strategic Economic Plans all recognise the importance of employment and skills to local growth. Links to these strategies are provided below:

Humber ESIF Strategy: <http://www.humberlep.org/strategies-and-deals/european-structural-and-investment-funds-strategy/>

Humber LEP Employment and Skills Strategy:  
<http://www.humberlep.org/skills/employment-and-skills-strategy/>

Humber SEP: <http://www.humberlep.org/strategies-and-deals/the-humber-strategic-economic-plan/>

Like all Local Enterprise Partnerships, we are in a transition phase which is seeing the development of our Local Industrial Strategy, which builds on the work we have done through our Strategic Economic Plan. Research indicates a movement in some of our traditional sectors as well as a range of opportunities in new and emerging sectors.

The Humber LEP has developed a Blueprint for a Humber Industrial Strategy which was launched in June 2018. This can be found at: <http://www.humberlep.org/lep-launches-blueprint-for-future-of-the-energy-estuary/>

**Local Authorities:**

Hull City Council

East Riding of Yorkshire Council

North Lincolnshire Council

North East Lincolnshire Council

**Key Priorities: Geography**

The Service should cover the whole of the Humber Geography and the Contractor must ensure that there is equal access to opportunity in each of the Local Authority areas. Geographical coverage will be reviewed as part of the project steering group.

**Priority qualifications/Sectors**

Recognising the gap between Participants holding higher level skills and the new emerging job roles in the Humber that require these skills, the Service is also looking to promote pathways to access higher level opportunities and to support Participants to progress.

**Learner Type**

The focus should be on the progression of Participants from Level 2 to Level 3 and beyond, supporting them to achieve higher level skills to enable them to gain and progress in employment. It is anticipated that the majority of Participants supported will be those that are in receipt of benefits but with some support will be able to gain employment within a limited time period. There are a number of other programmes in the Humber which are focusing on those that are the furthest from the labour market and the Contractor must be mindful of the potential for duplication.

**Governance**

The Contractor shall take part in a quarterly project Steering Group which will include the Humber LEP, provider partners and other relevant stakeholders. The Contractor will provide quarterly reports to the Humber LEP which will be fed into its Employment and Skills Board. Data provided should be broken down to Local Authority area.

**PART 5 FUNDING AND OUTCOMES**

66. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

67. The contract will be for the value of £300,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

**TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £300,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	198	80	£ 15,840.00
RQ01 Regulated Learning			£ 144,169.00
NR01 Non Regulated Activity			£ 86,591.00

ESF Contract for Services – Education and Training 2018 to 2019

PG01 Progression Paid Employment (EMP)	59	600	£ 35,400.00
PG03 Progression Education (EDU)	16	300	£ 4,800.00
PG04 Progression Apprenticeship (EDU)	20	600	£ 12,000.00
PG05 Progression Traineeship (EDU)	4	300	£ 1,200.00
<b>Total of ESF Specification</b>			<b>£ 300,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>LANCASHIRE - TRANSITION</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## LEP Background

The Lancashire Local Enterprise Partnership (LEP) spans the areas supported by Lancashire County Council, Blackburn with Darwen Unitary Authority and Blackpool Unitary Authority. The LEP is home to a population of 1,485,042 people, just over one fifth of the North West total (20.6%). The economy is a mix of urban, rural and coastal communities. There are 52,100 businesses in Lancashire, of which 98% are SMEs.

The LEP's Strategic Economic Plan sets out the growth ambitions for the next 10 years providing a clear focus on realising the potential of the whole of Lancashire. The focus is to foster the right conditions for growth: to invest in innovation, skills, enterprise and infrastructure, to accelerate the achievement of its full economic potential. As the fourth largest economy in the north of England, Lancashire offers, through its ESIF Strategy, a mechanism to use ESI Funds to invest in opportunities that will support economic growth and well-being.

A key priority for the LEP is skills & employment; recognising the LEP's role in enabling and achieving a better balanced, skilled and inclusive labour market which underpins and contributes to economic well-being and growth across the County. The Lancashire Skills and Employment Strategic Framework is structured into 4 themes: Future Workforce, Skilled & Productive Workforce, Inclusive Workforce and An Informed Approach and articulates the priorities for Lancashire. The Strategic Framework is available here: <https://www.lancashirelep.co.uk/lep-priorities/skills-employment/skills-and-employment-strategicframework-2016-2021.aspx>

A robust evidence base underpins the framework and identifies key issues across Lancashire – this includes sector skills studies, and key skills and employment data. In April 2018, the Lancashire Labour Market Intelligence (LMI) Toolkit was published, providing up-to-date data and a range of information broken down by the 6 Travel to Work areas in Lancashire; the framework will be refreshed in sequence but the key issues and focus remain the same. The evidence base can be accessed here:

<https://www.lancashireskillshub.co.uk/about-us/evidence-base/>.

Within Lancashire 30,800 people (4.4%) of economically active residents are unemployed and 200,100 people (22.2%) of the working age population are economically inactive. Further examples of the needs of Lancashire residents can be found within the LMI toolkit:

<https://www.lancashireskillshub.co.uk/about-us/evidence-base/> **Local**

### **Authorities:**

There is one upper tier local authority and two unitary authorities in the area:

Lancashire County Council

Blackburn with Darwen Borough Council

Blackpool Borough Council

Lancashire County Council is made up of the following district/borough councils: Burnley,

Chorley, Fylde, Hyndburn, Lancaster, Pendle, Preston, Ribble Valley, Rossendale, South Ribble, West Lancashire and Wyre.

### **Key Priorities:**

It is envisaged that sector specific initiatives, working with Lancashire businesses, will be key to progressing Participants into sustainable employment, with progression opportunities. The Services should aim to work with companies who are opening new premises in Lancashire or companies who are experiencing growth thereby creating new jobs and vacancies. There should be a particular focus on working with businesses in Lancashire's priority sectors.

It is anticipated that the Contractor will have physical locations across the LEP geography that are easily accessible by Participants (using public transport and for those with disabilities). It is expected that the Contractor will also be able to deliver provision at employer premises.

Activity should complement other activity for similar target groups, such as the Big Lottery opt-in, directly funded projects and mainstream provision. The Contractor shall join the Lancashire Adult Forum to support activity and to encourage cross-project referrals and sharing of good practice.

Through the LEP Local Development Plan the Contractor will undertake additional activities in conjunction with the LEP. Examples of the activities include: contribution to the maintenance and development of the on-line referral tool for unemployed adults known as Escalate: <https://www.lancashireskillshub.co.uk/escalate/>, research, responding to skills needs of the LEP's priority sectors, CPD activities, mechanisms for increasing employer engagement and demand for apprenticeships, building capacity and responsiveness, new product development and innovation and other allied activities.

The Contractor will need to allocate resource to work in partnership with Lancashire's Skills Hub basis, to co-ordinate delivery between these 2 strands of activity and other opt-in projects and directly matched ESIF projects.

The Contractor shall create and manage a steering group which will sit across all strands of activity with relevant local stakeholders, which will report the LEP via the Skills and Employment Board. The Contractor will provide the LEP with regular performance reports on delivery and activity.

The Contractor will have in place a data sharing and a service level agreement with the Lancashire Growth Hub (Boost) and input employer contacts and activity on the Growth Hub CRM system. The data will be used to support referrals from the Growth Hub, a joined up approach to employer engagement and to support Lancashire-wide marketing campaigns promoting business support products and skills. The Contractor will work proactively with the Growth Hub to support business support simplification and effective engagement of employers.

### **Geography**

The project must deliver across the whole LOT Area with particular emphasis on those areas with the highest unemployed and inactive residents as noted in the LMI toolkit.

ESF Contract for Services – Education and Training 2018 to 2019

<https://www.lancashireskillshub.co.uk/wp-content/uploads/2018/04/Lancashire-report-2.pdf> The Contractor will develop relationships with local authorities to support inclusive growth across Lancashire, as well as engage with the Growth Hub, 'Boost and partners to integrate the offer to businesses into the local ecosystem of business products.

There should be a focus on delivery in the following areas of high unemployment where the claimant count is above the average for Lancashire:

- Blackburn
- Blackpool
- Burnley
- Hyndburn
- Lancaster

### **Priority Sectors**

There should be a focus on working with businesses in the following priority sectors, the Contractor will support inward investment and growth opportunities.

- Advanced Manufacturing and Engineering
- Energy and Environment
- Finance and Professional Services
- Visitor Economy
- Creative and Digital
- Health and Social Care
- Construction

Digital Skills is a significant priority focus, with the recent launch of the Local Digital Skills Partnership in Lancashire. The Contractor should articulate how activity will support the development of digital skills to support inclusive growth across Lancashire.

### **Priority should be given to:-**

Age Groups: the Services should target Participants who are 19 years of age or over so as not to duplicate the NEET activity, also funded by the opt-in with the ESFA.

As per the LMI Toolkit, priority should be given to the following:

- Participants aged 19-24
- Participants over 50 years of age
- Participants from ethnic minorities
- Participants returning from long term sickness
- Participants with low basic skills or no qualifications

## **PART 5 FUNDING AND OUTCOMES**

68. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

69. The contract will be for the value of £4,399,645.00.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £4,399,645.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	2901	80	£ 232,080.00
RQ01 Regulated Learning			£ 2,114,529.00
NR01 Non Regulated Activity			£ 1,270,036.00
PG01 Progression Paid Employment (EMP)	870	600	£ 522,000.00
PG03 Progression Education (EDU)	232	300	£ 69,600.00
PG04 Progression Apprenticeship (EDU)	290	600	£ 174,000.00
PG05 Progression Traineeship (EDU)	58	300	£ 17,400.00
<b>Total of ESF Specification</b>			<b>£ 4,399,645.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>LEICESTER AND LEICESTERSHIRE – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## **LEP Background**

The Leicester and Leicestershire Enterprise Partnership (LLEP) area encompasses the City of Leicester and County of Leicestershire and has a combined population of around one million people.

Our economy is currently worth £23.5bn in Gross Value Added (GVA) per annum and is central to the prosperity of the Midlands, providing nearly 500,000 jobs and hosting over 42,000 trading businesses. Our ambition is to become the most productive economy in the Midlands, making a major contribution to UK prosperity and earning power.

Our business base is primarily composed of small and medium sized enterprises (SMEs), with around 75% of our businesses having less than 10 employees, and we have particular strengths in manufacturing, logistics, professional and financial services, food and drink, tourism and textiles. However, we are also home to number of major international businesses, including Next, Pepsico, Triumph, Caterpillar, Norton, Santander, Wal-Mart, Amazon, DHL, Almac and 3M.

Leicester is one of the most diverse and fastest-growing cities in the UK, with an entrepreneurial and outward-looking population drawn from across the globe. The city has seen a number of inward investment successes in recent years, with IBM and Hastings Direct both setting up new operations in Leicester.

Our central city is ringed by a network of market towns, including Loughborough, Melton Mowbray, Market Harborough, Lutterworth, Hinckley and Coalville. These are important economic centres in their own right, contributing over £1 billion to the local economy. They also provide a focal point for their local communities and have the potential to generate additional economic growth.

We are home to three leading universities – De Montfort University, Loughborough University and the University of Leicester – each of whom have their own distinct specialisms and undertake world class research.

We are located in the heart of England and sit within a logistics ‘golden triangle’ formed by the M1, M6 and M42 motorways. This has made us the preferred location for national Distribution Centre’s such as Magna Park. We are also home to East Midlands Airport, the UK’s largest pure freight airport, and are set to benefit from the construction of HS2.

We are uniquely placed in having two designated Enterprise Zones spread across four separate sites. These are the MIRA Technology Park, Loughborough University Science and Enterprise Park, Charnwood Campus and Leicester Waterside. Each of these sites has their own distinct sector specialisms and offer us the potential to develop clusters

around Centres of Excellence in key industries, including life sciences, sports science, space, advanced manufacturing and the automotive sector.

See below for links to further sources of relevant information:

The ESIF Strategy which sets the context for our ambitions around employment and skills can be found at: <https://www.llep.org.uk/strategies-and-plans/esif/our-esif-strategy-20142020/>

Further detail and evidence underpinning the identification of local needs and priorities including black and minority ethnic groups and those aged 50 or over can be found in the ESF Future Open Calls Research Report at <https://www.llep.org.uk/wpcontent/uploads/2017/10/2017-08-30-Final-Report-WEB-VERSION.pdf>

The Skills for the Future Report can be found at <https://www.llep.org.uk/investing-in-ourpeople/skills-strategies/skills-for-the-future-study-2016/>

An overview of existing ESF Projects and target beneficiaries can be found at: <https://www.llep.org.uk/esif-section/about-esif/>

For more information on our area: <http://www.investinleicester.co.uk/>

### **Local Authorities:**

Leicester City Council  
Leicestershire County Council  
Blaby District Council  
Charnwood Borough Council  
Harborough District Council  
Hinckley & Bosworth Borough Council  
Melton Borough Council  
North West Leicestershire District Council Oadby  
& Wigston Borough Council

### **Key Priorities:**

Priority should be given to:

- Black, Asian & Minority Ethnic (BAME) Groups
- Those aged 50 or over

The Service should not duplicate activity which is already in place and being delivered through existing ESF Projects within the LLEP area.

