



Leading learning and skills



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New Procurement Round 2008/09
Regional Briefing Events

31 August 2007



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Presented to East of England Provider Network
By Nichola Cowell - Regional Contracts Director

Welcome



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Domestics



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- Fire Alarms
- Emergency Exits
- Fire Assembly Points
- Cloakrooms
- Mobile Phones



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Delegate Packs



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- **Copy of presentation overheads**
- **Compact Disc containing presentations**
- **Question Card-to be collected on leaving**



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Website addresses



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National site www.lsc.gov.uk

Regional site www.lsc.gov.uk/regions/EastofEngland



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Questions



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- **Layout of room makes it difficult to give everyone an equal opportunity to ask questions**
- **CFO Status has not yet been confirmed by GO**
- **Unable to answer certain types of questions on procurement**
- **Use Question Cards-answers will be posted on internet for national consistency**



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AGENDA



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- 10.45** Introduction to LSC commissioning and funding
- 11.05** Introducing to the LSC's ESF funded activities in the 07-13 programme
- 11.25** Procurement - Setting the Scene, The Process and Timescales
- 11.45** LSC's e-Tendering portal supported by Bravo Solution
- 12.30** Lunch



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Introduction to LSC Commissioning



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Nick Foster

Regional Director of Learning Planning and
Performance

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LSC Commissioning



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- Triggers for Open & Competitive Tendering (OCT) for mainstream funds
 - Set out in the Annual Statement of Priorities 2007/08
 - New money
 - To replace poor quality
 - New services e.g. OLASS
 - To meet gaps
- European funds always OCT



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LSC Commissioning



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- Greater choice for learner and employer
- Greater diversity of provider base
- More contestable
 - barriers to provider entry removed
- Increased competition
 - To improve quality
- Lessons Learnt



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2008/09 LSC Funding



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Introduction to LSC funding

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LSC Funding – 3 main budgets



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- Youth
- Adult Learner Responsive
- Employer Responsive
- Other
 - LLDD
 - OLASS
 - ESF & ESF Community Grants



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LSC Funding – Youth



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- Entry to employment (E2E)
- Not in Employment, Education or Training (NEET)
- Apprenticeships 16-18
- 16-18 competitions (200 places)
- Gaps
- ESF Priority 1, Priority 2, Priority 4 & 5 (Cornwall only)



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LSC Funding – Adult Learner Responsive



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- Skills for Life
- Full Level 2 / 3
- Credit trials
- Skills for Jobs
- Gaps – provision, client group, sector
- ESF Priority 1, Priority 2, Priority 4 & 5 (Cornwall only)



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LSC Funding – Employer Responsive



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- Train to Gain
- Apprenticeships 19+ and 25+
- ESF Priority 1, Priority 2, Priority 4 & 5
(Cornwall only)



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ESF 07-13 Programme



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Introducing the LSC commissioning
strategy ESF funded activities in the
07-13 programme by

03

Julia Barrett

ESF Manager (Suffolk)



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ESF Programme 07-13

New Language



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- **Regional Competitiveness and Employment**
 - Available across England, (except Convergence area of Cornwall and Isles of Scilly)
 - Priority 1 (62%) - Extending employment opportunities for unemployed and inactive people
Linking with LSC programmes such as Entry to Employment and Foundation Learning Tiers, and Skills for Jobs, including enhancing Skills for Life and specifically targeted activity such as our Offender Learning and Skills Service
 - Priority 2 (34%) Developing a skilled and adaptable workforce
Linking with the Train to Gain programme and Apprenticeships, enhancing basic skills, Level 2, Level 3, and some Level 4+ if appropriate



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Regional Competitiveness and Employment, and Convergence

Total ESF 2007-13 at 2007 prices



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REGIONS	Total ESF €m	Total ESF £m
North West	€ 541	£360
North East	€ 239	£157
Yorkshire and Humberside	€ 396	£264
East of England	€ 230	£152
East Midlands	€ 248	£164
West Midlands	€ 372	£246
South East	€ 229	£151
London	€ 491	£324
South West	€ 341	£229
Total new programmes	€ 3,087	£ 2,067



Treasury planning Exchange
rate €1.00 = £0.68

Regional Coherence



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- National Pre-Qualification Questionnaire (PQQ) exercise - to identify and select potential providers, not provision, at this stage
- In advance of national and regional ESF 07-13 Launch Events
- Detailed Invitations to Tender will be issued in November,
 - after approval of Co-financing Plans and funding for Co-financing Organisations
 - only to successful PQQ organisations



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ESF in the Pre- Qualification Questionnaire



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Youth

Adult

Employer

Other includes ESF Community Grants (not London)



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Co-financing Outcomes



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- Qualifications
 - Full NVQ Levels 1-4,
 - Basic Skills
- Job Outcomes
- Positive destinations
- Soft Outcomes/Activities
- IAG, Mentoring, Work Experience, etc.



