



European Union
European Social Fund
Investing in jobs and skills

ESF CO-FINANCE NORTH WEST

29th September 2008 TENDERS

SUMMARY OF BRAVO QUESTIONS



Leading learning and skills

ESF PRIORITY 1: ADULT TENDER SPECIFICATIONS

NW/ADULT/S25 – Cumbria – Pathways to Progress through Information, Advice and Guidance (IAG)		
Question	Answer	Date of Question
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

ESF PRIORITY 1: OTHER TENDER SPECIFICATIONS

NW/OTHER/S10 – Cumbria – Skills for Jobs for Offenders		
Question	Answer	Date of Question
Is there an expectation from this ITT that the "in employment after 6 months" will be achieved the 31st December 2010?	Yes, this ITT does require the 'in employment after 6 months' to be achieved by 31st December 2010.	23 rd October 2008
Please confirm whether a referral to New Deal would be judged a positive progression?	A progression to New Deal in itself would not attract a payment under this tender specification as the payment methodology will be to pay on start, progression to employment with training and sustained employment at 13 weeks.	24 th October 2008
Could an offender moving into a job through New Deal also be classed as a jobs output for S4J?	Where a participant enters New Deal and secures employment through this then the provider could claim an employment outcome as long as they can clearly demonstrate additional support has been	

	provided to the participant by the Skills for Jobs provider.	
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

NW/OTHER/S11 – Greater Manchester – Skills for Jobs – The Employability Skills Routeway into Sustainable Employment for People with Learning Difficulties and/ or Disabilities

Question	Answer	Date of Question
<p>We understand that where the value is £10,000 or less a Contractor may work with a sub-contractor, who is not named in the Contractor's original bid, without entering into competitive tendering.</p> <p>Would the LSC clarify whether the £10,000 'limit' applies per sub-contractor or in the aggregate i.e. £10,000 is the maximum sum available for payment to a number of sub-contractors?</p>	<p>The £10k should be for the provision of services rather than delivery of actual learning and is £10k per sub-contractor, not all sub-contractors.</p>	<p>22nd October 2008</p>
<p>The ITT states that "LSC Greater Manchester would expect to let no more than 5 contracts against this tender specification and applications covering more than a single local authority area are particularly welcome".</p> <p>Would you clarify the following:</p> <p>1. Are applicants correct in assuming that the LSC is willing to let a maximum of 5 contracts with a combined value of £300,000 as opposed to 5 contracts each with an individual value of £300,000?</p> <p>2. Assuming that the former is the case, would LSC be willing to consider partnership/consortium applications covering Greater Manchester in its entirety, but which only</p>	<p>1. Yes, applicants are correct in assuming that the LSC is willing to let a maximum of 5 contracts with a combined value of £300,000 rather than 5 contracts each with a value of £300,000.</p> <p>2. Yes, the LSC would be willing to consider partnership/consortium applications covering Greater Manchester in its entirety, but which only support a proportion of the total</p>	<p>29th October 2008</p>

<p>support a proportion of the total number of beneficiaries from distinct beneficiary groups to be supported under the ITT - for example, 75 out of the total 120 beneficiaries for which LSC is commissioning support?</p>	<p>number of beneficiaries from distinct beneficiary groups to be supported under the ITT providing:</p> <p>i) that value for money is in line with the indicative unit cost,</p> <p>ii) that there is sufficient need in the specific group they is to be targeted, and</p> <p>iii) that some individuals from disadvantaged areas (as per the "Geography / area of delivery" section of the tender specification" will be supported.</p>	
<p>Please would you confirm whether, in the case of a partnership based tender, all partners must have Matrix IAG accreditation?</p>	<p>The ITT does not require the applicant or partners to be Matrix Accredited, it just requires applicants to 'explain how they will make clear links to bespoke Information, Advice and Guidance (IAG) services including the existing Nextstep service and enhanced services procured through LSC and DWP ESF Co-financing...'</p>	<p>4th November 2008</p>
<p>On page 11 of the specification - as part of Q6 we are asked if the organisations we are naming our partners or Subcontractors by definition.</p> <p>We intend using a range delivery partners to support our delivery. They will provide a range of pre-defined services such as volunteer placements or training, some of which we will pay them for out of the received funding and some of which will be funded by their own ongoing programmes e.g. some training courses.</p> <p>We would typically define these partners as suppliers as there is no guaranteed work for them, no element of subcontracting responsibility for a part of the contracted service.</p> <p>In Q10 if our delivery partners are not defined as subcontractor then we would still expect to describe</p>	<p>The LSC holds a contractual relationship with the lead organisation, where any activity takes place with a sub-contractor or partner organisation the LSC will still hold the lead organisation responsible. The lead should ensure that all provision is appropriately managed and controlled and that any contractual responsibilities the lead organisation has with the LSC are mirrored with the sub-contractor/partner.</p>	<p>6th November 2008</p>