There is a need to identify and target those areas where there is evidence of demand.

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

## PART 5 FUNDING AND OUTCOMES

70. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

71. The contract will be for the value of £2,316,600.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £2,316,600.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	1528	80	£ 122,240.00
RQ01 Regulated Learning			£ 1,113,229.00
NR01 Non Regulated Activity			£ 668,631.00
PG01 Progression Paid Employment (EMP)	458	600	£ 274,800.00
PG03 Progression Education (EDU)	122	300	£ 36,600.00
PG04 Progression Apprenticeship (EDU)	153	600	£ 91,800.00
PG05 Progression Traineeship (EDU)	31	300	£ 9,300.00
<b>Total of ESF Specification</b>			<b>£ 2,316,600.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>NORTH EASTERN – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

**LEP Background** The North East Local Enterprise Partnership's Strategic Economic Plan sets out the growth ambitions for the next 10 years, providing a clear focus on realising the potential of the whole of the North East, setting out the framework for their Growth Deal with Government and directs the resources within their agreed European Structural Investment Fund (ESIF) strategy.

Unemployment in the North East LEP area remains relatively high and employment low in comparison to other areas. Only 71.7% of 16-64 year olds are in employment compared to a national average of 75%. Lower employment and higher levels of economic inactivity hold back both economic growth and reduce social inclusion. Levels of deprivation in the area are relatively high; with the North East LEP area ranked as the 10<sup>th</sup> most deprived partnership area out of the 38 LEP areas according to the Index of Multiple Deprivation.

Individuals face a range of complex and multiple barriers to employment which are highly context specific; including physical and digital connectivity, cost and availability of appropriate training to develop relevant skills, capabilities and qualifications, and access to finance. These issues, combined with limited work experience opportunities, can result in low levels of confidence and work readiness. Similar challenges around poor physical and mental health and digital skills also act as major barriers. The impact and interplay of each of these is complex and varies for each individual resulting in the need for a person centred approach to support progress towards and into work.

These factors, although widespread, are particularly visible and concentrated for individuals with particular characteristics resulting in disproportionately poorer job outcomes including those who:

- Are aged 50+
- Have long term physical health conditions
- Are Long term unemployed (2 years +)
- Are from BAME (black, Asian and minority ethnic) background (including Romany and Gypsy communities)
- Are Women

More information about the North East LEP area strategic plans can be found at:  
<https://www.nelep.co.uk/wp-content/uploads/2014/10/NE-LEP-ESIF-Strategy-Full-23-June-2016.pdf>

**Local Authorities:**

The Service will be delivered within entire LOT Area.

Gateshead  
Newcastle Upon Tyne  
North Tyneside

Northumberland  
South Tyneside  
Sunderland

**Key Priorities:**

The Service should take account of the needs of priority sectors as route ways to employment. These are:

- Advanced manufacturing and engineering, healthcare system and technologies (such as virtual reality, electric vehicles and advanced materials)
- Pharmaceuticals
- Energy
- Low carbon and renewable technologies
- Logistics
- Professional Service
- Forestry
- Tourism
- Support for new and emerging industries (known as our Smart Specialisation sectors):
- Passenger Vehicle Manufacture with particular focus on Low Carbon vehicle technology
- Creative, digital, software & technology
- Subsea engineering and manufacturing
- Life sciences and healthcare
- Other emerging growth areas include surface science , ageing, satellite technologies and energy networks

Priority must be given to deliver meaningful qualifications rather than generic employability training, eg certificate and awards in welding, food and drink, lean manufacturing and adult health care, but not customer service and business administration. Where progression is into education, it should be towards full qualifications, ideally at a technical level.

The Service must provide meaningful and appropriate information advice and guidance including overview of local labour market that will support Participants to secure suitable progression into a successful outcome and which raises interest in careers in the LEP's priority sectors.

The Contractor must establish a project steering group at the start of their contract to manage and oversee delivery of the contract. The group must have representation nominated by the LEP and agreed by the ESIF Committee. This must include at least one representative from the More Developed Area of Northumberland, Tyne & Wear. The steering group must be chaired by the Contractor and will need to meet on a monthly basis for the first three months and then as required.

The Contractor must ensure sufficient local engagement is undertaken during the contract period, and commit to:

- Engaging in ESF Provider Network activity as and when required
- Engaging in the North East LEP Growth Hub
- Being aware of and avoid duplication of existing provision

As part of the Services, the Contractor will be required to produce a development plan in response to the LEP area's needs to identify additional activities, with identified roles and

responsibilities and named contacts which will be agreed and revised with the ESFA/LEP area Steering Group on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement. The Contractor will support the on-going implementation of the plan and provide regular updates to the LEP area Steering Group. The ESFA/LEP will agree a template for the development plan, which will be a minimum requirement for the Contractor.

## PART 5 FUNDING AND OUTCOMES

72. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

73. The contract will be for the value of £6,000,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £6,000,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	3956	80	£ 316,480.00
RQ01 Regulated Learning			£ 2,883,389.00
NR01 Non Regulated Activity			£ 1,731,831.00
PG01 Progression Paid Employment (EMP)	1187	600	£ 712,200.00
PG03 Progression Education (EDU)	316	300	£ 94,800.00
PG04 Progression Apprenticeship (EDU)	396	600	£ 237,600.00
PG05 Progression Traineeship (EDU)	79	300	£ 23,700.00
<b>Total of ESF Specification</b>			<b>£ 6,000,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

## PART 4: LOCAL SERVICE REQUIREMENTS

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

## **NORTHAMPTONSHIRE – MORE DEVELOPED**

### **GEOGRAPHY / AREA OF DELIVERY**

#### **LEP Background**

South East Midlands Local Enterprise Partnership (SEMLEP) are in the midst of a period of substantial change, politically, economically and in terms of a technological revolution that is rapidly re-shaping the way we live, work and do business. With the recent merger between SEMLEP and Northamptonshire LEP, now is the right time to review success, consider challenges and focus on opportunities. For us to continue to deliver the growth and prosperity we have seen in recent years, our priority is to create conditions for stronger, sustainable and productivity-led growth, with our strengths in innovation at the forefront.

In all our proposed activities, we anticipate cross-cutting benefits of sustainability and the promotion of equality. To ensure the value of ESIF funds is maximised locally, we plan to ensure that our Programme is open and accessible across the private, public, voluntary and community sectors.

The ambition in the South East Midlands LEP is to ensure young people and adults are equipped with the skills and support they will need to secure and sustain employment and thereby contribute to, and benefit from, economic growth.

This will be achieved through promoting inclusion, raising aspirations, facilitating educational excellence and delivering an employment and skills system that responds quickly and effectively to changing business needs. We need the delivery of employment support and skills provision that is designed specifically to address the local needs of locally targeted communities. Contractors are encouraged to facilitate employment and skills opportunities for young people, disadvantaged communities and the long term workless that take account of individual circumstances, health, social and psychological aspects which affect behaviour and motivation.

For further information please refer to:

- Details of the [South East Midlands local ESIF Strategy](#)
- Details of the [Northamptonshire Enterprise Partnership local ESIF Strategy](#)
- Details of the [South East Midlands 2017-2020 Implementation Plan](#)
- Details of the [South East Midlands 2017 ESF Data Refresh](#)
- Details of the [South East Midlands Skills Strategy](#)

Northamptonshire Enterprise Partnership and South East Midlands Partnership merged in 2017 and serve the whole of South East Midlands including Northamptonshire. However, due to the structure of the Memorandum of Understanding with the ESF Managing

ESF Contract for Services – Education and Training 2018 to 2019

Authority, ESF opt in services are procured under the pre-merger geography. There are 13 Local Authorities covering the entire SEMLEP geography, with the population split 40% Northamptonshire and 60% SEMLEP based on pre-merger geography.

### **Local Authorities:**

Grouped into largely rural areas of

- Daventry 4.1%,
- East Northamptonshire 4.5%,
- South Northamptonshire 4.5%.

and the predominantly urban areas of

- Corby 3.4%,
- Kettering 4.9%,
- Northampton 11.3%
- Wellingborough 3.9%.

### **Key Priorities:**

SEMLEP will give priority to areas that have lost, had a reduction or removal of service provision and encourage project proposals that:

- Demonstrate how they will focus on, engage with and meet the basic skills and specific employability needs of Participants, particularly those from disadvantaged communities;
- Offer a flexible range of information, and job skills workshops and other activities targeted on localities and communities with the biggest need;
- Contain employability courses to those Participants who have recently become unemployed and those who are long term unemployed;
- Deliver pre-recruitment training which is focused on enhancing the Participants awareness of employer and sector specific skills requirements
  - Construction
  - Digital
  - Health and Social Care
  - Logistics
  - Rural communities
- Include bespoke job skills provision which targets occupations for which local entry level vacancies exist, including work trials and work experience which affords the employer and the potential employee a risk-free opportunity to decide if 'they are right for each other'.

The Services will help those who are disadvantaged but still relatively close to the labour market tackle their barriers to work, enter and sustain employment. As a result of the consultation, the following target groups have been identified as a priority.

1. People with work limiting illnesses on ESA, especially those who have been on benefits for over 2 years or individuals in a revolving cycle of ill health.
2. Individuals with mental health issues and individuals with learning, physical or sensory disabilities.
3. Support for ex-armed forces personnel to move into employment.
4. Carers, lone parents and women returning to the work force.

5. Women whose first language is not English, enabling them to access training at the appropriate level and take up employment opportunities including self-employment.

6. Communities in predominantly rural areas facing challenges accessing basic services including health, education, and training. Lack of public transport is a major issue particularly for young people who are unable to access employment outside their immediate residential area.

The Contractor shall attend the LEP ESF Providers Forum to promote alignment and streamlining of provision.

## PART 5 FUNDING AND OUTCOMES

74. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

75. The contract will be for the value of £900,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £900,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	594	80	£ 47,520.00
RQ01 Regulated Learning			£ 432,507.00
NR01 Non Regulated Activity			£ 259,773.00
PG01 Progression Paid Employment (EMP)	178	600	£ 106,800.00
PG03 Progression Education (EDU)	48	300	£ 14,400.00
PG04 Progression Apprenticeship (EDU)	59	600	£ 35,400.00
PG05 Progression Traineeship (EDU)	12	300	£ 3,600.00
<b>Total of ESF Specification</b>			<b>£ 900,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>OXFORDSHIRE – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## LEP Background

OxLEP website: [www.oxfordshirelep.com](http://www.oxfordshirelep.com)

Oxfordshire is home to 678,550 people of which 430,200 (63.4%) are of working age – aged 16-64. Economic activity is high with 377,400 (84.7%) classed as economically active.

Oxfordshire is a globally-renowned region with one of the strongest economies in the UK, and a successful record in securing investment to promote growth. For more information, please see OxLEPs [Strategic Economic Plan 2016](#).

50.7% of individuals in the county have an NVQ Level 4 or above, whilst 3.8% have no qualifications.

At May 2018 4,260 people were receiving out of work benefits, representing an unemployment rate of 1%. However, 26,860 people were claiming some type of benefit, including ESA, at November 2016.

Oxfordshire has relatively low levels of deprivation, according to the 2015 Indices of Multiple Deprivation: it is the 11th least deprived of 152 upper-tier local authorities in England (up from 12th in 2010). That puts the county well within the top 10% least deprived. Compared with other upper tier local authorities in England, Oxfordshire is less deprived than average across six of the seven domains of deprivation.

The 15 small areas in Oxfordshire that are among the 20% most deprived nationally include:

In Oxford City, parts of Rose Hill and Iffley, Northfield Brook, Barton and Sandhills, and Blackbird Leys

In Banbury, parts of Grimsbury and Castle, and Ruscote In Abingdon, part of Abingdon Caldecott.

The [Oxfordshire Skills Strategy: Building a 21<sup>st</sup> century skills ecosystem](#) states that Oxfordshire operates in a very tight labour market with a job density of 0.96 – that is 96 jobs for every 100 working age residents, compared to 0.83 nationally. Since March 2014, the number of Oxfordshire residents receiving JSA/UC has declined by around 40%. Although welcomed, it does point to the challenges for growing and new businesses seeking to recruit staff from a small pool of potential labour. The skills strategy therefore has a Strategic Priority to address this:

To address Oxfordshire's tight labour market and skill shortage areas by:

1. Ensuring those marginalised or disadvantaged from work are moved closer

to the labour market;

2. Supporting and encouraging older workers to consider vacancies in areas of skill shortage.

The Oxfordshire European Structural Investment Fund Strategy can be found at:

<https://www.oxfordshirelep.com/about/our-programmes/european-funding>

**Local Authorities:**

Cherwell District Council

Oxford City Council

Oxfordshire County Council

South Oxfordshire District Council

Vale of White Horse District Council

West Oxfordshire District Council

The Services must be delivered in the entire LOT Area.

