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**Cornwall and Isles of Scilly People Hub**

**Enclosure 1. Invitation for Expressions of Interest**

**Experience of Care - Specialist Provider Response**

Cornwall Council (CC) is inviting Expressions of Interest (EoI) from a Specialist Provider wishing to deliver employment and skills support to Care Leavers who are residents of Cornwall and the Isles of Scilly and aged 16 years or over. Delivery will form part of the existing Cornwall and Isles of Scilly People Hub model; a single point of contact for residents seeking employment and/or skills support.

Cornwall Council recognises that support is needed to help Care Leavers, who often face disproportionately higher or more complex barriers than other members of society. In 2023, researchers from the Universities of York, Oxford and Exeter (funded through Nuffield Foundation) reported that almost one-third of Care Leavers were not working or studying compared to just 2.4 per cent of comparable young people who had never had experience of the children’s social care system. In effect, Care Leavers in England are over ten times more likely than their peers to not be working or studying in their 21st year. The majority of these were defined as ‘economically inactive’ due to disability (including mental health issues) or caring responsibilities. Among those Care Leavers who were working, over two-thirds were in precarious roles that were short-term, part-time or poorly paid. Therefore Cornwall Council sees the People Hub as an important opportunity to provide additional support.

Attaining skills, retraining, job creation and moving people into work are central to CC’s strategic thinking with the publication of its [Labour Market and Skills Strategy](https://cioslep.com/wp-content/uploads/2021/04/Appendix-1-Local-Skills-and-Labour-Market-Strategy.pdf) and its [Good Growth Investment Plan](https://ciosgoodgrowth.com/wp-content/uploads/2022/08/Good-Growth-UK-Shared-Prosperity-Fund-Investment-Plan-WEB-1.pdf); recognising that talent is everywhere, but opportunity is not. To achieve our skills vision: *‘to grow the economy, build on its assets and provide everyone with the opportunity to access good quality jobs, whilst setting a course for a decarbonised and sustainable future for business, for people and for our environment*’ we know that investment and interventions must connect up at the local level to support people of all ages as well as businesses and other employers. A joined up and locally responsive employment and skills offer is critical to this.

As part of the UK Government’s Levelling Up agenda, Cornwall and Isles of Scilly have been allocated £132million for local investment through the Shared Prosperity Fund. This includes a [key investment plan](https://ciosgoodgrowth.com/wp-content/uploads/2022/08/Good-Growth-UK-Shared-Prosperity-Fund-Investment-Plan-WEB-1.pdf) related to People and Skills; to support residents of Cornwall and the Isles of Scilly regardless of employment status.

The People Hub team will provide direct delivery to those residents who need general support with employment and skills. The EoI process is in place to understand what your organisation could add and contribute to delivering support for Care Leavers. In this context, we wish to engage a selected Specialist Provider to deliver direct end to end Information, Advice and Guidance (IAG) support to this specific disadvantaged group to attain new skills, find sustainable employment, and/or secure work placements and/or volunteering opportunities.

A link to the published Specification can be found on the same webpage where this EoI has been posted.

We want to learn more about your experience, track record and the specific client groups which you can support.

Any interested specialist provider must be able to show that they have the capability to deliver specific support to Cornwall and the Isles of Scilly; since this will be a CC commissioned service. The local authority has a responsibility to show that where a resident lives should not negatively affect the ability to receive a consistently high quality local authority service. However, it is acknowledged that not every area of Cornwall and the Isles of Scilly is the same with the same challenges or benefits. At its heart, CC wishes to provide a service which is equitable to all, but delivery strategies may differ between areas within the county and islands.

CC wishes to understand how many individuals within the specific client groups would benefit from your provision in contributing to overall targets and what the estimated costs would be.

CC is not seeking EoI’s from specialist providers bidding on behalf of others (e.g. consortium). We wish to avoid a partnership within a partnership to preserve an efficient, clear service for partners and one which is equally unambiguous in its objectives and the provision promoted to stakeholders. CC expects organisations to submit EoI’s for its own element of service delivery directly unless there is a very clear exceptional business case made.