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Concepts



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- Learner Pathways
 - from X via provision to Y
- Skills Escalator
 - moving from basic skills to level 4
- Total Alignment with Mainstream
 - Comparable offer / fee remission
- Commissioned approach
 - All funds OCT'd together
- Quality Provision
 - Quality standards aligned



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Procurement



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Setting the Scene The Process and Timescales

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Umesh Patel
Regional Procurement
Manager



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Setting the Scene



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In 2008/09 there will be more funds available to providers

- covers mainstream LSC funding & is initial funding opportunity made available through ESF 2007-13 programme
- changes in Government Demand Led Funding will impact on future of contracting. Keen to ensure providers are well placed to respond
- starting process early. New programmes may be developed & made available



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Setting the Scene (2)



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- LSC has to follow Public Procurement Directives
- needs to select correct criteria to decide procurement route to ensure that process is open, fair & transparent
- e-Tendering solution chosen - quicker, robust audit trail, environmentally friendly & more secure
- route selected is restricted one which allows us to pre-qualify potential providers by asking them to provide generic information which is then evaluated against a pre-determined scoring framework



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Setting the Scene (3)



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- in response to provider feedback from 2007/08 procurement round, new pre-qualification questionnaire (PQQ) shortened & simplified
- PQQ process regionally led with on-line support being provided by regional LSC staff
- submitting single PQQ enough to allow you to express an interest in delivering nationally
- as a new procurement round, organisations need to complete PQQ as shown in following slide



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The Process



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- any provider wishing to pre qualify for 2008/09 tenders will need to participate in this process
- as last year it will be a two stage process
 - simple PQQ
 - detailed Invitation To Tender (ITT)
- timescales for different activities published today

