



Train to Gain & our experiences

# INTRODUCTION

- NLTG WAS FOUNDED IN 1969 WITH 1 EMPLOYEE – NOW MANAGING DIRECTOR
- CURRENTLY EMPLOY 190 STAFF
- CONTRACTS IN 6 LSC AREAS (LANCS, MANCHESTER, CUMBRIA, CHESHIRE, MERSEYSIDE, WEST YORKSHIRE)
- APPROX 3008 LEARNERS ON ALL PROGRAMMES, INCLUDING - GFP, TTG, E2E, LAP, ESF

# HOW WE GOT INVOLVED WITH TRAIN TO GAIN

- SOMEONE CAME UP WITH A WONDERFUL IDEA OF FUNDED TRAINING FOR OVER 25 YEAR OLDS,.
- STARTING IN NOVEMBER 2002 WE HAVE DELIVERED ETP IN GT MAN, LANCS & WEST YORKS.
- ETP WAS DELIVERED IN –, F&D MAN, GLASS INDUSTRIES, FURNITURE, FLT, ADMINISTRATION, C/S, ITQ, TEAM LEADING, HOSPITALITY, PMO
- DURING THE PILOT WE DEVELOPED STRONG RELATIONSHIPS WITH BUSINESS LINK
- BEGAN THE PILOT SLOWLY, STEADILY BUILDING UP CAPACITY WITHIN OCCUPATIONAL AND SFL TEAMS.
- BETWEEN 2002 & 2006, TOTAL 785 ETP LEARNERS
- AVERAGE ETP ACHIEVEMENT RATE - 79%

# HOW WE GOT INVOLVED WITH TRAIN TO GAIN

- AS FAR AS WE SAW IT TTG WAS A FANTASTIC OPPORTUNITY TO GROW THE BUSINESS AND PROVIDE A SERVICE THAT COMPANIES ACTUALLY WANTED, AS DID OTHER PROVIDERS
- THE NEXT STEP WAS TO COMPLETE OUR TENDERS AND SEND THEM OFF TO NEWCASTLE. ON TIME!!
- WE OBVIOUSLY PUT IN FOR AN OBSCENE AMOUNT OF STARTS,AS DID MOST OTHER PROVIDERS AND TWO MONTHS LATER WE FOUND OUT TO OUR HORROR WE HAD BEEN ALLOCATED ALL OF THEM!!
- WE RECEIVED A CONTRACT FOR THE NORTH WEST AND ARE PART OF A CONSORTIUM IN WEST YORKSHIRE.
- THAT IS HOW NLTG BECAME INVOLVED IN TTG

# WHAT IS WORKING WELL

- EMPLOYEES ARE RECEIVING TTG WELL, IT HAS GIVEN THEM AN OPPORTUNITY TO HAVE THEIR SKILLS RECOGNISED.
- GOOD RELATIONSHIP WITH THE BROKERAGE SERVICE, ESPECIALLY THE LEAD BROKER ARRANGEMENT WHICH SUPPORTS THIS (ANN AINSWORTH)
- WE EXCEEDED OUR YEAR 1 ALLOCATION ACHIEVING 1018 STARTS IN 385 COMPANIES
- OUR SKILLS FOR LIFE TEAM ENGAGED 182 LEARNERS ON LITERACY OR NUMERACY QUALIFICATION

# WHAT IS WORKING WELL

- ALMOST 11% OF YEAR 1 STARTS WERE AS A RESULT OF BROKER REFERRALS.
- EMPLOYERS HAVE BEEN VERY POSITIVE, COMMENTING ON THE FLEXIBLE DELIVERING E.G, NIGHT & WEEKEND SHIFTS AND THE WHENEVER REQUIRED APPROACH. THESE COMPANIES INCLUDE - ENTERPRISE, ADIDAS, SCHAWANNS, RAC AND TETRAD
- WE HAVE ADOPTED THE 'MARTINI FACTOR'. "ANYTIME ANYPLACE ANYWHERE"!

# WHAT ARE THE FUTURE CHALLENGES

- CAPACITY BUILDING, RECRUITING AN APPROPRIATE NUMBER OF STAFF, BOTH OCCUPATIONAL AND SFL TRAINERS

OR

- A SATURATED MARKET – TOO MANY PROVIDERS? DELIVERING SMALL NUMBERS IN THE SAME AREAS THEREFORE UNDOING SOME OF THE GOOD WORK ALREADY DONE.
- MEETNG THE AUDIT REQUIREMENTS AND INTERPRETTING THE FUNDING REQUIREMENTS

# HOW CAN PROVIDERS IN THE NORTH WEST MAKE TTG A SUCCESS

- CONTINUE TO DELIVER A QUALITY SERVICE
- KEEP ACHIEVEMENT RATES UP
- DEVELOP RELATIONSHIPS WITH THE BROKERAGE SERVICE
- SHARE GOOD PRACTICE E.G. JOIN SUB GROUPS/FORUMS/WORKING PARTIES
- IN ORDER FOR US AS PROVIDERS TO HELP MAKE TTG A SUCCESS WE MUST BE CONTINUALLY SUPPORTED AND SUPPORT EACH OTHER