management and control of their work, as we remain accountable for all deliverables. Can you please confirm that this is in line with your own definitions?		
On page 5 of the specification, the results specify that 48 clients will move into employment or training of which 36 will sustain that employment for 13 weeks and 24 will sustain for 26 weeks. On pages 6 and 7 the table describing the potential funding allocation against deliverables has outcome payments P3 and P4 against the first two of these outcomes but has no allocation against the 26 week sustainment. Please confirm that this is correct.	It is correct - we do not intend to attach funding against the 26 week measure.	6 th November 2008
Are full time students (14 hrs per week) eligible to progress on to this provision?	Yes.	6 th November 2008
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

ESF PRIORITY 2: EMPLOYER TENDER SPECIFICATIONS

NW/EMPLOYER/S22 – North West including the Merseyside Phasing-In-Area – Training In-Company Mentors to Support Employee Retention		
Question	Answer	Date of Question
The specifications indicate that providers are required to use the tabulated deliverables in the specifications to profile delivery. As such, are we required to profile beneficiary retentions as outcomes?	Please profile Retention deliverables as outputs rather than outcomes.	30 th October 2008
On page 5 of the tender specification it states that there is	The average unit cost is £625 (£900,000 / 1440	4 th November 2008

an anticipated average cost expected per beneficiary, but there isn't an actual cost stated. Can you tell me what this is please?	beneficiaries).	
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

NW/EMPLOYER/S23 – North West including the Merseyside Phasing-In Area – Functional IT Skills in the Workplace		
Question	Answer	Date of Question
Please could you confirm that this provision is not restricted to Pre Level 2 learners?	I can confirm that the activity is not restricted to Pre Level 2 learners.	7 th October 2008
In the tender response, question 12, where it asks for information on value for money - is it appropriate where national funding rates have been applied to answer the question "not applicable"	Where national funding rates are quoted, applicants are not required to complete part of the Value for Money question. Specifically, applicants do not need to complete the average cost per company, individual and qualification achieved. However, applicants are required to submit a response within the Justification for Value for Money section.	14 th October 2008
ITQ1 can now be delivered via Train to Gain under new recently announced flexibilities. Can you please clarify if the ESF ITT is different in any way to the Train to Gain flexibilities?	<p>The recent announcement about further flexibilities in Train to Gain did not specify that there would be additional funding for NVQ Level 1 qualifications.</p> <p>NVQ Level 1 qualifications are currently only fundable through Train to Gain via FE Colleges, provided the college has historically delivered the relevant L1 qualification eg ITQL1.</p> <p>The amount of mainstream funding for L1 is limited, therefore the aim of this ITT is to enhance the available offer and allow more learners to access ITQL1.</p>	27 th October 2008

The specifications indicate that providers are required to use the tabulated deliverables in the specifications to profile delivery. As such, are we required to profile beneficiary retentions as outcomes?	Please profile Retention deliverables as outputs rather than outcomes.	30 th October 2008
Could you please tell me when the Beneficiary Retainment Payment would be made for project S23?	The retention payments should be profiled and claimed in accordance with the anticipated length of stay, i.e. if a learner is expected to be on programme for 6 months then the 1st retention payment would be made after 2 months, the 2nd after 4 months and then the achievement at 6 months.	11 th November 2008
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