**Key Priorities:**

**Sectors:**

Significant sectors for growth

- Education
- Business administration and finance
- Health and social care
- Professional, scientific and technical
- Sales and retail
- Digital, creative technologies
- Hospitality and catering

Sectors facing skills challenges/labour shortages/projected skills shortages

- Health and social care
- Engineering and science
- Digital & creative industries
- Construction and built environment
- Hospitality and catering
- Logistics (distribution and wholesale)

**Priority Groups:**

Those in Oxfordshire who have been unemployed for 6 months or more and have particular barriers to entering training and work, for example those who:

- Are single parents
- Have drug or alcohol additions
- Have mental health issues

- Are former offenders
- Are homeless

## PART 5 FUNDING AND OUTCOMES

76. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

77. The contract will be for the value of £1,080,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £1,080,000.00.

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	712	80	£ 56,960.00
RQ01 Regulated Learning			£ 519,010.00
NR01 Non Regulated Activity			£ 311,730.00
PG01 Progression Paid Employment (EMP)	214	600	£ 128,400.00
PG03 Progression Education (EDU)	57	300	£ 17,100.00
PG04 Progression Apprenticeship (EDU)	71	600	£ 42,600.00
PG05 Progression Traineeship (EDU)	14	300	£ 4,200.00
<b>Total of ESF Specification</b>			<b>£ 1,080,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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## **PART 4: LOCAL SERVICE REQUIREMENTS**

### **SHEFFIELD CITY REGION – MORE DEVELOPED AND TRANSITION**

#### **GEOGRAPHY / AREA OF DELIVERY**

##### **LEP Background**

The Sheffield City Region has a diverse economy comprising a dynamic core city, important towns and market towns, and a significant rural economy. The City Region encompasses more than 1.8 million people (over 1.1 million aged 16-64) and approximately 700,000 jobs. 76.6% of people are in employment.

The two largest authorities in the City Region, in terms of population are Sheffield and Doncaster.

Analysis of key indicators demonstrates:

- Gross Value Added (GVA) per employee is 18% below the national average and mean earnings are 17% below the national average.
- Despite lower skills levels than average for England, underemployment is high (12% of all employees and occurs in 41% of businesses), this includes the graduates from our universities in addition to the wider labour market.
- Employers invest less in training than average, for example, 38% of establishments have not trained anyone in their workforce in the last 12 months.
- A shortfall of 30,000 jobs in higher skilled occupations relative to the size of the employment base.

Productivity in the Sheffield City Region has been declining since 2000 and is circa 84% of the national average. The key determinant of this low productivity appears to be the high proportion of the workforce in low skilled occupations and the low proportions of the workforce in higher skills occupations in each sector.

In 2014/15 over 21,000 people started an Apprenticeship in the Sheffield City Region, with the majority at Level 2, only 3.5% at a higher level and with significant black and Asian ethnic minority (BAME) under-representation<sup>1</sup>.

According to UKCES Employer Skills Survey 2015, the number of companies reporting having skills gaps is 16%, higher than the average in England of 14%, with 6% reporting they are struggling to fill vacancies and 31% are considered to be hard to fill. This is in addition to lower than national averages for the number of residents qualified to Level 3 and above (51.6% compared to 56.9) and above average figures for the number with no qualifications (8.9%, 8.0% Great Britain average).

Sheffield City Region has a diverse labour market comprising several urban hubs as well as semi-rural and rural areas. It has strengths in advanced manufacturing, creative, digital,

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<sup>1</sup> Sheffield City Region Labour Market Report – can be found [here](#)  
ESF Contract for Services – Education and Training 2018 to 2019

logistics, technology, retail and business services.

Sheffield City Region, its 9 local authorities, colleges, and health partners have a complex set of provision, local organisation networks and governance in place of relevance to skills and employments that this support will need to link into and align provision to be effective in our area. 6 Local Integration Boards have been established to strengthen and align skills and employment provision we expect this programme to work in an integrated way with existing provision and through those boards.

*Strategic economic plan 2015-2025:* <https://sheffieldcityregion.org.uk/wp-content/uploads/2018/01/Strategic-Economic-Plan-2015-2025.pdf>

*ESIF Strategy refresh:* <https://sheffieldcityregion.org.uk/wp-content/uploads/2018/01/SCR-ESIFREFRESH-Feb-2016-Final-v3-1.pdf>

### **Local Authorities: More Developed LOT 1**

Chesterfield

Bassetlaw

North East Derbyshire

Bolsover

Derby Dales

### **Local Authorities: Transition LOT 2**

Sheffield

Rotherham

Barnsley

Doncaster

### **Key Priorities:**

The priorities and activities to be addressed are as follows:

- Creation of integrated packages of support that address gaps in provision to disadvantaged groups and reach those who are not currently receiving support. Particularly Roma and Traveller communities, people with a mild learning disability or learning difficulties.
- Tackling inactivity by helping disadvantaged groups overcome various barriers (for example: substance misuse, mental health factors, domestic abuse, language barriers, carer responsibilities, general health and disability), and improve their employability and move towards employment.
- Support activities focusing on workless households.
- Provision of support to households who face eviction from their property.
- Additional intensive flexible support to help Universal Credit claimants progress into the labour market.
- Support for economically inactive women, particularly of ethnic origin, including those with child or elder care responsibilities and who often face multiple disadvantages.

- Work with employers to help integrate people with disabilities and ethnic minorities, and other disadvantaged groups, into the workplace. Particularly people with a mild learning disability or learning difficulty

- Tackle specific barriers faced by refugees and migrants and to integrate them into the labour market.
- Support the development and growth of social enterprises.

### Sectors

- Advanced Manufacturing & Materials
- Business & Professional Services
- Creative & Digital Industries Technologies
- Low Carbon
- Property & Construction
- Retail
- Sports, Leisure & Tourism
- Healthcare
- Logistics

## **PART 5 FUNDING AND OUTCOMES**

78. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

79. The contract will be for the value of £1,622,249.00 (More Developed) based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### **TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £1,622,249.00. **More Developed LOT 1**

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	1070	80	£ 85,600.00
RQ01 Regulated Learning			£ 779,539.00
NR01 Non Regulated Activity			£ 468,210.00
PG01 Progression Paid Employment (EMP)	321	600	£ 192,600.00
PG03 Progression Education (EDU)	86	300	£ 25,800.00
PG04 Progression Apprenticeship (EDU)	107	600	£ 64,200.00
PG05 Progression Traineeship (EDU)	21	300	£ 6,300.00
<b>Total of ESF Specification</b>			<b>£ 1,622,249.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

80. The contract will be for the value of £9,930,907.00 (Transition) based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence

immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £9,930,907.00 **Transition LOT 2**

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	6547	80	£ 523,760.00
RQ01 Regulated Learning			£ 4,772,670.00
NR01 Non Regulated Activity			£ 2,866,577.00
PG01 Progression Paid Employment (EMP)	1964	600	£ 1,178,400.00
PG03 Progression Education (EDU)	524	300	£ 157,200.00
PG04 Progression Apprenticeship (EDU)	655	600	£ 393,000.00
PG05 Progression Traineeship (EDU)	131	300	£ 39,300.00
<b>Total of ESF Specification</b>			<b>£ 9,930,907.00</b>

ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

## PART 4: LOCAL SERVICE REQUIREMENTS

### SOUTH EAST – MORE DEVELOPED

#### GEOGRAPHY / AREA OF DELIVERY

##### LEP background

The South East LEP is the largest in the country and has three distinct skills board areas of Kent and Medway; Essex Southend and Thurrock; and East Sussex. It has a population of 4.2 million set to grow to nearly 5 million by 2039. Growth across a range of sectors is forecast on a significant scale and many of these are already experiencing shortages. This is coupled with significant numbers of economically inactive people and people on benefits. SELEP is seeking to provide pathways and assistance for unemployed people into these opportunities.

Across the SELEP area there are:

- 178,000 workless households
- 119,500 economically inactive people wanting a job
- 47,860 people on out of work benefits

Across Essex, Southend and Thurrock, there are:

- 76,100 workless households
- 48,800 economically inactive people wanting a job
- 19,235 people on out of work benefits

Across Kent and Medway, there are:

- 77,500 workless households
- 41,600 economically inactive people wanting a job
- 21,570 people on out of work benefits

Across East Sussex, there are:

- 24,200 workless households
- 15,900 economically inactive people wanting a job
- 6,700 people on out of work benefits

SELEP has recently agreed a five year skills strategy to be available at <http://www.southeastlep.com/> accompanied by an evidence base and would expect bids to be consistent with the ambition and priority this sets out. [www.southeastlep.com/our-strategy/skills/](http://www.southeastlep.com/our-strategy/skills/)

This has been endorsed by Kent and Medway Skills Commission and is consistent with local priorities. Further information on local priorities are available at [https://www.kelsi.org.uk/\\_data/assets/pdf\\_file/0020/54632/Adult-Learning-Employment-and-Skills-Strategy-2015-2018.pdf](https://www.kelsi.org.uk/_data/assets/pdf_file/0020/54632/Adult-Learning-Employment-and-Skills-Strategy-2015-2018.pdf) (currently being revised)

This is has been endorsed by the Essex Employment and Skills Board (ESB) and is consistent with local priorities. Further information on local priorities are available at <https://www.essexesb.co.uk/>

This has been endorsed by Skills East Sussex and is consistent with local priorities. Further information on local priorities are available at

<https://www.eastsussex.gov.uk/business/eastsussex/selep/ses/ses/>

The LEP operates through a federated model which brings together the three distinct skills board areas of Kent and Medway; Essex Southend and Thurrock; and East Sussex. The areas have their own needs and the services delivered through this contract will be expected to meet all the needs of all the areas however remote. To facilitate the clear geographic distinctions and the aspirations of each of the partner local authorities within the federated model, this contract will have three geographically based funding pots. The provider will be expected to use the allocated funding within the identified geographic area AND report on at that level to the LEP and any of its relevant steering groups or sub committees. Initially it is expected that the provider will attend and present performance reports on a monthly basis. The frequency of meetings will be reviewed after the third month.

The Contractor shall develop a development plan that will identify named individuals responsible for delivery based on the three distinct areas.

Part of Essex Southend Thurrock is shared by Cambridgeshire and Peterborough Combined authority so opportunities for join up should be explored.

Part of East Sussex is shared by Coast to Capital LEP so opportunities for join up should be explored.

#### **Local Authorities:**

Kent and Medway

Essex (including Uttlesford), Southend, Thurrock

East Sussex

#### **Key Priorities:**

##### **Geography**

- Areas of need (i.e. highest claimant count by ward or district), taking into account support that is already available in these areas **Priority**
- Priority should be given to achieve a response to employer need in the construction, health, care, logistics, IT, digital & creative, engineering and finance sectors.

Delivery should also respond to additional local priorities for Southend and Thurrock such as visitor and tourism and in East Sussex and Kent to land-based, agriculture and visitor.

- Priority to be given to deliver meaningful qualifications rather than generic employability training, e.g. certificates and awards in bricklaying, carpentry, electrical, welding, health & social care etc. Where progression is into education, it should be towards full qualifications, ideally at a technical level.
- Deliver meaningful qualifications rather than generic employability training, e.g. certificates and awards in bricklaying, carpentry, electrical, welding, health & social care etc. Where progression is into education, it should be towards full

qualifications, ideally at a technical level.

- Providers should display within their Initial Assessment and IAG ways in which they have addressed poor understanding of career pathways in certain sectors i.e. hospitality, health & social care and land-based
- Providers to ensure learners have progressing plans in place and have access to impartial and good quality careers education, information, advice and guidance.

**Learner type:**

- a particular focus should be on homeless people, those in workless households and ex-offenders as well as supporting older people into employment
- The successful candidate should establish a steering group to work closely with the LEP and local skills board to agree delivery focus

Delivery should involve collaboration with current relevant ESF and national programmes and facilities invested in by the LEP. Examples are available at

[http://www.southeastlep.com/images/uploads/resources/SELEP\\_brochure\\_%28ESF\\_and\\_Skills\\_Capital%29.pdf](http://www.southeastlep.com/images/uploads/resources/SELEP_brochure_%28ESF_and_Skills_Capital%29.pdf)

Funding will be allocated as follows:

£974,250.00 Essex, Southend and Thurrock

£981,000.00 Kent and Medway £294,750.00

East Sussex.