CC is only interested in contracting with specialist providers that are offering to deliver innovative end to end services to specific client groups, which adds value to existing services. The People Hub team will be in place to provide more general support. Therefore this is not a process to recruit providers who are able to support any unemployed resident over 16 but one which can provide specialist services for specific client groups.

Cornwall Council

August 2024

**1. The Organisation**

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| **Please provide details about your organisation** |
| Organisationname |       |
| Registered address |       |
| County |       |
| Post code |       |
| Website address |       |
| Type of organisation |  |
| Other (please specify) |       |
| Company registration and/or charity no |       |
| VAT registration number |       |
| Name of main contact (nominated lead person) |       |
| Post title of main contact |       |
| Office location address (if different to above) |       |
| Telephone number |       |
| Email address |       |
| Please indicate the current number of employees in your organisation |  |
| Please confirm that your employees are paid a minimum of the Real Living Wage in line with the [Good Growth Investment Plan](https://ciosgoodgrowth.com/wp-content/uploads/2022/08/Good-Growth-UK-Shared-Prosperity-Fund-Investment-Plan-WEB-1.pdf) principles |  |
| If you are not yet paying the Real Living Wage, please confirm that you will be doing so by 1 January 2025 |  |
| Conflict of Interest  |  |

**2. Geography**

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| **Please confirm that the services you outline in this EoI would be operated and accessible throughout Cornwall and the Isles of Scilly?** |  |

**3. Background**

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| **Please provide a brief description of the services your organisation currently provides – including geography. (max. 250 words)** |
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**4. Challenges Identified**

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| **Please highlight issues you have identified which need to be addressed for Care Leavers if they are to overcome disadvantage and exclusion and realise their potential. (max. 250 words)** |
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| **What is your proposal in response to this specification for specialist end to end support to Care Leavers? How will it meet the specification objectives? (max. 500 words)** |
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**5. Experience and Performance**

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| **Please indicate which public or other funding you have delivered either as a lead or as a delivery partner in the past 5 years (select all that apply).**The 5 year period may include projects/contracts that started before this time but finished in the period in question. |
| European Social Fund (ESF) Direct Bid | [ ]  |
| ESF DWP Co-financed | [ ]  |
| ESF Lottery (e.g. BBO) | [ ]  |
| ESF Community Led Local Development (CLLD)  | [ ]  |
| National mainstream (e.g. UK Government) | [ ]  |
| Local Authority (e.g. CC or local health) | [ ]  |
| Other (e.g. National or Local Charity funded) | [ ]  |

**5.1 Funding Experience**

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| To get a better understanding of the breadth of your organisation’s experience, which projects has your organisation been a lead body, delivery partner and/or CLLD ESF applicant?We’ve included some examples to help guide the completion of this table.Please limit the projects to a maximum of 5 contracts, all of which should be from the last 5 years (including projects that may have started earlier but finished in the last 5 years) |
| **Name of Project** | **Funder** | **Role** |
| Work Routes  | ESF DWP | Delivery Partner |
| Quality Training Futures | ESF CLLD | CLLD Applicant  |
| Positive People | ESF Lottery | Delivery Partner |
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**5.2 Partnership Experience**

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| **Summarise the partnership experience your organisation has in working with relevant stakeholders and partners.****Consider the range of partners you have worked with and the links you have built with important local stakeholders, for example Jobcentre Plus (max. 250 words)** |
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**5.3 Performance**

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| **Please summarise your relevant contractual performance in relation to Section 5.1, above.****If delivery is still continuing include cumulative targets and corresponding performance to the end of March 2024.** **Only include performance for those relevant contracts which have commenced in the past 5 years.****Please include all outputs/outcomes/results from a particular contract used in order to give a full picture of performance.****The first two rows are included as examples for illustrative purposes only.** |
| **Project** | **Funder** | **Value to your org (£)** | **Duration of contract** | **Output/Result/Outcome** | **Contract Target** | **Actual Achieved** | **Percentage (%)** |
| Health Works for Cornwall  | ESF DWP | 800,000 | 2020-2023 | Number of new participant starts | 300 | 275 | 92 |
| Health Works for Cornwall | ESF DWP | 800,000 | 2020-2023 | Number of Unemployed entering employment | 150 | 97 | 65 |
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**5.3 Performance (continued, if required)**