NW/EMPLOYER/S24 – Greater Manchester and Merseyside Phasing-In Area – Pathway to NVQ Level 2

Question	Answer	Date of Question
The specifications indicate that providers are required to use the tabulated deliverables in the specifications to profile delivery. As such, are we required to profile beneficiary retentions as outcomes?	Please profile Retention deliverables as outputs rather than outcomes.	30 th October 2008
Results section of the specification - targets are provided for the number of progressions to TTG and NVQ L1 achievements. However for the personal development programme the text simply states "learners completing their personal development programme". Has a minimum target been set for the number of learners completing the personal development programme? Does the LSC recognise that not all starters will go on to complete the programme?	We have assumed that a minimum of 60% of all participants will either achieve an NVQ 1 or will complete their Personal Development Programme.	31 st October 2008

Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008
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NW/EMPLOYER/S25 – North West including the Merseyside Phasing-In-Area – Workforce Development in Coaching and Instructing Occupations within the Sport, Fitness and Outdoor Industries

Question	Answer	Date of Question
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

NW/EMPLOYER/S26 – North West including the Merseyside Phasing-In-Area – Additional NVQ Level 2 and 3

Question	Answer	Date of Question
The LSC acknowledges that it may be difficult for providers to submit tenders for additional Level 3 provision without confirmation from Sector Skills Councils about the specific qualifications that will be included in Sector Compacts.	To assist providers, in advance of the publication of a Level 3 additional qualifications list, the LSC has identified NVQL3s that generated the most demand in 2007-08 and we would welcome applications for any of the NVQs on this list. Providers may however tender for other additional NVQ3s, provided they can demonstrate that they have confirmed with the relevant SSC that those NVQs are seen as priorities for delivery of additional qualifications. NVQ level 3 delivered in 2007-08 <ul style="list-style-type: none"> • NVQ in Health and Social Care • NVQ in Business and Administration • NVQ in Management • NVQ in Health • NVQ in Occupational Work Supervision • NVQ in Children's, Care Learning and Development • NVQ in Customer Service • NVQ in Hospitality Supervision • NVQ in Retail • NVQ in Vehicle Body and Paint Operations 	30 th October 2008

	<ul style="list-style-type: none"> • NVQ in Teaching Assistants • NVQ in Business Improvement Techniques 	
<p>Please can you clarify whether this funding is open to organisations who do not already have a contract to deliver this provision, per boldened paragraph under 'background'?</p> <p>The voluntary sector does not have a specific sector skills council, does this mean that we cannot apply to deliver qualifications to voluntary sector organisations?</p>	<p>Yes it is open to organisations who don't already hold a contract to deliver this provision however in order to provide a comprehensive workforce development offer to the employer, applicants will need to demonstrate that they can access other provision via partners.</p> <p>Provided a qualification is on the SQS list/or included in a Sector Compact it is available to eligible individuals regardless of the sector they work in. This should allow people in the V+CS to access this provision.</p>	6 th October 2008
<p>Can you clarify if the calculation detailed under the funding requirements tab of Annex A takes into consideration the full rate detailed in the specification, e.g. Cons - Built Environment in the Specification (Higher rate) shows £1839 x 10 = £18930, however, in Annex A these figures are £1517 x10 = 15710,</p>	<p>The calculation detailed in the funding requirements is based on the full rates (Higher & Lower) for each sector area, however it also accounts for an assumed drop off rate of 35%, giving the achievement rate of 65% that is quoted in the Invitation to Tender. The funding is calculated using the unit costs within the contracting section of the tender specification, using the 65% achievement rate and a straight line drop off rate (i.e. for calculating the number/value of On Programme Payments (OPPs)).</p> <p>This is the basis we intend to contract on, where a provider delivers a higher achievement rate, this will be managed through a reduction in the overall starts required under the contract.</p>	14 th October 2008
<p>Does the application need to be sub-regional or will individual provider tenders be considered.</p>	<p>We will accept proposals from individual providers, however we expect the geographic coverage of the proposal to cover the entire sub-region.</p>	23 rd October 2008
<p>Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is</p>	<p>No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.</p>	12 th November 2008