## PART 5 FUNDING AND OUTCOMES

1. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.
2. The contract will be for the value of £2,250,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £2,250,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	1484	80	£ 118,720.00
RQ01 Regulated Learning			£ 1,081,316.00
NR01 Non Regulated Activity			£ 649,464.00
PG01 Progression Paid Employment (EMP)	445	600	£ 267,000.00
PG03 Progression Education (EDU)	119	300	£ 35,700.00
PG04 Progression Apprenticeship (EDU)	148	600	£ 88,800.00
PG05 Progression Traineeship (EDU)	30	300	£ 9,000.00

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036

[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

<b>Total of ESF Specification</b>			<b>£ 2,250,000.00</b>	
<p>*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.</p>				

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>SOUTH EAST MIDLANDS – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## LEP Background

South East Midlands Local Enterprise Partnership (SEMLEP) are in the midst of a period of substantial change, politically, economically and in terms of a technological revolution that is rapidly re-shaping the way we live, work and do business. With the recent merger between SEMLEP and Northamptonshire LEP, now is the right time to review success, consider challenges and focus on opportunities. For us to continue to deliver the growth and prosperity we have seen in recent years, our priority is to create conditions for stronger, sustainable and productivity-led growth, with our strengths in innovation at the forefront.

In all our proposed activities, we anticipate cross-cutting benefits of sustainability and the promotion of equality. To ensure the value of ESIF funds is maximised locally, we plan to ensure that our Programme is open and accessible across the private, public, voluntary and community sectors.

The ambition in the South East Midlands LEP is to ensure young people and adults are equipped with the skills and support they will need to secure and sustain employment and thereby contribute to, and benefit from, economic growth.

This will be achieved through promoting inclusion, raising aspirations, facilitating educational excellence and delivering an employment and skills system that responds quickly and effectively to changing business needs. We need the delivery of employment support and skills provision that is designed specifically to address the local needs of locally targeted communities. Contractors are encouraged to facilitate employment and skills opportunities for young people, disadvantaged communities and the long term workless that take account of individual circumstances, health, social and psychological aspects which affect behaviour and motivation.

For further information please refer to:

- Details of the [South East Midlands local ESIF Strategy](#)
- Details of the [Northamptonshire Enterprise Partnership local ESIF Strategy](#)
- Details of the [South East Midlands 2017-2020 Implementation Plan](#)
- Details of the [South East Midlands 2017 ESF Data Refresh](#)
- Details of the [South East Midlands Skills Strategy](#)

South East Midlands Partnership and Northamptonshire Enterprise Partnership merged in 2017 and serve the whole of South East Midlands including Northamptonshire. However, due to the structure of the Memorandum of Understanding with the ESF Managing Authority, ESF opt in services are procured under the pre-merger geography. There are 13 Local Authorities covering the entire SEMLEP geography, with the population split 60% SEMLEP and 40% Northamptonshire based on pre-merger geography.

**Local Authorities:**

Grouped into largely rural areas of

- Aylesbury Vale 9.6%
- Central Bedfordshire 13.9%
- Cherwell 7.4%, and the predominantly urban areas of
- Bedford 8.4%,
- Luton 10.9%
- Milton Keynes 13.3%

**Key Priorities:**

SEMLEP will give priority to areas that have lost, had a reduction or removal of service provision. The Contractor shall ensure that Services are developed and designed to:

- Focus on, engage with and meet the basic skills and specific employability needs of Participants, particularly those from disadvantaged communities;
- Offer a flexible range of Information, and job skills workshops and other activities targeted on localities and communities with the biggest need;
- Contain employability courses for those Participants who have recently become unemployed and those who are long term unemployed;
- Deliver pre-recruitment training which is focused on enhancing the Participants awareness of employer and sector specific skills requirements
  - Construction
  - Digital
  - Health and Social Care
  - Logistics
  - Rural communities
- Include bespoke job skills provision which targets occupations for which local entry level vacancies exist, including work trials and work experience which affords the employer and the potential employee a risk-free opportunity to decide if 'they are right for each other';

Skills Support for the Unemployed will help those who are disadvantaged but still relatively close to the labour market tackle their barriers to work, enter and gain employment.

The following target groups have been identified as a priority.

7. Participants with work limiting illnesses on ESA, especially those who have been on benefits for over 2 years or individuals in a revolving cycle of ill health.
8. Participants with mental health issues and Participants with learning, physical or sensory disabilities.
9. Support for ex-armed forces personnel to move into employment.
10. Carers, lone parents and women returning to the work force.
11. Women whose first language is not English, enabling them to access training at the appropriate level and take up employment opportunities including self-employment.
12. Communities in predominantly rural areas facing challenges accessing basic services including health, education, and training. Lack of public transport is a major issue particularly for young people who are unable to access employment outside their immediate residential area.

The Contractor will attend the LEP ESF Providers Forum to promote alignment and

streamlining of provision.

## **PART 5 FUNDING AND OUTCOMES**

81. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

82. The contract will be for the value of £1,350,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### **TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £1,350,000.00

<b>Description</b>	<b>Volumes</b>	<b>Unit Cost</b>	<b>£</b>
ST01 Learner Assessment and Plan	890	80	£ 71,200.00
RQ01 Regulated Learning			£ 648,810.00
NR01 Non Regulated Activity			£ 389,690.00
PG01 Progression Paid Employment (EMP)	267	600	£ 160,200.00
PG03 Progression Education (EDU)	71	300	£ 21,300.00
PG04 Progression Apprenticeship (EDU)	89	600	£ 53,400.00
PG05 Progression Traineeship (EDU)	18	300	£ 5,400.00
<b>Total of ESF Specification</b>			<b>£ 1,350,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>STOKE-ON-TRENT AND STAFFORDSHIRE – TRANSITION</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

## **LEP Background**

The five areas of focus for skills are in the **LEP Strategic Economic Plan** are:

- Higher Level Skills: Only 25% of working age people in the LEP area hold a degreelevel qualification, which is nine percentage points below the average for England.
- Employability: Youth unemployment is high in our area; 18% of 16-24 year olds in Stoke-on-Trent and Staffordshire are unemployed, compared to 4% of 25 to 64 year olds.
- Career Choice: improving careers decision making and skills development as there is a poor understanding of labour market opportunities
- Business Engagement in Learning and Skills: develop greater involvement of businesses with skills provision and ensure a better match between the skills that employers look for and those delivered by education and training providers
- Learning and Skills Infrastructure: development of high quality education and training facilities

Strategic Economic Plan: <https://www.stokestaffslep.org.uk/app/uploads/2014/04/140404-Stokeand-Staffs-Economic-Plan-Part-1-Strategy-Website.pdf>

**The Stoke-on-Trent and Staffordshire LEP Skills Strategy Priorities are:**

- Careers & Employability;
- Apprenticeships;
- World Class Skills facilities and provision to improve workforce skills and ensure business can access skills needed to improve productivity and growth

Skills Strategy: <https://www.stokestaffslep.org.uk/app/uploads/2015/04/82528-ET-SKILLSSTRATEGY-JULY-2016.pdf>

**ESF Skills, Employment and Social Inclusion Commissioning Plan** and Prospectus 2014 – 2020 sets out the priorities and outcomes from the types of activities to meet the needs of the transition status area and support our Skills Strategy and wider labour market inclusion and employment priorities.

The strategic investment areas are:

- Skills for Employability
- Skills to support growth, innovation and enterprise
- Vocational routes into employment
- Access to employment
- Promoting social inclusion among disadvantaged groups

The Employment Skills and Enterprise Pathway ensures we deliver a programme where people and business receive a coherent and seamless offer of support.

<https://www.stokestaffslep.org.uk/app/uploads/2015/04/EU-Skills-Investment-Plan-Nov-2015.pdf>

Current **Programme Delivery Guide** sets-out the current range of ESF provision in place.  
<https://www.stokestaffslep.org.uk/app/uploads/2018/05/ESIF-Delivery-Programme.pdf>

### **Local Authorities:**

The emphasis is on engagement with Participants from all the following districts across the Stoke-on-Trent and Staffordshire LEP area.

The LEP encompasses the ten local authority areas of;

- Staffordshire County and its Districts which are
  - Cannock Chase
  - East Staffordshire
  - Lichfield
  - Newcastle-under-Lyme
  - South Staffordshire
  - Stafford
  - Staffordshire Moorlands
  - Tamworth
- Stoke-on-Trent

The Contractor must provide Services across all geographic areas, both urban and rural.

### **Key Priorities:**

The programme should target local employers with recruitment needs in the following with priority being to:

- STEM skills development within Healthcare, Medical Technologies
- IT, Digital and Media
- Utilities and Engineering/Manufacturing sectors
- Logistics and distribution
- Construction and civil engineering
- Creative & Cultural Industries
- Tourism & Leisure
- Hospitality & Catering
- Advanced Manufacturing
- Business and Professional Services

**Priority** to be given to qualifications that are linked directly to live vacancy opportunities for jobs and apprenticeships, and in particular where there are identified skills shortages and recruitment difficulties. The Service must deliver meaningful qualifications rather than generic employability training, e.g. certificates and awards in welding, food and drink, lean manufacturing and adult health care, but **not** customer service and business administration. Where progression is into education, it should be towards full qualifications, ideally at a technical level.

This provision will support the following priority groups:

- Unemployed people – short and long-term.
- Unemployed, disadvantaged people (e.g. homeless people, people with drug or alcohol dependency, persistent returners to JSA/Universal Credit)
- Unemployed and inactive people with disabilities or health conditions (particularly existing claimants of incapacity benefit and ESA)

- Unemployed people 50 plus
- Ethnic minorities and those with basic language needs
- Ex-Offenders
- Lone Parents including those on Income Support (IS)
- Other people with children, including teenage parents (18-20 year olds)\*

The Contractor must build partnerships with existing local provision and organisations that are active in either the employment or training arena or in related support to unemployed individuals and households. These partnerships will span the public, private, voluntary and community sectors. The Contractor must build links with local employers to broker work tasters, work placements, and employment opportunities for the Participants.

As part of the Services, the Contractor will produce a development plan in response to the LEPs needs to identify additional activities, with identified roles and responsibilities and named contacts which will be agreed and revised with the LEP on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement. The Contractor will support the on-going implementation of the plan and provide regular updates to the LEP.

The LEP will agree a template for the development plan, which will be a minimum requirement for the Candidate.

## PART 5 FUNDING AND OUTCOMES

83. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

84. The contract will be for the value of £3,150,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £3,150,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	2077	80	£ 166,160.00
RQ01 Regulated Learning			£ 1,513,685.00
NR01 Non Regulated Activity			£ 909,155.00
PG01 Progression Paid Employment (EMP)	623	600	£ 373,800.00
PG03 Progression Education (EDU)	166	300	£ 49,800.00

ESF Contract for Services – Education and Training 2018 to 2019

PG04 Progression Apprenticeship (EDU)	208	600	£ 124,800.00
PG05 Progression Traineeship (EDU)	42	300	£ 12,600.00
<b>Total of ESF Specification</b>			<b>£ 3,150,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

#### **PART 4: LOCAL SERVICE REQUIREMENTS**

#### **TEES VALLEY – TRANSITION**

#### **GEOGRAPHY / AREA OF DELIVERY**

**LEP Background**

**Tees Valley Strategic Economic Plan - The Industrial Strategy for Tees Valley 2016-2026** <https://teesvalley-ca.gov.uk/wp-content/uploads/2016/12/TVCA207-SEP-Document-Full-WEB.pdf>

**Tees Valley European Structural and Investment Funds Strategy**

<https://teesvalley-ca.gov.uk/wp-content/uploads/2016/10/TV-CA-ESIF-Strategy-Doc-Update-DCLG-April-16.pdf>

**Tees Valley Education, Employment and Skills Plan, 'Inspiring Our Future' 2018-2021** <https://teesvalley-ca.gov.uk/wp-content/uploads/2018/04/EES-Strategy-Brochure-LRez.pdf>

Covering over 3,300 square miles and located on the North East coast, the Tees Valley Local Enterprise Partnership (LEP) area comprises five Local Authority Areas - Darlington, Hartlepool, Middlesbrough, Redcar & Cleveland and Stockton-on-Tees.

The Tees Valley has a total population of 672,500 and offers over 303,500 jobs across some 16,500 businesses and through self-employment.

Tees Valley has a world-class reputation across its key sectors - Advanced Manufacturing; Process, Chemicals and Energy; Logistics; Health and Biologics; Digital and Creative; Culture and Leisure; and Business and Professional Services. It also has an established infrastructure and supply chain in the offshore, advanced manufacturing and engineering, chemicals and process and logistics sectors and key emerging sectors include life sciences, digital, energy and renewable, construction and business services.

All of these sectors are key to the economic development of the area and are all seeing growth and significant investment. With this investment, and that in infrastructure and facilities, we are creating sectors that are full of potential for future investors.