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| **Project** | **Funder** | **Value to your org (£)** | **Duration of contract** | **Output/Result/Outcome** | **Contract Target** | **Actual Achieved** | **Percentage****%** |
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| **Sometimes contractual statistics do not tell the whole story of performance so please include any additional comments related to the impact of your work on the above projects which are relevant (approx. 250 words)** |
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**6. Finance**

**6.1 Operational readiness**

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| Please confirm that your organisation and the services you outline in this EoI will be operational and ready to commence from September 2024. |  |
| Can you cashflow delivery based on a monthly in arrears payment arrangement? |  |

**6.3 Costs**

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| **Based on the volumes indicated under Section 7, Targets and Volumes, please summarise your estimated costs below.****You will not be required to factor in elements such as marketing which will be managed centrally through the Cornwall and Isles of Scilly People Hub.****Please include a total estimate of participant costs you would like included to support residents that you will be assisting in order to eliminate barriers to progressions (e.g. travel costs, childcare, work clothes).****This will not commit you to any figures, it is designed to give a broad understanding of your anticipated expenditure over 3 financial quarters (1 Sept 2024 – 31 March 2025).** |
| **Category** | **2024/25****1 Sept 2024 – 31 Mar 2025****Estimate** |
| Direct staff costs (salaries, NI, pension) | **£** |
| Participant costs  | **£** |
| Other direct costs (e.g. expenses, equipment) | **£** |
| Indirect/Overheads (FRIC\*-15% of Direct staff costs) | **£** |
| **Total** | **£** |

\*FRIC – Flat Rate Indirect Cost

**7. Intervention Targets and Volumes**

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| **There are a set number of SPF interventions relevant to this invitation, which are drawn from the list published for England** [**here**](https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/1068875/UKSPF_England_Outputs_and_Outcomes.pdf)**.****The quantifiable targets below are for the overall Coordinated People and Skills Support bid and each successful delivery partner will need to contribute towards those goals. The overall targets are included below (Column C) for ease of reference.** **As an estimate, how many outputs would your organisation realistically contribute over the proposed duration of the programme of support?****This section is NOT seeking a contribution for ALL the interventions. Enter numerical values against those interventions which are relevant to your proposal.**  |
| **Column A** | **Column B** | **Column C** | **Column D** |
| **Intervention** | **Output** | **Target** | **Proposed number** |
| **E33**: Employment support for economically inactive people: Intensive and wrap-around one-to-one support to move people closer towards mainstream provision and employment, supplemented by additional and/or specialist life and basic skills (digital, English, maths\* and ESOL) support where there are local provision gaps. | Number of economically inactive people engaging with keyworker support services  | 949 |  |
| Number of economically inactive people supported to engage with the benefits system  | 365 |  |
| Number of socially excluded people accessing support  | 365 |  |
| Number of people supported to access basic skills  | 128 |  |
| Number of people accessing mental and physical health support leading to employment  | 402 |  |
| Number of people supported to engage in job-searching  | 986 |  |
| Number of people receiving support to gain employment  | 730 |  |
| Number of economically inactive individuals in receipt of benefits they are entitled to following support | 110 |  |
| Number of active or sustained participants in community groups as a result of support | 73 |  |
| Number of people reporting increased employability through developments of interpersonal skills funded by UKSPF | 329 |  |
| Number of people in supported employment | 73 |  |
| Number of people engaging in job-searching following support | 511 |  |
| Number of people in employment, including self-employment, following support | 256 |  |
| Number of people with basis skills (English, maths, digital and ESOL) | 73 |  |
| **E34:** Courses including basic skills (digital, English, maths (via Multiply) and ESOL), and life skills and career skills\*\* provision for people who are unable to access training through the adult education budget or wrap around support detailed above. Supplemented by financial support for learners to enrol onto courses and complete qualifications. | Number of people supported to engage in life skills  | 188 |  |
| Number of people supported onto a course through providing financial support  | 113 |  |
| Number of people gaining a qualification or completing a course following support  | 49 |  |
| Number of people in employment, including self-employment, following support | 68 |  |
| Number of people in education/training | 75 |  |
| Number of people with basis skills (English, maths, digital and ESOL) | 38 |  |
| Number of people experiencing reduced structural barriers into employment and into skills provision | 113 |  |
| Number of people gaining a qualification or completing a course following support | 49 |  |