just the delivery timescale that is shortened?		
<p>Could you please advise why when entering a start under Engineering and Manufacturing Technologies for both L2 and L3 the values that then appear in the Funding Requirements tab are less in value than those listed in the spec document in table 1 and table 2 e.g.:</p> <p>L2 indicates £1517 / £1011 (HR/LR) where Table 1 indicates £1839/£1226 (HR/LR)</p> <p>L3 indicates £1310 / £872 (HR/LR) where Table 2 indicates £1588/£1057 (HR/LR)</p>	<p>The calculation detailed in the funding requirements is based on the full rates (Higher & Lower) for each sector area, however it also accounts for an assumed drop off rate of 35%, giving the achievement rate of 65% that is quoted in the Invitation to Tender. The funding is calculated using the unit costs within the contracting section of the tender specification, using the 65% achievement rate and a straight line drop off rate (i.e. for calculating the number/value of On Programme Payments (OPPs)).</p> <p>This is the basis we intend to contract on, where a provider delivers a higher achievement rate, this will be managed through a reduction in the overall starts required under the contract.</p>	13 th November 2008
<p>Could you please confirm in which Sector Subject Area NVQs in Business Improvement Techniques should be entered as they are funded under TtG as per the rates for Engineering and Manufacturing Technologies but as I understand it are formerly listed as being under Business Administration and Law (if entered under here in the spreadsheet then the rate would then be wrong!)</p>	<p>BIT is indeed classified as within the Business Admin sector, however it attracts the funding rate for Engineering. To get the contract value correct they should list the NVQs under Engineering.</p>	13 th November 2008
<p>Please advise how success will be judged i.e. will you be expected to hit the targets across all different qualification types in all the regions proposed or is there some flex in this i.e. can one qualification compensate another in contributing to L2 targets for example.</p>	<p>The LSC will contract on the basis of the volumes/sectors/geography that are in the tender response, however recognising the demand led nature of the provision, flexibility will be built into the contracts with a 10% variance allowed between sub-regions and sectors. The exception to this is the Merseyside phasing in area, which is ring fenced and funding cannot be moved in or out of this element of the contract.</p>	13 th November 2008
<p>If we include qualification(s) under the sector Business Admin and Law in addition to BIT under the Engineering</p>	<p>It is up to the applicant to demonstrate that their tender is supported by evidence of employer demand. BIT is</p>	18 th November 2008

<p>sector the maximum flex that would be deemed allowable in terms of over delivery of BIT and maybe under delivery under Business Admin and Law quals in any given region would be 10%. We are anticipating a significant demand for BIT in large companies which may be supported by this contract - please advise if a contract that focussed exclusively or almost exclusively on BIT would not be considered unfavourably.</p> <p>Also on the spreadsheet regarding volumes please confirm that entries are for the full two years of the programme and not yearly volumes and also that no input regarding anticipated phasing is therefore required?</p>	<p>classed as a priority qualification by the SSC.</p> <p>The volumes spreadsheet should be completed with the total volumes that we will be delivered via the contract (ie over the full 2 years of the programme). Unless there is a space on the volumes spreadsheet to provide a profile of delivery then you are not required to provide one.</p>	
<p>In the Contracting Details section it states that "Initial contracts may be small in size but will have the potential to increase subject to performance and budget availability" - Please advise if additional qualifications can be added during the course of the contract or whether only those included in this submission can have volumes increased?</p>	<p>No additional qualifications cannot be added at a later point.</p>	<p>18th November 2008</p>

NW/EMPLOYER/S27 – North West including the Merseyside Phasing-In-Area – NVQ Level 4		
Question	Answer	Date of Question
<p>Please can you clarify what the required employer contribution is for these Level 4 qualifications.</p> <p>Also is the Leadership and Management qualification at L4 eligible for funding in this round?</p>	<p>Please see 'Level 4 Co-funded Rates payable through ESF' on Page 21 which summarises the required employer contributions for this specification.</p> <p>Yes we would consider tenders for delivery of NVQ L4 in Leadership and Management.</p>	<p>2nd October 2008</p>
<p>Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?</p>	<p>No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.</p>	<p>12th November 2008</p>