Tees Valley has many advantages over other areas. Not only is it a cost-competitive location, it is also ripe for investment, with exciting new opportunities on the South Tees Development Corporation, the new Tees Advanced Manufacturing Park and Central Park, a major hub for healthcare and life sciences businesses.

High growth and/or high volume replacement is anticipated in, but not exclusive to, the key sectors identified above, with 46% of replacement jobs expected to be across a range of levels, including entry level jobs offered as part-time opportunities and apprenticeships. However, there are skill shortages across most of our key sectors, and many employers cite a lack of access to skilled workers as their greatest barrier to growth.

The percentage of residents in Tees Valley with NVQ Level 3 (50%) still trails the national average (57%), with a further fall of 2.6 percentage points seen over the last year compared to a rise of 0.3 nationally.

30% of residents are qualified to NVQ level 4 compared to 38.6% nationally  
Low skills rates compared to national average (12% of people have no qualifications, compared to 7.7% nationally).

Only 69% of our secondary schools are rated as Good or better, compared to 79% nationally and fewer of our learners choose Science, Technology, Engineering and Maths (STEM) subjects, and fewer achieve higher grades in these subjects compared to national averages.

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

The Tees Valley ESIF Strategy (April 2016) provides synergy between our European aims, our agreed City Deal, Devolution Deal and Growth Deal – and the funds we have at our disposal through the Tees Valley Investment Fund, Local Growth Fund and local partners' investment.

**Local Authorities:**

Darlington  
Hartlepool  
Middlesbrough  
Redcar and Cleveland  
Stockton-on-Tees

The Services must deliver in the entire LOT Area

**Key Priorities:**

The Service must demonstrate complementarity to and not duplicate existing provision in Tees Valley, including but not exclusively, programmes such as Youth Employment Initiative (YEI) and Routes To Work (RTW).

The Service must engage and work with local partners and stakeholders, including but not exclusively, the Tees Valley Education, Employment & Skills Partnership Board.

Priority sectors include but are not limited to:

Advanced Manufacturing and Engineering;  
Chemicals and Process;  
Energy and Renewable;  
Offshore;  
Logistics;  
Health and Biologics;  
Digital and IT;  
Creative and Media;  
Culture and Leisure;  
Business and Professional Services including Public Administration  
Defence and Education;  
Construction;  
Healthcare; Retail.

All of these sectors are key to the economic development of Tees Valley.

The Service will meet the priorities of the Tees Valley Education, Employment & Skills Plan, 'Inspiring Our Future' to reduce long-term unemployment and the numbers of young people and adults that continue to be out of work. Levels of disengagement within our most deprived communities is a concern and the Service needs to address these significant challenges and support residents in those communities to fulfil their potential.

As part of the Services, the Contractor shall produce a development plan in response to the LEPs needs with identified roles and responsibilities and named contacts which will be

agreed and then reviewed and revised with the LEP/ESFA on an annual basis. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement. The Contractor shall be responsible for the on-going implementation of the plan and provide regular updates to the LEP as agreed. The LEP will agree a template for the development plan, which will be a minimum requirement for the Contractor.

[https://teesvalley-ca.gov.uk/wp-content/uploads/2016/03/4.-imd\\_borough\\_report\\_2015.pdf](https://teesvalley-ca.gov.uk/wp-content/uploads/2016/03/4.-imd_borough_report_2015.pdf)

## PART 5 FUNDING AND OUTCOMES

85. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

86. The contract will be for the value of £6,930,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £6,930,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	4569	80	£ 365,520.00
RQ01 Regulated Learning			£ 3,330,315.00
NR01 Non Regulated Activity			£ 2,000,265.00
PG01 Progression Paid Employment (EMP)	1371	600	£ 822,600.00
PG03 Progression Education (EDU)	366	300	£ 109,800.00
PG04 Progression Apprenticeship (EDU)	457	600	£ 274,200.00
PG05 Progression Traineeship (EDU)	91	300	£ 27,300.00
<b>Total of ESF Specification</b>			<b>£ 6,930,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

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<b>PART 4: LOCAL SERVICE REQUIREMENTS</b>
<b>THAMES VALLEY BERKSHIRE – MORE DEVELOPED</b>
<b>GEOGRAPHY / AREA OF DELIVERY</b>

**LEP Background**

Berkshire has low and falling unemployment rates (2.9% versus 4.5% nationally in 2017). Within Berkshire, rates are highest in Slough (3.8% and Reading (3.3%). However within Berkshire's urban areas, there are some areas in which a higher than average proportion of residents are claiming unemployment related benefits (Claimant Count). These (the wards of Minster, Norcot, Whitley and Battle) are all located within Reading.

Economic inactivity is also generally low across Berkshire (18% versus 21% nationally). Reasons for being inactive vary quite considerably across the sub-region. Slough has the largest proportion in this group who are looking after family or home (38%) and who are long-term sick (22%). Bracknell Forest and West Berkshire have the higher proportion of 16-64 who are economically inactive due to retirement (17% and 16% respectively).

Recent statistics for Thames Valley Berkshire demonstrate that there are a significant number of inactive people with mental health issues who are not currently engaged in active job search activities within the LEP area – but who would like to work. The LEP is particularly keen to see Services that support these individuals.

- 1 Additional information on the LEP and its priorities is available in the following documents
  - [ESIF Strategy](#)
  - STEAM strategy [Gearing up for STEAM](#)
  - [2018 Skills Priority Statement](#)
- 2 More information on the Skills, Education and Employment priorities for the LEP is available on our website <http://www.thamesvalleyberkshire.co.uk/index>

#### **Local Authorities:**

The Berkshire Local Authority areas:

West Berkshire

Reading

Wokingham

Bracknell

Royal Borough of Windsor and Maidenhead

Slough

#### **Key Priorities:**

##### Geography

Particular focus on wards with higher than Berkshire average unemployment or inactive levels.

##### Priority qualifications/sectors

Priority sectors are hospitality, health and social care, logistics where there are the highest vacancies at levels 1, 2 and 3.

Priority should be given to the delivery of meaningful qualifications rather than generic employability training, e.g. certificates and awards in food and drink, logistics and adult health care. Where progression is into education, it should be towards full qualifications.

The Contractor will produce a development plan in response to the LEPs needs to identify additional activities, with identified roles and responsibilities and named contacts which will

be agreed and revised with the LEP on an annual basis. Plans could include research; coordination of labour market information; proposals to respond to skills needs of LEP's priority sectors; developing provider responsiveness; innovation and employer engagement. The Contractor will support the on-going implementation of the plan and provide regular updates to the LEP. The LEP will agree the template for the development plan, which will be a minimum requirement for the Contractor.

### Priority Group:

The Services should focus on supporting people living in areas of deprivation and/or those who experience significant barriers in the labour market, including but not exclusively supporting

- people with disabilities or health conditions, including those with learning difficulties, mental health issues or drug and alcohol dependency problems;
- people aged 50 or over and seeking employment;
- people from ethnic minorities;
- women;
- lone parents
- people from neighbourhoods and estates where there are high levels of unemployment and deprivation

## PART 5 FUNDING AND OUTCOMES

87. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

88. The contract will be for the value of £992,336.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £992,336.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	655	80	£ 52,400.00
RQ01 Regulated Learning			£ 476,462.00
NR01 Non Regulated Activity			£ 286,174.00
PG01 Progression Paid Employment (EMP)	197	600	£ 118,200.00

PG03 Progression Education (EDU)	52	300	£ 15,600.00	
PG04 Progression Apprenticeship (EDU)	66	600	£ 39,600.00	
PG05 Progression Traineeship (EDU)	13	300	£ 3,900.00	
<b>Total of ESF Specification</b>			<b>£ 992,336.00</b>	

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

#### **PART 4: LOCAL SERVICE REQUIREMENTS**

#### **WEST OF ENGLAND – MORE DEVELOPED**

#### **GEOGRAPHY / AREA OF DELIVERY**

## **LEP Background**

Background information regarding the LEP area can be found in our EU SIF Strategy available here: <http://westofenglandlep.co.uk/funding/eu-sif/>

This document was produced in 2014. The West of England LEP area also published a Strategic Economic Plan available here: <http://westofenglandlep.co.uk/about-us/strategicplan>

Both documents give a good background the economic situation here, as well as on our population. Our latest Operating Framework and Business Plan are available here: <https://www.westofengland-ca.gov.uk/westrategy/>

The following detail provides some background to the characteristics of the unemployed here (as of 2014):

Over the last five years white males aged 25-49 claimants have been consistently the largest claimant group in the West of England, followed by white females 25-49. White males 18-24 and 50+ are the following two categories with ethnic males 25-49 making up 6.8% and ethnic females 25-49 3.1% of total claimants.

Evidence suggests that assisting those in the 25-49 category offers significant potential for business impact and previous policy has hampered agencies' ability to address their needs. Whilst much of the activity will be target the 25-49 age group, all age, sex and ethnicity groups will be included in the activity proportionate to local need.

### **Local Authorities:**

Bristol City Council

Bath and North East Somerset Council

North Somerset Council

South Gloucestershire Council

### **Key Priorities:**

The key focus of training should be in key sectors across the West of England based on a comprehensive knowledge of the local job market and economy.

Key priorities are:

- supporting Participants to retrain or re-enter in the labour market by delivering opportunities for those with outdated skills i.e. level 2 gained in 1970s or vocational skills in declining industries
- supporting unemployed adults to enable them to gain employment in growth areas of the local labour market.
- encourage participation by mature job seekers, particularly those without academic qualifications, with self-taught skills or on the job learning.
- Assisting those who are over 50 years of age that make up a large proportion of our unemployed residents.
- Those in rural locations who find it hard to access employment opportunities.

## PART 5 FUNDING AND OUTCOMES

89. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

90. The contract will be for the value of £3,150,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £3,150,000.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	2077	80	£ 166,160.00
RQ01 Regulated Learning			£ 1,513,685.00
NR01 Non Regulated Activity			£ 909,155.00
PG01 Progression Paid Employment (EMP)	623	600	£ 373,800.00
PG03 Progression Education (EDU)	166	300	£ 49,800.00
PG04 Progression Apprenticeship (EDU)	208	600	£ 124,800.00
PG05 Progression Traineeship (EDU)	42	300	£ 12,600.00
<b>Total of ESF Specification</b>			<b>£ 3,150,000.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

## PART 4: LOCAL SERVICE REQUIREMENTS

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

## **WORCESTERSHIRE – MORE DEVELOPED**

### **GEOGRAPHY / AREA OF DELIVERY**

#### **LEP Background**

Worcestershire Local Enterprise Partnership's vision is to build a connected, creative and dynamic economy that delivers increased prosperity for all those who choose to live, work and invest in Worcestershire.

Specifically, by 2025, to have added 25,000 jobs and increased Gross Value Added (GVA) by £2.9bn.

Worcestershire LEP is working towards three strategic objectives:

1. Create a World Class business location
2. Promote individuals with World Class skills
3. Develop World Class competitive and innovative businesses

The Service being procured will be aligned with the Worcestershire Strategic Economic Plan, European Structural and Investment Funds Strategy and Worcestershire Employment and Skills Strategy (<https://www.wlep.co.uk/resources/document-library>) and will be delivered to fulfil the second Worcestershire LEP Strategic Objective above which aims to realise people's potential and meet the skills needs of local businesses.

Worcestershire LEP, through the Worcestershire Employment & Skills Board, has identified a number of priorities in relation to employment and skills in the county:

- Skills and workforce planning: In particular, increasing the number of Apprenticeships (especially at levels 3 and 4), developing graduate level opportunities and increasing private sector skills investment.
- Strengthening the relationship between education and business: With Worcestershire Employment & Skills Board, we have developed an initiative for Worcestershire's high schools to work more closely with businesses, particularly in relation to work experience opportunities. See the new web portal for more information.
- Increasing employability: We are committed to improving the employment prospects of young people and a number of initiatives have been identified through the Employment and Skills Board.

Worcestershire LEP will work with partners to help deliver the vision set out in the SEP and ensure co-ordinated delivery of consistent, high quality programmes to all targeted client groups across Worcestershire.

Integral to this vision, is the fundamental requirement that ESF investment delivered via Co-Financing Organisations (ESFA and BLF) provides a coherent customer-oriented support programme and delivers social and economic inclusion as a whole.

**Local Authorities:**

Worcestershire County Council  
Bromsgrove District Council  
Malvern Hills District Council  
Redditch Borough Council  
Worcester City Council  
Wyre Forest District Council  
Wychavon District Council

**Key Priorities:**

As part of the Services, the Contractor will produce a development plan which will be agreed and revised with the LEP/ESFA. Plans could include research; co-ordination of labour market information; proposals to respond to skills needs of LEP's priority sectors or key sectors in the economy with prior agreement; developing provider responsiveness; innovation and employer engagement. The Contractor will support the on-going implementation of the plan and provide regular updates to the LEP.