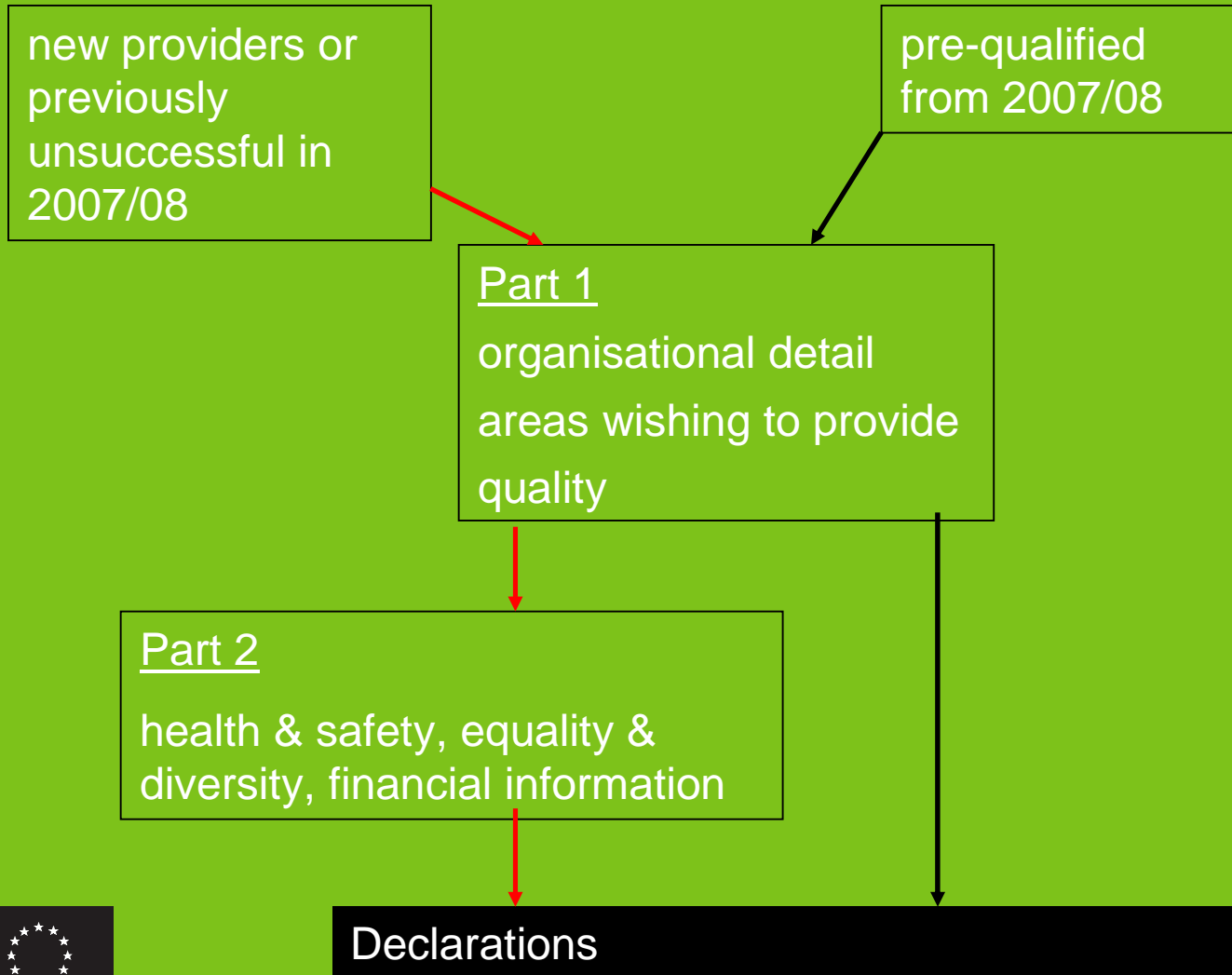


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PQQ schematic



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The Process (2)



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- new ESF programmes MUST be procured through open & competitive tendering process
- new PQQ for 2008/09 significantly improved following feedback. Much shorter & more intuitive
- need for 1 or 2 attachments
- expressions of interest must be registered by completing new PQQ. Part 1 required for all providers (new or existing)
- high level information on scoring criteria included in “Read Me First” document



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PQQ contents



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Part 1

- organisational information
- areas & programmes in which your organisation wishes to express an interest
- quality & accreditation

Part 2

- health & safety
- equality & diversity
- finance submission



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Existing pre-qualified providers



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- if your organisation has been successful in 2007/08 procurement rounds you will be sent an invitation via Bravo to complete PQQ
- must complete **Part 1** Organisational details, areas you wish to provide and Quality sections – also given opportunity to update remaining sections



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Existing pre-qualified providers (2)



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- if you do not update, we will ask you to confirm you are happy for the LSC to reuse information LSC holds for this PQQ - decision is yours
- recommend you take the opportunity to update Part 2 of PQQ, ensuring all questions are completed
- you must publish your response before closing date



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New Providers & Unsuccessful Providers from the 2007/08 OCT



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- will be 9 PQQ's (1 per region) You only answer one for region where your head office is based
- must answer all questions
- completed PQQ has to be published by closing date - If it isn't we can't consider your offer



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Timescales & Actions - PQQ



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Date	Action	Comments
31 Aug 07	PQQ Launched via Bravo	covers all learning provision - ESF, Youth Funding, Adult Responsive and Employer responsive
28 Sep 07	completed PQQs submitted to LSC via Bravo (late responses may not be accepted)	if you have difficulties, please use message facility to obtain clarification from LSC



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Timescales & Actions – ESF - ITT



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Date	Action	Comments
12 Nov 07	ESF Invitations to Tender issued to successful PQQ applicants	
7 Dec 07	ESF Tender responses submitted to LSC via Bravo	if you have difficulties, please contact help desks well before deadline
11 Feb 08	ESF contract clarification Process	process by which LSC will clarify with you your contract award
18 Feb 08	ESF contracts can be live from this date forward	



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Timescales & Actions

2008/09 Tendering Round - ITT



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Date	Action	Comments
Jan 08	second opportunity for providers to complete a PQQ for future tenders	please submit your response in Sep 07 to maximise your opportunities in 2008/09
Early 08	anticipated date for next Invitations to Tender	



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Bravo



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LSC's e-Tendering portal supported by Bravo Solution

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Thank You



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- Thank you for attending
- Remember to hand in the Question Cards
- Lunch will be served in the Red Room and the Horseshoe Bar



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