NW/EMPLOYER/S28 – North West including the Merseyside Phasing-In-Area – Train the Trainer		
Question	Answer	Date of Question
<p>Funding available - paragraph 2, page 6 states "the programme will provide 60% funding support for customised training needs which cannot be delivered through LSC mainstream delivery. The employer must make a 40% cash contribution to the programme".</p> <p>Does this mean that employers are required to make a 40% contribution to the train the trainer programme (A1, A2, V1 and V2 quals)?</p> <p>Or is this general text on state aid rules?</p>	Employers will not normally be required to provide a cash contribution towards the train the trainer programme unless State Aid De Minimis levels have been exceeded, in which case a 40% contribution will need to be made, this may be cash or if agreed with the LSC can be an in-kind contribution.	28 th October 2008
The specifications indicate that providers are required to use the tabulated deliverables in the specifications to profile delivery. As such, are we required to profile beneficiary retentions as outcomes?	Please profile Retention deliverables as outputs rather than outcomes.	30 th October 2008
Can you confirm if there is a minimum contract value for this specification?	There is no minimum contract value for this specification.	30 th October 2008
<p>Would a bid proposing individual units (i.e. not full quals) including the following be suitable for E_S28:</p> <p>L10 - Enable learning through presentations L11 - Enable learning through demonstration and Instruction L20 - Support competence achieved in the workplace</p>	The requirement is for the delivery of industry relevant trainer development qualifications and Assessor and Verifier qualifications. We specifically indicate that we will fund A and V units or industry relevant programmes where employer demand is evidenced. We are not looking to support individual units (ie not full qualifications).	11 th November 2008
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008
I am trying to get some confirmation regarding the position for ESF provision and staff development. We are looking	The ITT indicates that tutors from the public, private and voluntary sector can be supported, however, the tutors	18 th November 2008

<p>at the train the trainers tender regarding the delivery of training to employees to become assessors and verifiers. As we are part of Lancashire County Council and as such a statutory body my query is whether it would be possible to deliver the A and V awards to LCC staff including schools etc.</p>	<p>supported need to delivering training to people who could be deemed to be ESF eligible individuals, ie employed people or unemployed people.</p>	
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NW/EMPLOYER/S29 – North West including the Merseyside Phasing-In-Area – Meeting Skills Needs of Disadvantaged People in the Workforce

Question	Answer	Date of Question
<p>The spec quotes a minimum contract value of £200k, however, the Cheshire, Warrington and Halton allocation of 15.5% total would only amount to £139,500. Please can you let me know whether we should apply for £200k or 15.5% as stated in the spec.</p>	<p>With regard to this particular ITT we are happy to accept a proposal for the sub-regional allocation specified.</p>	<p>21st October 2008</p>
<p>Page 10 Deliverables table shows S21 Beneficiary retention payment (learners will claim 2..x £300.) It is not clear who these payments are to be claimed by and paid to- Are these payments that have to be paid TO the beneficiary or claimable and paid to the provider because the beneficiary has been retained.</p> <p>Please can you clarify as the wording is ambiguous?</p>	<p>The deliverables are the payments that the LSC will make to the provider, in the case of S21, payments will be made to the provider because beneficiaries have been retained on the programme.</p>	<p>31st October 2008</p>
<p>The specifications indicate that providers are required to use the tabulated deliverables in the specifications to profile delivery. As such, are we required to profile beneficiary retentions as outcomes?</p>	<p>Please profile Retention deliverables as outputs rather than outcomes.</p>	<p>30th October 2008</p>
<p>Page 7.Under Funding Rates.</p> <p>The unit price for learners UNDERTAKING an NVQ level 1 is £1350.</p> <p>Please can you explain how the £1350 is made up for undertaking a level 1 as this does not seem to work out with the figures in the deliverables table?</p>	<p>The £1,350 in terms of the deliverables table is made up of:</p> <ul style="list-style-type: none"> 1 * S2 payment of £200 = £200 1 * S6 payment of £150 = £150 2 * S21 payments of £300 = £600 1 * A9 payment of £300 = £300 1 * P1 payment of £100 = £100 	<p>31st October 2008</p>