The Services provided should be flexible roll-on roll-off.

The Services must provide self-employment support that reflects the needs of unemployed individuals.

ESF Contract for Services – Education and Training 2018 to 2019

ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

The Contractor will work with the ESF SSW Contractor who will continue to support their SSU Participants' once they progress into employment where appropriate.

Worcestershire LEP would like meaningful qualifications rather than generic employability training, e.g. certificates and awards in welding, food and drink, lean manufacturing, construction and adult health care, but not customer service and business administration. Where progression is into education, it should be towards full qualifications.

The Services must investigate existing demand for ESOL provision across the LEP area and explore where the Services might be able to augment provision available to the target group and promote participation. The Services must then offer provision that will be responsive to local demands and business needs including a package of support that will equip Participants to develop the skills and workplace experience required by employers.

The Services must be available across the whole LOT with a focus on the following areas with high levels of workless residents:

- Broadwaters
- Rainbow Hill
- Gorse Hill
- Cathedral
- Pickersleigh
- Greenlands
- Charford
- Abbey
- Batchley
- Winyates
- Oldington and Foley Park

## **PART 5 FUNDING AND OUTCOMES**

91. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

92. The contract will be for the value of £800,000.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### **TABLE C**

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £800,000.00

Description	Volumes	Unit Cost	£	
ST01 Learner Assessment and Plan	528	80	£ 42,240.00	
RQ01 Regulated Learning			£ 384,388.00	
NR01 Non Regulated Activity			£ 230,872.00	
PG01 Progression Paid Employment (EMP)	158	600	£ 94,800.00	
PG03 Progression Education (EDU)	42	300	£ 12,600.00	
PG04 Progression Apprenticeship (EDU)	53	600	£ 31,800.00	
PG05 Progression Traineeship (EDU)	11	300	£ 3,300.00	
<b>Total of ESF Specification</b>			<b>£ 800,000.00</b>	

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

#### PART 4: LOCAL SERVICE REQUIREMENTS

**YORK, NORTH YORKSHIRE AND EAST RIDING  
MORE DEVELOPED AND TRANSITION**

**GEOGRAPHY / AREA OF DELIVERY**

## **LEP Background**

The York, North Yorkshire and East Riding LEP's [ESIF Strategy and Strategic Economic Plan](#) and [Strategic Economic Plan Update](#) set out the priorities for economic growth in the area. Its skills priority 'Inspired People' sets out a range of objectives and activities to ensure that growing businesses have a productive workforce, young people make the right education and job choices and unemployed people get the best chances to connect to sustainable jobs. The ESIF strategy also seeks to address barriers relating to rural isolation which prevents access to initiatives and opportunities that are available in urban environments.

Whilst York and North Yorkshire has a generally healthy socio-economic profile with low unemployment and higher than average skills attainment there are pockets of deprivation which are evident in urban areas such as York, Harrogate and the coastal strip including Scarborough and Whitby. These areas have lower levels of attainment in skills, higher levels of unemployment and score highly on indices of deprivation.

The ESIF strategy focuses on key sectors for the LEP area. These are: bio-economy (including agri-tech, bio-renewables, food manufacturing), engineering, construction, health and social care, visitor economy and VCSE.

Agri-tech, bio renewables and food manufacture drive growth, however, there are substantial shortfalls in worker numbers in sectors which account for a large proportion of total businesses in the LEP area. These include health and social care, the visitor economy and construction. This shortfall necessitates action to ensure all our businesses can recruit and retain an optimum workforce and ensure our economy continues to grow.

The ageing workforce in important sectors such as engineering requires action to address the shortfall in skilled labour especially as significant economic opportunities such as offshore wind, the potash mine and increased construction projects gather pace. There is also a need to address the gender imbalance of too few women in STEM related careers and there is an under representation of men in the care sector.

### **More Developed LOT 1 Local**

#### **Authorities:**

The Service must be delivered in the entire LOT Area of:

- North Yorkshire County Council
- Craven District Council
- Hambleton District Council
- Harrogate Borough Council
- Richmondshire District Council
- Ryedale District Council
- Scarborough Borough Council
- Selby District Council
- City of York Council

#### **Key Priorities:**

The Service must be accessible across York and North Yorkshire, in particular where rural isolation presents an additional barrier to entering the job market and where pockets of deprivation are evident in urban areas such as York, Harrogate and the coastal strip including Scarborough and Whitby.

The Services should include provision which addresses skills needs in the following priority areas:

- Agritech
- Biorenewables
- Food Manufacture
- Visitor Economy
- Health and Social Care
- Engineering
- Construction
- VCSE

The Services must take into account the local labour market and deliver skills that directly

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ESF Contract for Services – Education and Training 2018 to 2019

Education and Skills Funding Agency Contract Reference ESFA-15036  
[www.gov.uk/ESFA](http://www.gov.uk/ESFA)

relate to job opportunities.

### **Priority Groups**

The Service must be accessible to Participants where rural isolation presents an additional barrier to entering the job market. In addition, the Service will be expected to provide innovative provision for the following priority groups:

- People aged 50+
- Unemployed (including long-term unemployed) and inactive
- Females
- Lone parents
- Those with a disability or health problem (physical and/or mental) □ Ex-offenders
- Participants without basic skills
- Returners to the job market
- Care Leavers

The Contractor must commit to attend and provide relevant management information for a local steering group. The Contractor must ensure that a representative from the York, North Yorkshire and East Riding LEP is invited.

### **Transition LOT 2 Local**

#### **Authorities:**

- East Riding of Yorkshire Council

#### **Key Priorities:**

The Service must be accessible across East Riding, in particular where rural isolation presents an additional barrier to entering the job market and where pockets of deprivation are evident in urban areas such as Withernsea and Bridlington.

The Service must include provision which addresses skills needs in the following priority areas:

- Agritech
- Biorenewables
- Food Manufacture
- Visitor Economy
- Health and Social Care
- Engineering
- Construction
- VCSE

The Service must take into account the local labour market and deliver skills that directly relate to job opportunities.

### **Target Group**

The Service must be accessible to Participants where rural isolation presents an additional

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barrier to entering the job market. In addition, delivery must provide innovative provision for the following:

- People aged 50+
- Unemployed (including long-term unemployed) and inactive
- Females
- Lone parents
- Those with a disability or health problem (physical and/or mental) □ Ex-offenders
- Participants without basic skills
- Returners to the job market
- Care Leavers

The YNYER LEP requires development of and participation in a local steering group. Where this is required, the Contractor must commit to attend and provide relevant management information.

## **PART 5 FUNDING AND OUTCOMES**

### LOT 1 – More Developed

93. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

94. The contract will be for the value of £371,250.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

### TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £371,250.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	245	80	£ 19,600.00
RQ01 Regulated Learning			£ 177,899.00
NR01 Non Regulated Activity			£ 106,851.00
PG01 Progression Paid Employment (EMP)	74	600	£ 44,400.00
PG03 Progression Education (EDU)	20	300	£ 6,000.00
PG04 Progression Apprenticeship (EDU)	25	600	£ 15,000.00
PG05 Progression Traineeship (EDU)	5	300	£ 1,500.00
<b>Total of ESF Specification</b>			<b>£ 371,250.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.

## LOT 2 - Transition

95. The Contractor will be paid based on the achievement of Outcomes in accordance with Part 3 provided that total payments made to the Contractor under this Contract shall not exceed the Maximum Contract Value.

96. The contract will be for the value of £123,750.00 based on delivery of outcomes. The contract start date is 1 April 2019 and delivery will commence immediately. The final date for participant starts is 31 December 2020 and all activity must be completed by 31 July 2021.

## TABLE C

This table provides an indication of the Estimated Number of Participant Outcomes to be achieved by the Contractor in return for funding of £123,750.00

Description	Volumes	Unit Cost	£
ST01 Learner Assessment and Plan	82	80	£ 6,560.00
RQ01 Regulated Learning			£ 59,158.00
NR01 Non Regulated Activity			£ 35,532.00
PG01 Progression Paid Employment (EMP)	25	600	£ 15,000.00
PG03 Progression Education (EDU)	7	300	£ 2,100.00
PG04 Progression Apprenticeship (EDU)	8	600	£ 4,800.00
PG05 Progression Traineeship (EDU)	2	300	£ 600.00
<b>Total of ESF Specification</b>			<b>£ 123,750.00</b>

\*ST01 require start on learning (RQ or NRQ) to be eligible for claiming.



**European Union**

European  
Social Fund

## QUESTIONS FOR SPECIFICATIONS FOR IPs 1.1, 1.2 and 2.1

### Questions

Please ensure you complete all of the following questions and then upload your response to the appropriate space in the Invitation to Tender Technical Envelope before the deadline

Please note all questions have a set amount of characters locked into each answer space which you will not be able to exceed Please note that in this instance a character is a :

letter;

number;

punctuation

mark; space or a

return.

Please also note that the maximum score and weighting allowed for each question is clearly marked

Organisation name submitting this response	The Growth Company
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#### 1. Readiness to Deliver

How will you ensure you have the necessary resources, expertise and staffing to deliver the Services as set out within the specification from 1 April 2019?

As a minimum, your response must include the following as outlined in the Specification Part 1:

- Detail the steps you will take to ensure delivery can commence on 1 April 2019 without impinging on any other service delivery you may be committed to or commit to in future whether in connection with the ESF Transition Programme or otherwise.
- Describe the resources, expertise, and staffing infrastructure you will put in place to offer local and flexible access, provision and support to Participants and/or employers across the whole of the LOT Area including:

ESF Contract for Services – Education and Training 2018 to 2019

o a physical operational base within the Lot Area as outlined in the Specification Part 4.

o How you will overcome barriers to engagement for Participants in parts of the Lot Area which are remote or difficult to access from the physical operational base.

- ☐ If you use subcontractors, describe the elements of the Services they will provide. Describe how you will ensure that sub-contractors maintain sufficient, resource expertise, staffing and capacity taking into account existing commitments and pipeline business.

You should attach a one page organisational structure relevant to this Specification.

WEIGHTING FOR QUESTION 1: x1 Maximum 4000 characters

#### ENSURING DELIVERY

Since 2015 the Growth Company (GC) has implemented REDACTED UNDER FOIA SECTION 43(2) contracts worth REDACTED UNDER FOIA SECTION 43(2). As GM's established Skills Support for Employment contractor (REDACTED UNDER FOIA SECTION 43(2) we capitalise on existing:

>Resources: eg REDACTED UNDER FOIA SECTION 43(2) physical sites; access to REDACTED UNDER FOIA SECTION 43(2) outreach >Expertise: eg GC engages/supports REDACTED UNDER FOIA SECTION 43(2) unemployed people pa >Staffing: eg existing Learning Mentors (LMs)/Tutors available to transfer >Partnerships: eg Merlin Accredited Prime Contractor REDACTED UNDER FOIA SECTION 43(2) subcontractors); REDACTED UNDER FOIA SECTION 43(2) Referral Partners >Employers: eg GC is DIT's GM business export services supplier

Key steps to ensure SSU starts on 01/04/19 without impinging existing/planned services:

10/18-01/19: business-wide contract review of commitments/resources (eg multi ESF win scenario)

11/18: Governance Board established; REDACTED UNDER FOIA SECTION 43(2) assigned

12/18: Mobilisation Plan/ISO31000-mapped risk register produced; critical path milestones (Prince2 methodology); TUPE impact re-assessed; 100% roles mapped/ringfenced; new role recruitment starts

01/19: Employer/Stakeholder Engagement Plans start (eg referral partners reengaged/feedback loops (eg REDACTED UNDER FOIA SECTION 43(2) established); progression/wraparound support map refreshed

02/19: ESFA contract signed; Subcontractors onboarded (final due diligence (DD), contracts signed, KPIs agreed); system/process training

02/19: Agile estates plan executed, site refit

02/19: Agile HR plan implemented: staff transfers confirmed; delivery model training

03/19: MI data system updated; Standard Operating Manual rolled out; staff/subcontractor Funding Rules/Evidence Requirements training

03/19: LEP Development Plan agreed

01/04/19: Go Live!

## ENSURING ACCESS

GC's Organisation Chart (Annex-1) details a staff infrastructure of REDACTED UNDER FOIA SECTION 43(2) roles to deliver GM SSU. We anticipate internal transfers (REDACTED UNDER FOIA SECTION 43(2)) and new recruits (REDACTED UNDER FOIA SECTION 43(2)). Subcontractor staff ratios will mirror GC. An L&D specialist (HR Team) will conduct skills analysis and oversee induction to ensure all staff have the right expertise.

