

The logo for the Learning Skills Council (LSC) is displayed in white on a black rectangular background. It features a stylized chevron symbol followed by the letters 'LSC' in a bold, sans-serif font.

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New Procurement Round 2008/09
Regional Briefing Events

August 2007
Presented to

By



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Welcome



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AGENDA



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01 Introduction to LSC commissioning

02 Introduction to LSC funding

03 Introducing the LSC's ESF funded activities in the 07-13 programme

04 Procurement - Setting the Scene, The Process and Timescales

05 Q & A session

06 LSC's e-Tendering portal supported by Bravo Solution



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Introduction



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Introduction to LSC commissioning

01



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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

02



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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

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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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ESF Programme 07-13

New Language



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- **Regional Competitiveness and Employment**
 - Includes additional funding for Phasing-In areas (Transition from Objective 1)
 - Merseyside and South Yorkshire
 - Same priorities and activities as competitiveness
 - Ring fenced money for specific areas only



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ESF Programme 07-13

New Language



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- **Convergence (Cornwall and Isles of Scilly only)**
 - Priority 4 (extending employment) – 38%
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 5 (workforce skills) – 60%
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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Setting the Scene



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

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



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Setting the Scene (2)



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As a public body the LSC has to follow the Public Procurement Directives and needs to select the correct criteria to decide which procurement route must be followed in order to ensure that the process is open, fair and transparent

An e-Tendering solution has been chosen because it is quicker, there is a robust audit trail, it is more environmentally friendly and is more secure

The route we have selected is the restricted one which allows us to pre-qualify potential providers by asking them to provide generic information which is then evaluated to a pre-determined scoring framework



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Setting the Scene (3)



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- In response to provider feedback from the 2007/08 procurement round, the new PQQ has been shortened and simplified.
- The PQQ process will be regionally led with on-line support being provided by regional LSC staff
- Submitting a single PQQ will still be enough to allow you to express an interest in delivering nationally
- As this is a new procurement round, organisations need to complete pre-qualification questionnaires as shown in a 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
 - A simple pre qualification questionnaire
 - Detailed Invitation To Tender
- Timescales for the different activities are published today