	<p>Total = £1350</p> <p>This total will be drawn down for a learner starting, completing an NVQ1 and progressing to Train to Gain.</p>	
<p>On page 7 the progression payment for clients moving on to Train to Gain is £150 but in the table on page 10 it is £100. Please can you clarify?</p> <p>Also can you confirm that this is not payable to the beneficiary as the wording on page 7 is ambiguous.</p>	<p>The progression payment for clients moving on to Train to Gain is £100 as quoted in the table on page 10. This is the payment that the LSC will make to the provider for successfully ensuring that a participant progresses to Train to Gain, it is not to be paid to the participant.</p>	4 th November 2008
<p>Results section of the specification - targets are provided for the number of progressions to TTG and NVQ L1 achievements. However for the personal development programme the text simply states "learners completing their personal development programme".</p> <p>Has a minimum target been set for the number of learners completing the personal development programme? Does the LSC recognise that not all starters will go on to complete the programme?</p>	<p>We have assumed that a minimum of 60% of all participants will either achieve an NVQ 1 or will complete their Personal Development Programme.</p>	30 th October 2008
<p>Pg 8 outlines the target groups and advises that that if individuals do not need the level of support offered they are to be referred to Pathway to NVQ L2 provision. However, pg 4 indicates that a minority of learners may require ALS, such funding is provided at an uplifted rate of £1350 per learner.</p> <p>We are required to give clear indications of the number of learners requiring ALS. Surely if the learner did not require ALS he/she would be referred to Pathway provision, and as such 100% of the learners tendered for will require ALS.</p> <p>Could you please comment on this?</p>	<p>Applicants are no longer required to include a justification regarding the use of Additional Learning Support monies within the Value for Money section of the ITT application form.</p>	31 st October 2008

<p>Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?</p>	<p>No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.</p>	<p>12th November 2008</p>
<p>Could the LSC please provide further information on profiling beneficiary payments? To include:</p> <p>1. the intervals at which the payments are to be made</p> <p>2. confirmation that both payments are to be profiled together (i.e. row 18 of the Profile worksheet)</p>	<p>1. The retention payments should be profiled and claimed in accordance with the anticipated length of stay, i.e. if a learner is expected to be on programme for 6 months then the 1st retention payment would be made after 2 months, the 2nd after 4 months and then the achievement at 6 months.</p> <p>2. Yes</p>	<p>14th November 2008</p>

NW/EMPLOYER/S30 – North West including the Merseyside Phasing-In-Area – Supporting the Growth in Apprenticeships for Adults		
Question	Answer	Date of Question
<p>Please could you explain what is meant by "Beneficiary repayment (learners will claim 2 retention payments and the overall volumes for these are calculated using a straight line drop off rate)" on page 7 of the specification (Deliverable 21)</p> <p>Also, what does the volume of 2950 represent?</p>	<p>The retention volume is the number of people still in learning at a given point or points. For this tender specification we have determined that for any learner achieving an outcome will also claim 2 retention payments. The retention volumes are calculated as follows, if there are 10 starts and 7 achievements, then the retention volumes are assumed to be 9 in learning at the first census point and then 8 at the second (i.e. leaving 7 then by the time the outcomes are achieved and therefore giving a straight line/even drop off rate). Therefore the total number of the retention volumes in this example is 17.</p> <p>In terms of your question, the 2950 for deliverable S21 is the total volume of retention payments, which was calculated using the above methodology based on 1850</p>	<p>14th October 2008</p>

	starts and 1100 outcomes. i.e. after 1850 starts 1600 participants are still in learning at the first census point and 1350 at the second, leaving 1100 by the time the outcomes are achieved. The 1600 + 1350 = the total S21 of 2950.	
Is it possible to support more than one technical qualification per person under a single apprenticeship framework?	The intention of this ITT is to fund the mandatory requirements of an Apprenticeship framework except for the NVQ which should be funded under Train to Gain. The provider may wish to seek advice from the appropriate SSC as to the mandatory requirements for the framework in question.	29 th October 2008
Please confirm whether all sectors are eligible including the voluntary sector, whether a participant can be employed part time or whether a minimum number of hours needs to be contracted per working week.	All sectors are eligible, including voluntary sector. Learner must be employed for more than 16 hours per week.	4 th November 2008
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