Wider resources: HR/TUPE; IT support; REDACTED UNDER FOIA SECTION 43(2) Data Team; Sector Specialist IQAs; LMI Team; SEN coordinators; REDACTED UNDER FOIA SECTION 43(2) Integration Workers; REDACTED UNDER FOIA SECTION 43(2) Business Growth Sector Specialists (eg Digital); REDACTED UNDER FOIA SECTION 43(2) Business Advisors.

Physical operational base: GC/subcontractors ('we') will deliver SSU in GM REDACTED UNDER FOIA SECTION 43(2) locations, ensuring coverage in all 10 LA areas. All sites are: Equality Act compliant; equipped with accessible learning tech; adjacent to public transport links.

Overcoming barriers: Our agile model empowers staff to use REDACTED UNDER FOIA SECTION 43(2) outreach sites to increase accessibility for high worklessness areas eg REDACTED UNDER FOIA SECTION 43(2). For participants in remote/difficult to access areas, our 'place-based' approach enables us to meet in trusted/convenient local venues. Face-to-face delivery will be augmented by VLE distance-learning (eg LearnMyWay).

## SUBCONTRACTORS

Our GM SSU network of REDACTED UNDER FOIA SECTION 43(2) subcontractors will deliver: >End-to-end delivery: via a robust selection process we have chosen

REDACTED UNDER FOIA SECTION 43(2) to provide LMs to coordinate customer journeys (Initial Assessment to Progression). All have a deep understanding of specific communities/labour markets and success in helping target-group participants >Vocational Routeways (eg REDACTED UNDER FOIA SECTION 43(2)): best-in-class skills providers demonstrating quality/achievement % in LEP priority sectors (eg REDACTED UNDER FOIA SECTION 43(2) job progression in Health/Social Care) >Specialist Support:

proven record working with priority groups (eg REDACTED UNDER FOIA SECTION 43(2))

Our Merlin accredited processes ensure subcontractors maintain sufficient resource/expertise/staffing/capacity alongside existing commitments/pipeline business:

- >OCT exercise to identify providers who meet ESFA/GMLEP priorities
- >DD: financials; performance; current/future capacity/expertise/resources
- >Subcontractor Manager to manage profiles/quality/performance via monthly reviews to maintain focus on SSU commitments.

## 2. Management and Reporting

How will your organisation ensure it manages and reports effectively to meet contractual requirements?

Your response to the above question will need to address/include the points below as a minimum:

- Describe the management information systems you will put in place to submit timely performance management data to the ESFA using the Individualised Learner Record (ILR) and Supplementary Data Return process required to generate payments from the ESFA.
- Describe the arrangements you will put in place to comply with the reporting and Evidence Requirements set out in the Specification. Describe how you will collect and retain evidence prior to submitting a claim to ESFA for payment.
- Describe how you will manage and monitor your subcontractor(s) to ensure high quality delivery is taking place that complies with the Funding Rules and the Evidence Requirements. Your response should describe how you will manage the performance of your subcontracts to ensure the funds are fully and properly utilised. If you do not use subcontractors, you must indicate this in your response.
- Describe how you will monitor progress against your profile and what actions you would take to mitigate against underperformance.
- Describe how you will work with the LEP, including reporting relevant and timely management information and involvement in local steering groups, as detailed in Part 1 of the Specification.

WEIGHTING FOR QUESTION 2: x1 Maximum 3000 characters

### SYSTEMS

The Growth Company (GC) use REDACTED UNDER FOIA SECTION 43(2) Learner Management System, uploading REDACTED UNDER FOIA SECTION 43(2) ILRs pa plus required Supplementary Data Returns as required. The funding batch export module (XML format) integrates with ESFA's FIS software, enabling accurate batch upload and timely reports (by 4th working day each month). GC/subcontractors ('we') input data into REDACTED UNDER FOIA SECTION 43(2) (Cyber Essentials Plus/GDPR-compliant) to aid: electronic/paper-based ILRs; generate payments for SSU outcomes; and analytics to drive continuous improvement.

### COMPLIANCE:

>All staff mandatory induction training (MI/Funding procedures)

- >Internal/external audits REDACTED UNDER FOIA SECTION 43(2)
- >All staff check learner evidence compliance with ESFA Funding Rules & Evidence Guidance (eg learner exists/eligible day 1)
- >Evidence stored securely in REDACTED UNDER FOIA SECTION 43(2) to 2030 (ESF required)
- >Quality/Compliance Officers (QCO) undertake monthly REDACTED UNDER FOIA SECTION 43(2) quality assurance checks
- >Error reports & PDSATs monthly data accuracy review
- > REDACTED UNDER FOIA SECTION 43(2) compliance evidence checks prior to batch upload/claims by GC MI team

### SUBCONTRACTORS

GC will use Merlin-accredited processes to ensure high quality/low risk delivery by REDACTED UNDER FOIA SECTION 43(2)

- >Robust due diligence: eg valid UKPRN
- >Flow-down ESFA contract terms/KPIs to ensure consistently high standards
- >Standard Operating Manual
- >System/procedure training on ESFA Funding Rules/Evidence Requirements
- >Subcontractor Manager monitoring performance weekly
- >Schedule of risk-based quality observations
- >QCO financial compliance audits

### MONITORING PROFILES

We will profile/update KPIs via our MI dashboard, providing real-time data on direct/subcontracted performance vs. profile, with configurable reporting on all aspects of delivery (eg by pipeline activity). Operations Manager (OM) mitigates underperformance via:

- >Individual/team KPIs: weekly forecasting; monthly MI performance reviews; quarterly contract reviews; moving allocations (low>high performers)
- >Monthly SMT risk management to forecast underspend/allocate resources to drive continuous improvement (eg further training)
- >Notice to Improve: weekly OM-led telekits to review formal action plans; contract values/profiles
- >Formal quarterly contract review; termination for persistent failure to improve

>ESF-compliant OCT (ESFA-agreed) to replace exited subcontractor

LEP

The OM will:

>Produce annually refreshed SSU Development Plan (ESFA template) with REDACTED UNDER FOIA SECTION 43(2) to: outline named contacts; detail GMLEP required SMART assigned activities (eg LMI/provider responsiveness); and align activity to maximise the impact of SSU across GM.

>Provide monthly (& on request) MI data reports to GMLEP, with detailed analysis of performance/progress (Regulated/Non-Regulated activity offered/delivered by ward/LA/cohort/referrer/sector/gender)

>Meet monthly with REDACTED UNDER FOIA SECTION 43(2) and attend relevant strategic partnerships eg Bolton Integration Board.

3. Engaging with and meeting the needs of Participants within the whole LOT Area.

How will your organisation utilise market intelligence and local knowledge and partnership working to engage with and meet the needs of Participants within the whole LOT area in which you wish to deliver?

As a minimum, your response must include the following:

- Describe how you will utilise partnership working to ensure that the Services will complement and avoid duplication with similar existing delivery in the Lot Area?
- Describe how you will assess the skills, needs and barriers to engagement of Participants and employers in the whole LOT Area. Describe how:
  - o you will identify Participants' skills needs and barriers to learning and progression (for example for those Participants with additional learning needs); and
  - o you will design the Services to meet and overcome these barriers to learning for Participants within the whole LOT area as set out in Part 4 of the Specification.
- Tell us how you will provide Services that take into account conditions prevailing in the Lot Area with respect to the current employment market, social and economic conditions and market intelligence.
- Tell us how you will provide Services that are flexible and are capable of responding to reflect any changes to local conditions, new priorities or opportunities and changes to economic and political landscape.
- List your proposed partners and stakeholders (not subcontractors) on the Partners Tab in the workbook (this information may be verified prior to award of

contract). Tell us how you will engage with them. Describe your engagement with proposed partners and stakeholders in connection with the Services that will be provided under the new Contract and how will they add value to your delivery model

WEIGHTING FOR QUESTION 3: x4 Maximum 4000 characters

Each year the Growth Company (GC) supports REDACTED UNDER FOIA SECTION 43(2). We are embedded in GM and our own Business Plan adopts the GM Strategy (GMS). Through our market intelligence/local knowledge/partnerships; we have designed SSU around GMS Priority 3 and mapped REDACTED UNDER FOIA SECTION 43(2) Work & Skills Strategy Priorities (P1-10).

#### ESTABLISHED PARTNERSHIPS

We will integrate/not duplicate SSU by:

>Capitalising on established partnerships: eg GMCA/10 LAs/JCP (100% GC NCS co-location)/ GM FE Colleges/Ingeus (Working Well (WW))/Big Lottery/Motiv8

>Strategic monthly meetings with: GMCA REDACTED UNDER FOIA SECTION 43(2)

>Agreeing a GMS-aligned Annual Development Plan (DP) with REDACTED UNDER FOIA SECTION 43(2) to meet LEP priority sectors; and integrate with other services (eg WW WHP/Early Help/devolved AEB)

>Driving wider integration: eg collaborating with REDACTED UNDER FOIA SECTION 43(2) SPOC LA-specific Leads and skills/work/health boards (P10)

#### IDENTIFY NEEDS

At a pan-service level, we will capitalise on our GM knowledge (eg via our Careers Intelligence Unit (CIU) & employer Brexit Monitor) to capture/share LMI/economic data. Integrating this with delivery MI from initial assessment tools (Asset Framework; BKSB; Do-It Profiler for LDD) and progressions to identify trends/characteristics.

#### BARRIERS

GC has designed SSU to overcome GM's barriers to learning/progression (eg travel cost support, childcare, PPE etc) and provide specialist support for hardto-reach groups (P9) Eg:

>BARRIER: 34% of participants on our GM Skills for Employment have LDD needs. DESIGN: 1:1 learning support for LDD participants (eg REDACTED UNDER FOIA SECTION 43(2) independence programmes); non-classroom based delivery (eg Logistics by REDACTED UNDER FOIA SECTION 43(2))

>BARRIER: BAME groups under-represented in GM workforce, multiple barriers (eg caring) DESIGN: engaging BAME women via CEIAG in Children Centres (eg

REDACTED UNDER FOIA SECTION 43(2) in Rochdale); ESOL

>BARRIER: 1/10 working age adults (110k) have no qualifications, particularly women/50+ residents (GMCA, 2017), impacting progression. DESIGN: Comprehensive qualification offer linked to jobs/LMI/learner needs; eg Welding

#### MEETING GM CONDITIONS

SSU is designed to meet prevailing GM needs (informed by LMI from CIU/GMCA) to provide an integrated personalised support offer (P8) via: >Matrix-accredited Learning Mentor-led CEIAG, based on GMCA needs, CIU output and REDACTED UNDER FOIA SECTION 43(2) GM employers (P1) >Prioritise meaningful qualifications (e.g. LEAN)/jobsearch in GM growth sectors (eg Business/Finance/Professional: 67k jobs by 2033, GM Forecasting Model); & high replacement demand roles (eg sales/admin, 64k vacancies in 2017) >Equip participants with in-demand employer skills (eg sales/digital/transferable skills, GM Bus. Survey 2017)

#### CHANGING CONDITIONS

Using CIU/Brexit Monitor, participant feedback, monthly meetings REDACTED UNDER FOIA SECTION 43(2) and our employer reach (eg Manufacturing Institute) (P5); we will flex and respond to local/macro changes by: >Shifting investment in staffing/subcontractor/qualifications/locations to respond to: Mayoral priorities; GMCA Prosperity Review findings; Brexit impact (eg GMCA forecast Logistics/Hospitality skills gaps) >Targeting job preparation/jobsearch/vocational quals at local development sites via a 15% outcome-focused Going for Growth budget, linked to MIDAS-led inward investment projects (eg Airport City) (P2)

#### ENGAGING PARTNERS

Our Engagement Officer will identify/engage new partners and establish SLAs (who/what/how/when) in line with our GMCA-agreed DP. Our Partners Tab lists REDACTED UNDER FOIA SECTION 43(2) key stakeholders, detailing their role/added value. Eg: >Co-design: to shape our service eg GM Ageing Hub >Referrals/Co-location: CAB/JCP/ELP/Manchester Suite >Wraparound Support: eg REDACTED UNDER FOIA SECTION 43(2) (substance misuse) >Progression: Jobs (eg lead generation from Business Growth Hub/MIDAS) & Learning (Higher Qualifications/Traineeships/Apprenticeships via eg REDACTED UNDER FOIA SECTION 43(2) Colleges/Manchester University/GMPLN/GM Apprenticeship Hub) (P6)

4. Meeting the needs of Participants and employers

How will your organisation engage with Participants and support them through their journey to achieving a Progression Outcome?

As a minimum, your answer must include the following:

- ☐ Describe how you will, promote, raise awareness, engage and recruit Participants [and employers] to the programme.

- Describe the mechanisms you will use to identify the skills needs of Participants and ensure your delivery programmes support positive outcomes for your Participants.

- Describe the processes you will use to carry out initial assessment and needs analysis for new Participants and the approach for developing individual learning plans.

