

Expression of Interest - Greater Manchester ESF NEETs and Youth Employment Programme (Lot 2 – 18-24)

Introduction and Instructions

The Greater Manchester Combined Authority have released a tender for the **ESF NEET And YOUTH EMPLOYMENT PROGRAMME**. The Growth Company anticipate bidding Lot 2 - Engaging and supporting young people aged 18-24 years into further education, training or employment in Greater Manchester (GM).

As a Prime Contractor, The Growth Company (GC) require providers who can deliver bespoke support and training for the young people who are 18-24 NEET or at risk of NEET (including unemployed and economically inactive).

This EOI specification outlines the information that The Growth Company requires to determine the capacity and capability of organisations to deliver the service. We are interested in applications from those organisations who can:

- Demonstrate an existing track record of successfully engaging and delivering to 18–24-year-olds in GM
- Have experience and track record of delivering high quality IAG, support to NEET learners to overcome various barriers.
- Can offer innovative interventions and specific support to overcome barriers

Following this Expression of Interest exercise, successful providers will be asked to provide further information including due diligence should GC be successful in our bid to GMCA.

This Expression of Interest document pack includes:

- 1 - Expression of Interest Instructions & Evaluation Criteria and Scoring (this document) Including a Link to EOI Questionnaire (Survey Monkey questionnaire for completion and submission by the stated deadline)
- 2 – Copy of GMCA specification & Provider Guidance
- 3 – Example of The Growth Company's Sub-Contract Conditions

We advise that applicants familiarise themselves with all documentation before completing the Questionnaire.

The deadline for submission of the required documents is: 10am Thursday 23rd September 2021

Please see details below for how to apply. Late submissions will not be accepted.

Specification

To deliver an innovative engagement and mentoring programme for young people aged 15-24 who are affected by missed education, and/or are disengaged from mainstream skills support offers, and/or are not in employment or training. Both national and regional research indicates several challenges in engaging and supporting this group of young people, which has been addressed in the specification document.



The main aim of the programme is to mitigate the impacts on those young people most affected by the Covid-19 pandemic, experiencing disadvantage, and not engaged with other provision, through a comprehensive engagement and transition offer that will enable these young people to successfully engage in a positive learning or work destination and develop the skills and confidence to continue into a sustainable career pathway.

A minimum of 3000 individuals to **start** on the programme.

A minimum of 50% of starts must not be currently engaged with DWP on a benefit which requires their active engagement in the labour market.

A minimum of 45% of all individuals on the programme to progress to one of the following positive outcomes:

- Entering employment
- Entering education
- Enrolled onto an accredited training or skills course
- Starting an Apprenticeship or Traineeship or Supported Internship
- Moving into self-employment

Delivery is expected to start no later than 31st January 2022 and the final date for all outcomes will be 30th September 2023. The date for the final claim is 31st October 2023. There will be no extension to this funding period.

The maximum budget for **Lot 2: £5,000,000**

Payment Model and Unit Prices

The ESF GM NEETs & Youth Employment funding model is a combination of Service Fee and Payment by Results as set out below:

- Service Fee – 40% of total Contract Value
- Activity and Results Payment – 60% of total Contract Value

The payment model and unit prices are set out in the GMCA **ESF GM NEETs & Youth Employment PROVIDER GUIDANCE** (Section 5) and within the ESF Funding Rules document ([ESF Data Evidence Requirements \(publishing.service.gov.uk\)](#)). Please note that payment rates quoted are those that the GMCA pays to Prime contractors. The rates that The Growth Company will pay to subcontractors will form part of the modelling process in the development of our bid to the commissioner.

Payment process

The Growth Company pays subcontractors monthly, via BACS, 30 days in arrears of receipt of an approved invoice.

Terms and Conditions

The Growth Company will, as far as is practically possible, cascade the terms of the GMCA contract to its subcontractors in its Subcontractor Terms and Conditions. We have included our standard GC terms and conditions which will form the basis of the contract.

Application Process

To make your application, please complete the following EOI Questionnaire by the deadline stated.

[The Growth Company - GMCA ESF NEET 18-24 EOI Survey \(surveymonkey.co.uk\)](https://www.surveymonkey.co.uk)

Please note that further due diligence will need to be completed for any successful providers.

Queries

If you have any queries relating to this process please email esf@growthco.uk with the email subject marked **GMCA ESF NEET**.

Where the query is relevant to all bidders, the question and response will be published on the GC Website (www.growthco.uk) in the About Section where the opportunity is advertised.

The deadline for clarification is set out below.