NW/EMPLOYER/S31 – North West including the Merseyside Phasing-In-Area – Inward Investor and Restructuring Company Response Programme in the North West

Please be aware that in response to the current economic climate LSC Northwest is amending the start date for this activity to February 2009 rather than May 2009 as originally indicated in the ITT. Applicants are therefore required to profile their delivery from February 2009 and demonstrate how they will get the activity in place for this earlier start date.

Question	Answer	Date of Question
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008
1. Can you clarify the example below represents 60% of	1. Yes the unit costs in the contracting section represent	14 th November 2008

<p>the total amount of funding, which is what we will in put on the spreadsheet part B.</p> <p>£130 engagement £870 undertaking externally accredited learning £870 Undertaking a notional Level 2 £1350 Total £ 3320 (unit cost per person based on ITT)</p> <p>2. Also do we receive payments under S5 and S6 in the deliverable ID?</p>	<p>the ESF funding the LSC will pay the employer contribution must be obtained from the employer by the provider.</p> <p>2. The funding methodology will be to pay on the deliverables in the contracting section, i.e. an individual undertaking a non accredited qualification would draw down S2, S4 and A1, whereas an individual undertaking an accredited qual would draw down S2, S5 and A2. However due to the bespoke nature of the funding, a separate return will be submitted by the provider on a monthly basis detailing the actual costs of the training so the contract can be managed and reconciled on a cash basis.</p>	
<p>As the ESF money is 60% of total income, eg revenue how do we show the 40% contribution from employers so that we can demonstrate value for money and therefore show the true cost of the project ie 100%?</p>	<p>The spreadsheet should contain the ESF funding and volumes that are being bid for. The employer contribution can be accounted for in the value for money section of the application form.</p>	<p>14th November 2008</p>
<p>At this point we can not name the qualifications/ training as it is based on individual ONAs. The quals to be delivered will be a mixture of our own provision and sub-contracted provision to ensure it meets employer needs which are not known at this point.</p>	<p>The LSC appreciates the demand led nature of the Skillworks programme, however we still require a profile to evaluate for accredited and non accredited qualifications. You will note from the contracting section of the tender specification that the unit costs for both accredited and non accredited are same, this is to facilitate movement between the accredited and non accredited to support demand.</p> <p>Sub-contractors should be named in the proposal to avoid having to bring them on through OCT following the</p>	<p>26th November 2008</p>

	contract award.	
<p>In S31 we are confused by the unit rates and the expected outputs apportioned to Merseyside and North West regions.</p> <p>When we look at expected payable outputs for the Merseyside region element of this contract and multiply these by the unit rates , it indicates that the Merseyside value of the contract is £3,020,100 whereas the ITT states the Merseyside element of the contract is worth only £2,100,000. In contrast, using the expected payable outputs for the North West region in this contract and multiplying them by the unit rates, it indicates that the North West region element of the contract is worth £3,880,100 whereas the contract states it should be worth £4,800,000. I have attached a spreadsheet showing the contract value based on your outputs and unit rates. This is showing a considerable difference between the contract sizes in each region shown in the contract and the actual value generated through the expected outputs expected.</p> <p>Could you please tell me whether the contract values are £3,020,100 for Merseyside and £3,880,100 for the North West region or whether the outputs need altering accordingly?</p>	<p>Total Funding available for this Tender Specification is £6,900,200, of which £4,829,610 for the Northwest (excluding the Merseyside Phasing-In Area) and £2,070,590 for the Merseyside Phasing-In Area.</p> <p>The minimum outputs to be delivered are shown in the table on page 22.</p>	26 th November 2008