- Tell us how you will ensure the activity delivered is appropriate, effective and tailored to the specific needs of the individual.

- Detail how you will engage employers in the designing skills provision to ensure Participants gain the skills that employers need in the Lot Area.

- Describe how you will engage employers within the Lot Area to provide job-progression and/or apprenticeship opportunities for Participants.

WEIGHTING FOR QUESTION 4: x2 Maximum 4000 characters

## ENGAGEMENT

The Growth Company (GC)/Subcontractors ('we') will deploy strategies proven to engage unemployed people (eg REDACTED UNDER FOIA SECTION 43(2) GM residents in 2017 onto ESF)/NCS provision). To promote/raise awareness of SSU as a route to meaningful work we will:

>Agree a Marketing Plan with GMCA/ESFA that aligns to GM campaigns (eg Age-Friendly Manchester (50+)) >Use multiple-channels including: GM radio/press (eg Bolton News); & GC social media (REDACTED UNDER FOIA SECTION 43(2)) >Co-locate in all 27 GM JCP offices >Agree referral protocols (eg REDACTED UNDER FOIA SECTION 43(2))

To engage/recruit participants we will: >Use a multi-channel approach: messaging/phone/web/face-to-face (F2F) >Co-locate in priority wards/with other priority group-focused services (eg REDACTED UNDER FOIA SECTION 43(2)) to introduce SSU; confirm eligibility & timetable induction >Deliver Tutor-led inductions in REDACTED UNDER FOIA SECTION 43(2) locations (accessible via public transport; Equality Act compliant)

## IDENTIFY NEEDS

Matrix-accredited Learning Mentors (LMs) will identify skill needs via mechanisms eg:

>GC Asset Assessment: holistic tool captures strengths/needs; work history; attitude/aptitude; quals; career goals; health/wellbeing; home life & other barriers (eg dependents/transport)

>Vocational Diagnostic: proprietary tool used with REDACTED UNDER FOIA SECTION 43(2) learners to identify vocational strengths/needs; learning aims; strategies

>BKSB: interactive self-marking tool mapped to Functional Skills standards

(Pre-entry-Level 2) to identify English/maths/ICT skills gaps

>Do-It Profiler: assess/capture LDD needs

Comprehensive needs-analysis enables LMs to deliver IAG at all stages to drive positive outcomes

#### INITIAL ASSESSMENT (IA)/ILP PROCESS

LMs will use these tools to deliver 1:1/F2F IAs in accessible GM venues. Finding will help LMs to co-create an LMI-informed ILP: recorded on REDACTED UNDER FOIA SECTION 43(2) (CRM); updated monthly with progress/aims/milestones; & details: >Vocational skills/quals, soft skills development: eg teamwork; licenses (eg SIA card) >Wraparound support to remove barriers: eg debt for UC customers (Stockport CAB) >Non-Regulated support: eg CVs/Interviews/work experience/IAG

#### TAILORED DELIVERY

LMs will have low caseloads (REDACTED UNDER FOIA SECTION 43(2)) to ensure all activity is appropriate, effective and tailored to individual needs, Eg: >A diverse Regulated curriculum offer: eg REDACTED UNDER FOIA SECTION 43(2) units/qualifications in 9 LEP priority sectors; basic skills/ESOL; self-employment support

>Roll-on/roll-off delivery; flexible access around benefit rules (eg <16 hours)

>Locally accessible provision: eg REDACTED UNDER FOIA SECTION 43(2) outreach locations

>Financial support (travel/care/access needs)

>Target group support: eg REDACTED UNDER FOIA SECTION 43(2) clothing/confidence-building/mock interviews for women

>Co-case management with relevant partners (eg REDACTED UNDER FOIA SECTION 43(2))

>Min. monthly LM/participant ILP reviews; customer surveys/exit interviews

#### EMPLOYER CO-DESIGN

GC's REDACTED UNDER FOIA SECTION 43(2) account managed GM businesses deliver REDACTED UNDER FOIA SECTION 43(2) of our job progression performance; we will use our network to design a demand-led SSU via:

>Quarterly employer-led co-design Curriculum Panel > 3 Employer Engagement Consultants working within GC's GM Business Growth Hub to co-design provision with growing SMEs/sector specialists

>A REDACTED UNDER FOIA SECTION 43(2) Going for Growth budget, funding courses linked to largescale recruitment opportunities (REDACTED

UNDER FOIA SECTION 43(2)) generated via GC's inward investment agency MIDAS

## PROGRESSION

We will build on proven strategies (eg annually we progress REDACTED UNDER FOIA SECTION 43(2)

>Engaging employers weekly: eg breakfast meetings/webinars/LinkedIn campaigns/direct sales to build a vacancy pipeline

>Matching participants to employers committed to offering 'good' work/jobs: eg REDACTED UNDER FOIA SECTION 43(2)

>Joining-up employer visits with JCP/NCS to drive coordinated engagement

>Developing Apprenticeships/Traineeships/Higher Learning pathways/tasters: eg REDACTED UNDER FOIA SECTION 43(2)



Education & Skills  
Funding Agency



European Union  
European  
Social Fund

## TIE-BREAK - QUESTION

Instructions for completion:

In the Read Me First Instructions document published for this ITT (para 102-103), we stated the following:

Where there remains more than one Applicant with the same ranking after this process then those Applicants will be asked a tie-break question.

The tie-break question will be sent via Bravo and the Applicants will be given

48 hours to respond. The tie-break question will then be evaluated in accordance with the scoring methodology set out in the Table at paragraph 93 above. The Applicant with highest score will be considered for award of the Contract as set out under Stage 4 (Contract Award).

We have now reached a Tie Break situation in regard to the evaluation of bids received against ITT No 30399 15 Greater Manchester

You are therefore given the opportunity to respond to the Tie Break Question below. Please note the following instructions:

- There is a locked in character limit of 5000 characters for your answer
- You need to download this attachment from the message in order to complete your response.
- You then need to attach your completed response to a message, which will be your reply, please use TIE BREAK RESPONSE as the message subject heading
- Your reply must be received by the ESFA no later than 17:00 on 30/11/18. Messages received after this time will NOT be evaluated

Organisation Name	The Growth Company
UKPRN	10004177

Meeting LEP Specific Requirements

[QTB]	<p>In Question 1, we asked you “how will you ensure you have the necessary resources, expertise and staffing to deliver the Services as set out within the specification from 1 April 2019?, in 15 Greater Manchester</p> <p>Taking into account the LEP Specific requirements shown within the Specification and your response to the original Question 1, and the organisational diagram you supplied, please detail how your offer supports the LEP’s priority groups (listed in the ‘LEP Specific section of the specification) and contributes to the implementation of their ESIF strategy?</p> <p>Your response to the above question will need to address/include the points below as a minimum:</p> <p>Describe how you will deliver a personalised service to individuals on the programme.</p> <p>Describe how will you ensure that the provision is flexible to meet the needs of all the priority groups outlined</p> <p>Describe how you will ensure that individuals remain engaged in the programme and achieve outcomes which support the LEP requirements</p> <p>Explain how your proposed delivery model, physical operational base, and staffing structure (including any subcontractors) will ensure that individuals can be engaged from commencement of services within the contract 1/4/19</p> <p>Characters available: 5,000 characters maximum Maximum score available: 100</p> <p>REF: [QTB]</p>
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The Growth Company (GC)/subcontractor (SC) SSU offer will engage/support REDACTED UNDER FOIA SECTION 43(2) GMLEP Priority Group (PG) learners (eg 19+/unemployed/inactive with a skills training need) and contribute to GM ESIF/GM Strategy (GMS) via: >High quality employment/skills support for unemployed/inactive residents (Strategic Activity 1, Priority Axis 8-10)  
>GM Reform agenda/Working Well/AEB alignment  
>Tackling GM priorities (eg mental health/50+)  
>Flexible, meaningful qualifications so PGs achieve/sustain work/learning outcomes (GMS priority 2/3/9)

#### 1) PERSONALISED

Our GMSSU model will deliver personalised, GM-focused and PG-responsive provision to individuals via:

>A robust initial assessment (IA) and CEIAG linked to PG/LMI needs eg Skills Health Check/BKSB (eg skills needs); GC Asset Assessment (eg economically inactive needs); career management in GM eg for 50+  
>Individual Learning Plans (IA-informed) are co-created by learner/Learning Mentor (LM) with sequenced interventions to address complex barriers first via personalised locations/content. Eg work experience with GC's REDACTED UNDER FOIA SECTION 43(2) GM employer accounts (for women returners/unemployed); and REDACTED UNDER FOIA SECTION 43(2) SC delivering meaningful

learning linking skill needs to GM priority sectors eg REDACTED UNDER FOIA SECTION 43(2)

>Monthly 1:1s to identify/respond to changing needs and integrate specialist support with REDACTED UNDER FOIA SECTION 43(2) existing GM wraparound support partners (eg REDACTED UNDER FOIA SECTION 43(2))  
>REDACTED UNDER FOIA SECTION 43(2) fund for personalised solutions eg interview clothes for LTU/childcare for single parents

## 2) FLEXIBLE

GC engages/supports REDACTED UNDER FOIA SECTION 43(2) pa GM PGs (19+/unemployed/UC/skills/training needs) eg our Working Well contract targets 100% PGs. PG needs are diverse eg highskilled single parents in Hyde face different challenges to 19-24s with no work experience in Ince. Our SSU model flexes to address PG barriers/needs through:

>An inclusive Marketing Plan to attract diverse audiences. Agreed with GMCA/ESFA, the Plan will align to GM campaigns (eg 'Age-Friendly Manchester' for 50+) and co-locate marketing/staff with local services eg REDACTED UNDER FOIA SECTION 43(2) JCPs (unemployed) >Outreach LMs working across 10 LAs. Familiar community venues increase accessibility by addressing travel barriers (eg people with disabilities) and cultural barriers (eg Pakistani women at REDACTED UNDER FOIA SECTION 43(2))

>Flexible roll-on/-off delivery to meet seasonal peaks (eg September for Lone Parents); flexible access around benefit rules (eg <16 hours); and online learning for time-limited learners (eg Carers)

>A flexible menu of REDACTED UNDER FOIA SECTION 43(2) non-/regulated units (L0-4)/quals in 9 LEP priority sectors (eg Health), basic skills and self-employment support augmented by PG-focused support eg ESOL; specialist providers (e REDACTED UNDER FOIA SECTION 43(2))

## 3) ENGAGED

Each learner will receive personalised support from a LM, trained to engage/motivate them to achieve LEP/ESIF/GMS priority outcomes, celebrating success and building emotional resilience. LMs will receive cohort/needs-specific training (eg Mental Health Awareness, Motivational Interviewing) and will:

>Co-create learner journeys to ensure day-1 buy-in, with monthly reviews, sequencing/integrating support at the right time/place to continue to engage learners including access REDACTED UNDER FOIA SECTION 43(2) new jobs pa generated via GC's MIDAS inward investment agency

>Track learners to monitor attendance/progress through Maytas, receiving prompt/trigger reminders to re-engage where risks are flagged eg non-attendance >Tailor delivery for PGs to sustain interest and engagement (eg f2f engagement for 50+; blended e-learning for 19+), with meaningful qualifications mapped to GM labour market needs

>Enable learner achievement/progression aligned to ESIF/GMS/GMLEP targets eg progression to: work (1962), learning (523), Apps (654) and Traineeships (131)

## 4) COMMENCEMENT

GC has extensive GM resources/integration to ensure individuals engage in GMSSU from 1/4/19. REDACTED UNDER FOIA SECTION 43(2) will mobilise SSU, reporting to the ESFA/GMLEP weekly. GC's PRINCE2 mobilisation plan includes:

>Delivery Model: Using established GM relationships (eg REDACTED UNDER FOIA SECTION 43(2)) to co-create a GM Development Plan (marketing/named contacts/additional activities - by 15/3/19). We will develop a GMSSU Operating Procedures Manual, with service design/workflows for staff/SC use (training by 8/3/19)

>Operational base: We will deliver SSU from REDACTED UNDER FOIA SECTION 43(2) mapped to PG concentrations (eg Rochdale/Oldham). Each site will be reviewed/refurbished (by 15/2/19) to meet SSU requirements, enabling day 1 engagement

>Staffing structure: REDACTED UNDER FOIA SECTION 43(2) existing staff will transfer to SSU (by 4/3/19) to manage referrals with recruitment REDACTED UNDER FOIA SECTION 43(2) new roles starting 17/12/18. All staff/SC will complete induction/training (by 29/03/19) to engage individuals from day 1

>Subcontractors: We will review SC implementation plans and undertake readiness assessments by 11/2/19, ensuring they meet GC mobilisation milestones and engage/support individuals from 1/4/19

REDACTED UNDER FOIA SECTION 40