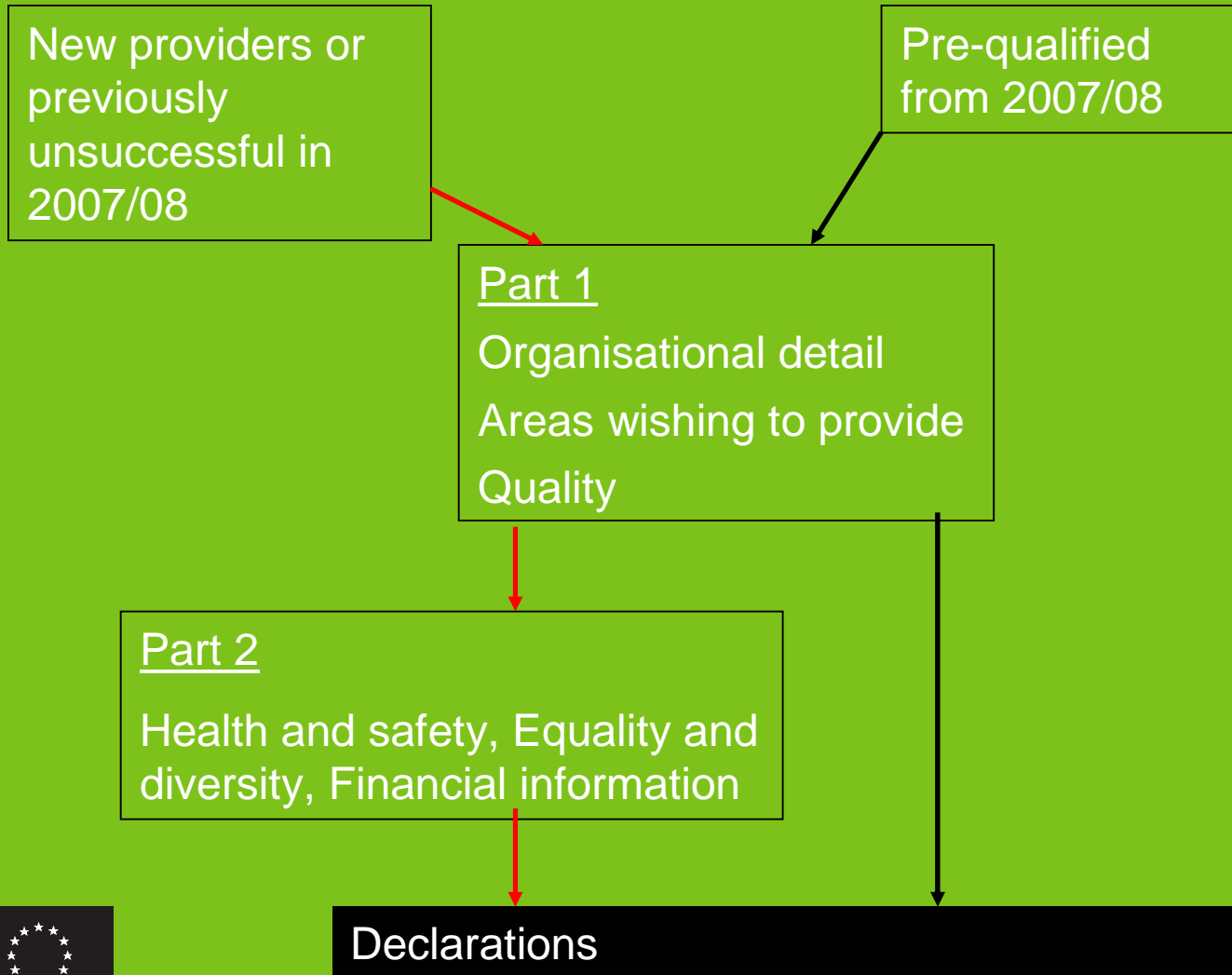


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PQQ schematic



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The Process (2)



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The new ESF programmes **MUST** be procured through an open and competitive tendering process

The new PQQ for 2008/09 has been significantly improved following feedback. It is much shorter and more intuitive

There is only the need for 1 attachment – financial accounts

Expressions of interest must be registered by completing a new PQQ. Part 1 is required for all providers (new or existing)



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PQQ contents



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Part 1

- Organisational information
- Areas and programmes in which your organisation wishes to express an interest
- Quality and accreditation

Part 2

- Health and Safety
- Equality and diversity
- Finance submission



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Existing pre-qualified providers



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



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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 the information the LSC holds for this PQQ - the decision is yours
- We recommend you take the opportunity to update Part 2 of the PQQ, ensuring all the questions are completed
- You must publish your response before the closing date.



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New Providers & Unsuccessful Providers from the 2007/08 OCT



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- There will be 9 PQQ's (1 per region) You only answer the one for the region where your Head office is based
- You must answer all questions.
- Your completed PQQ has to be published by the 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 st August 2007	PQQ Launched via Bravo	Covers all learning provision - ESF, Youth Funding, Adult Responsive and Employer responsive.
28 th September 2007	Completed PQQs submitted to LSC via Bravo (late responses may not be accepted)	If you have difficulties, please use the message facility to obtain clarification from the LSC.



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Timescales & Actions – ESF - ITT



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Date	Action	Comments
12 th November 2007	ESF Invitations to Tender are issued to successful PQQ applicants	
7 th December 2007	ESF Tender responses are submitted to LSC via Bravo	If you have difficulties, please contact the help desks well before the deadline
11 th February 2008	ESF contract clarification Process	The process by which the LSC will clarify with you your contract award.
18 th February 2008	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
January 2008	Second opportunity for providers to complete a PQQ for future tenders	Please submit your response in September 2007 to maximise your opportunities in 2008/09
Early 2008	Anticipated date for next Invitations to Tender.	



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Q&A



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Q & A session

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Bravo



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LSC's e-Tendering portal supported by Bravo Solution

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