Key Dates

The following table identifies the expected timeline for the tender process:-

Timing	Activity
Tuesday 14 th September 2021	Publication of Expression of Interest and tender documents made available for download
Monday 20 th September 2021	Deadline for Clarification Questions to be sent to esf@growthco.uk
10 AM Thursday 23rd September 2021	EOI submission return date
Week Commencing 27 th September	Notifications and dialogue with successful partners

Scoring and Shortlisting

The scoring criteria for this tender opportunity are set out below. Applicants scoring over 240 (60% of maximum weighted score) will achieve a Pass Mark.

The Growth Company reserves the right to appoint either a single subcontractor or several subcontractors depending on the services and locations of the contract. The scale and geography of offers to subcontractors will ultimately reflect The Growth Company's position on the optimum blend of direct and subcontracted delivery across the contract, which forms part of our commercial and service modelling. Therefore, applicants may exceed the threshold (pass) but not ultimately receive an offer to join our supply chain.

Where two or more applicants exceed the pass mark in a given geography that is available to subcontractors, the highest scoring submission/s will be offered a position first.

Applicants who exceed the pass mark, but who are not offered a place in the supply chain at this stage will be offered feedback and will be welcomed to apply for any future opportunities.



The Growth Company reserves the right to further open competition by advertisement where required through the life of the contract and is not bound to only consider applicants who have passed this tender opportunity.

Applicants shall be aware that any subsequent opportunity is subject to The Growth Company's successful appointment by the GMCA

TUPE and Pensions

GMCA recognise that TUPE may apply in respect of this Contract and should it so apply that pursuant to TUPE the undertaking concerned (or any relevant part of the undertaking) shall transfer to the Supplier on the Commencement Date

Applicants must take their own legal advice on the application of TUPE. Applicants need to be aware of the specific requirements which apply to transfer of public sector employees and should refer to The Cabinet Office Statement of Practice (COSOP) on staff transfers in the public sector, January 2000, [Staff transfers in the public sector - GOV.UK \(www.gov.uk\)](http://www.gov.uk). Applicants also need to be aware of the new guidance published by HM Treasury on 4 October 2013 on a reformed Fair Deal policy.

Other Considerations

- It is expected that GMCA will only permit one level of subcontracting so subcontractors to The Growth Company cannot further subcontract any ESF NEET provision. By submitting your tender submission, you confirm that your organisation will be performing the services.
- The Growth Company will be unable to offer a subcontract to any organisation whose last Ofsted Inspection resulted in a rating of 'Inadequate' / 'Poor'. Please do not progress your application if this condition applies to your organisation. If any organisation is rated as 'Inadequate' (4) whilst holding a subcontract with The Growth Company, then that subcontract will be terminated in accordance with GMCA terms and conditions.
- Please be aware that following Contract award, GC will undertake further in depth due diligence processes as required by the commissioner.

Scoring Criteria

Question		Assessment	Maximum Score	Weighting	Total Weighted Score
1 to 4		For Information	N/A	N/A	N/A
5	Cyber Essential Scheme	Pass/Fail	N/A	N/A	N/A
	Ability to provide a copy of your full, unabbreviated, audited accounts for the last three years.	Pass/Fail	N/A	N/A	N/A
	Modern Slavery Statement	Information Only or Pass/Fail for organisations who are required	N/A	N/A	N/A

		to publish a statement			
10	Scored	100	1	100	
11	Scored	100	2	200	
12	Scored	100	1	100	
Total		300		400	

Matrix for Scored Questions

Classification	Score	Scoring Principals
Excellent	100	Proposal meets the required standard in all material respects to a high standard.
Good	70	Proposal meets the required standard in most material respects.
Satisfactory	40	Proposal meets the required standard in many material respects but is lacking or inconsistent in others.
Partial	20*	Proposal falls short of achieving expected standard in a number of identifiable respects.
Poor	10*	Proposal significantly fails to meet the standards required, contains significant shortcomings and/or is inconsistent with other proposals.
Unacceptable	0*	Completely fails to meet required standard

*Note: A pre-weighted score of below 40 in any scored question will result in automatic exclusion.

Scoring Example

Please see a worked example below:

Question	Maximum Score	Weighted Score	Bidder X Score	Total Weighted Score
10	100	100	70	70
11	100	200	60	120
12	100	100	60	60
Total	300	400	190	250

Applicants scoring over 240 (60% of maximum weighted score) will achieve a Pass Mark.

This bid attracted a weighted score of 250 out of a possible 400.

250 divided by 400 gives a final weighted score of 62.5%.

Please note that the scale and geography of offers to subcontractors will ultimately reflect GC's position on the optimum blend of direct and subcontracted delivery across the contract, which forms part of our commercial and service modelling. Therefore, applicants may exceed the threshold (pass) but not ultimately receive an offer to join our supply chain.