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| **E35**: Activities such as enrichment and volunteering to improve opportunities and promote wellbeing | Number of people supported to participate in education  | 121 |  |
| Number of volunteering opportunities supported  | 88 |  |
| Number of people taking part in work experience programmes  | 88 |  |
| Number of people in employment, including self-employment, following support | 88 |  |
| Number of people in education/training | 66 |  |
| Number of people experiencing reduced structural barriers into employment and into skills provision | 220 |  |
| Number of people familiarised with employer’s expectations, including standards of behaviour in the workplace | 110 |  |
| **E36**: Intervention to increase levels of digital inclusion, with a focus on essential digital skills, communicating the benefits of getting (safely) online, and in-community support to provide users with the confidence and trust to stay online | Number of people supported to access basic skills | 250 |  |
| Number of people supported to engage in life skills | 200 |  |
| Number of people gaining a qualification or completing a course following support | 150 |  |
| Number of people gaining a qualification or completing a course following support | 150 |  |
| **E37**: Tailored support to help people in employment, who are not supported by mainstream provision to address barriers to accessing education and training courses. This includes supporting the retention of groups who are likely to leave the labour market early. | Number of people retraining | 300 |  |
| Number of people in employment engaging with the skills system | 300 |  |
| Number of people gaining qualifications, licences or skills | 175 |  |

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| **E38**: Local areas to fund local skills needs | Number of people receiving support to gain a vocational licence | 150 |  |
| Number of people in employment, including self-employment, following support | 180 |  |
| Number of people in education/training | 150 |  |

**8. Policies**

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| **CC needs to ensure that Specialist Providers have certain policies in place to cover standards and compliance. Please confirm that you have policies in place to cover the following areas.****Please supply copies of policies for any areas marked in bold and with \* with this EoI Form**Copies of policies not marked in bold and with \* will need to be provided only at a subsequent contracting stage |
| **Health and Safety \*** |  |
| **Equality and Diversity \*** |  |
| **Safeguarding Children, Young People and Vulnerable Adults \*** |  |
| **Environmental and Sustainability \*** |  |
| **Data and Privacy \*** |  |
| **Customer Care, including Complaints Procedure \*** |  |
| Anti-bribery and Anti-corruption Policy |  |
| Modern Slavery and Human Trafficking |  |
| Corporate and Social Responsibility |  |
| Procurement |  |
| Ethics |  |

**9. Partner Declaration**

*(This does not commit your organisation to any contractual agreement.)*

I confirm that we (       ) are able to deliver within Cornwall Council’s supply chain for the Cornwall and Isles of Scilly People Hub in line with the [Labour Market and Skills Strategy](https://cioslep.com/wp-content/uploads/2021/04/Appendix-1-Local-Skills-and-Labour-Market-Strategy.pdf) and its [Good Growth Investment Plan.](https://ciosgoodgrowth.com/wp-content/uploads/2022/08/Good-Growth-UK-Shared-Prosperity-Fund-Investment-Plan-WEB-1.pdf)

I understand that this document is related to an Expression of Interest stage only and that a formal and legally binding arrangement will be required before any formal agreement or commitment from Cornwall Council is made.

I understand that the Expression of Interest is no indication that our organisation will be chosen to deliver any of this work for Cornwall Council.

Signed (electronic):

Name:

Organisation:

Date (dd/mm/yyyy):