

## **Train to Gain Brokerage Service**

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**Train to Gain Brokerage Service**  
**Operations Manager**  
**for Business Link Northwest**

## Agenda

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### Providers meeting 28<sup>th</sup> Nov 2007

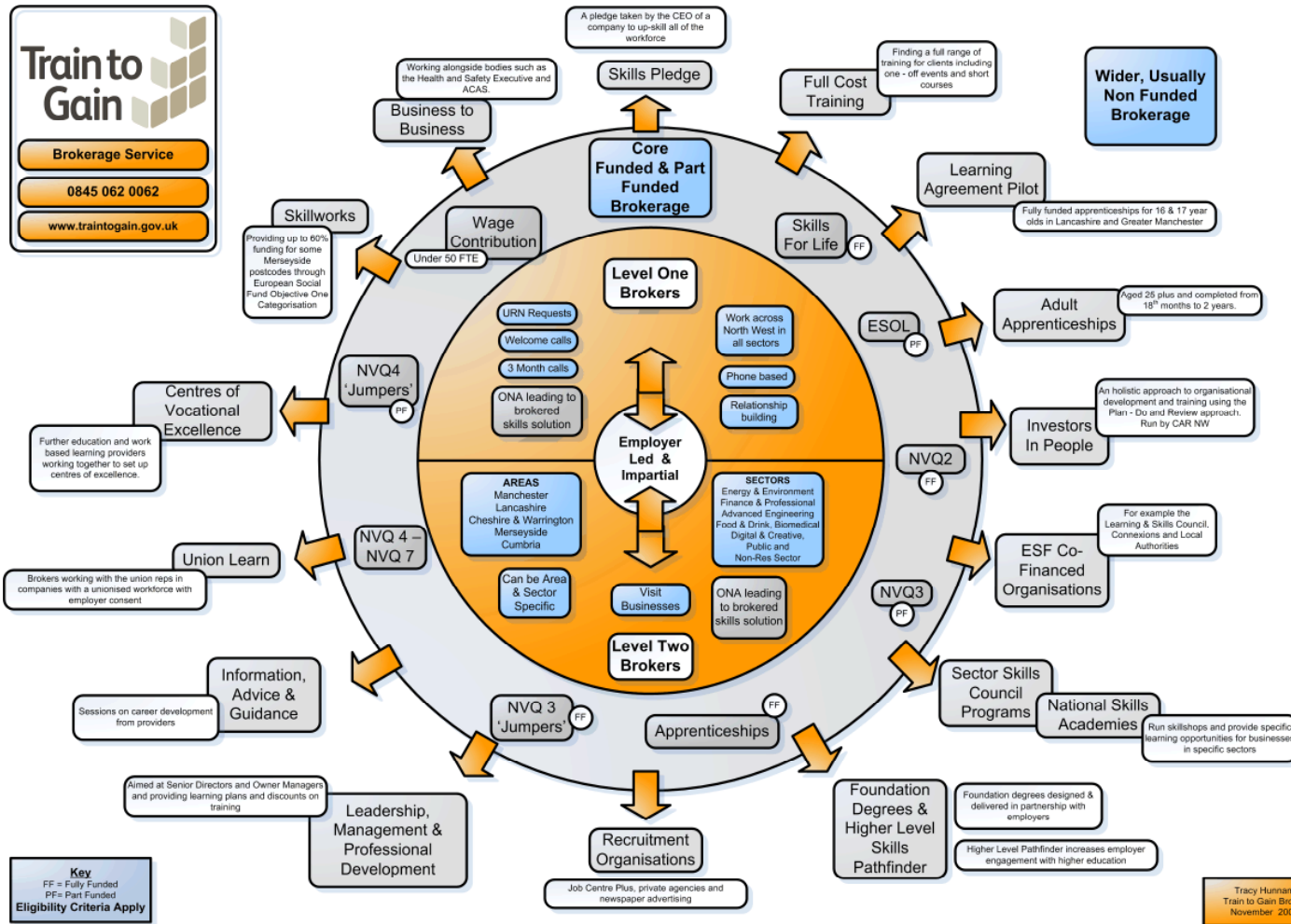
- The Brokerage Service
- Results to Date
- Referrals
- Contribution to Wage Costs
- Skills Pledge

## The Brokerage Service

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1. Established in its current form in April 2007.
2. Hence 8 months old.
3. Number of staff has grown from 44 to 61.
4. Established Broker/Provider links.
5. Dealing with 73 providers with Train to Gain Main Contracts, 35 providers with Regional Response Fund contracts, 51 providers with Level 3 Trials contracts and 11 Skillworks providers
6. All our skills brokers are accredited to the SFEDI Skills Broker standard or working towards it.
7. Becoming recognised for its independent and impartial approach.

# The Brokerage Service



## Results

Results to the end of October 2007

Employer engagements	4481
Employer referrals	4551
Employer referrals to LSC Providers	2128
Train to Gain Learner referrals	6611

## Referrals

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- Referrals from the Brokerage Service **will not** meet any providers full contractual requirement.
- Focused on Hard to Reach employers.
- Referrals may not be recognised by Providers as being from the brokerage service.
  1. Broker Service referral
  2. Employer direct contact

## Contribution to Wage Costs

Number of employer applications	537
Number of completed claims	39
Number of Outstanding claims	498
Value of completed claims	£18,306

## Skills Pledge

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- **Launched June 14<sup>th</sup>**
- **Key Policy development for Adult Level 2 Leitch aspiration**
- **Top level whole organisation commitment**
- **Flexible 5 stage process**
  - - intention to commit
  - - diagnostic
  - - action planning
  - - commitment
  - - fulfilment
- **Benefits – free expertise; whole organisation approach; public sector support; recruitment; significantly enhances existing OD approach; public recognition ; free now**

## Skills Pledge

- On behalf of [company/organisation name], I, as Chief Executive/Chief Operating Officer [or other board member], make a commitment that we shall:
  - **actively encourage and support our employees to gain the skills and qualifications that will support their future employability and meet the needs of our business/organisation;**
  - **actively encourage and support all our employees to acquire basic literacy and numeracy skills, and with Government support work towards their first Level 2 qualification in an area that is relevant to our business/organisation;**
  - **demonstrably raise our employees' skills and competencies to improve company/organisation performance through investing in economically valuable training and development.**
- **Signed...**

## Skills Pledge in the Northwest

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- **1292 Pledgers nationally with 118 in the Northwest**
- **Regional developments include :**
  - **Skills Pledge Agents – CARNW and SSC's**
  - **Employer self pledge – web site**
  - **Sector Based approach**
  - **Key Intermediary partners**
  - **Enhanced Provider role**
  - **Seamless service**
  - **Celebrating commitment**
  - **Case Studies**

# Pledge and Train To Gain Mapping

## Train to Gain

Enquiry / Lead

Enquiry

## Skills Pledge