NW/EMPLOYER/S32 – Greater Merseyside – Merseyside Phasing-In-Area – Voluntary/ Community Sector – Skills Pledge Plus		
Question	Answer	Date of Question
The tender targets 780 employers from the VCS sector. Is this correct? And how are payments for management and administration and for innovative activities to be paid?	<p>The volumes specified in the ITT are correct.</p> <p>The payment methodology is being reviewed for this tender specification, however at this stage it is intended that a unit cost will be paid per VCS company supported that will cover the tender value and that a separate return will be required so that the contract can be periodically</p>	10 th November 2008

	reconciled to the actual cash spent.	
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

NW/EMPLOYER/S33 – Greater Merseyside (Merseyside Phasing-In-Area) - SkillWorks		
Question	Answer	Date of Question
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008
“In relation to S33 Skillworks: we have prepared the financial table to include the Skillworks funding and the employer contribution, i.e. the full cost of the programme. Is this correct? Or should we just show the Skillworks funding in the financial table?”	The spreadsheets should contain the ESF funding (ie the Skillworks money) and volumes that are being bid for. The employer contribution can be accounted for in the value for money section of the application form.	24 th November 2008

NW/EMPLOYER/S34 – North West including the Merseyside Phasing-In-Area – Employer Pool and Integrated Career Development Mentoring Programme		
<i>Please be aware that in response to the current economic climate LSC Northwest is bringing forward the start date for this activity to early 2009. For profiling purposes applicants should profile their delivery from February 2009.</i>		
Question	Answer	Date of Question
Please could you confirm that you are seeking up to 10 contractors/consortia for the delivery of the above.	As the Contracting Details element of the Tender Spec indicates, we are seeking up to 10 contracts for the delivery of this activity.	9 th October 2008
Can 'normal' apprentice funding start from Day 1 in the 'Apprentice Pool'? If 'normal' apprentice funding is only available after the project is completed, ie after the apprentice pool, will the full amount of normal apprentice funding be available, or	In terms of training the full costs will be met from the mainstream Apprenticeship funding. The prospective provider would need to ensure an Apprenticeship provider is either the lead applicant or part of their consortium. The Employer Pool ESF funding should be utilised to	28 th October 2008

<p>will only half of it be available?</p>	<p>organise and co-ordinate employer participation and co-ordination as well as ensuring payments to Apprentices are maintained whilst out of placement.</p>	
<p>Can you confirm who the target group/s are within this tender spec. I appreciate that it states that the main focus is on employers who have workforce needs on a part time basis.</p> <p>But is it also expected that we will identify target groups for individuals/ participants as throughout the form reference is made to individuals and addressing the needs of individuals.</p>	<p>The target group for this ITT is employers and it is this target group that the successful provider will need to recruit. However, the ITT also seeks to benefit Apprentices. The questionnaire asks applicants to identify how they will both support employers and individuals.</p>	<p>12th November 2008</p>
<p>I am currently writing a proposal for the above programme and am having problems fully understanding the VfM question - 12.</p> <p>It makes reference to the Tender Spec and the total number and average cost for companies assisted, individuals assisted and full qualifications achieved. It also asks for a unit cost for each hour of support/learning delivered.</p> <p>This does not seem applicable to the tender spec and as such am I required to leave this information out but still complete a VfM assessment or is there no requirement to complete such an assessment for this programme?</p>	<p>Question 12 VfM is applicable to this ITT. Please supply the following information:</p> <ul style="list-style-type: none"> i) Average cost for Company Assisted ii) Average cost for Individual Assisted iii) Average cost for each hour of support/learning delivered. <p>You do not need to provide an average cost for qualification achieved, as this ITT does not seek to directly deliver qualifications.</p> <p>Please also complete the VfM assessment.</p>	<p>12th November 2008</p>
<p>Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?</p>	<p>No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.</p>	<p>12th November 2008</p>
<p>Can the qualifications that will be delivered through Apprenticeships (funded by mainstream LSC) also be claimed as qualifications achieved through this</p>	<p>No this ITT does not seek the delivery of qualifications, it only seeks the delivery of the Outputs and Results listed.</p>	<p>24th November 2008</p>

programme?		
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NW/EMPLOYER/S35 – North West including the Merseyside Phasing-In-Area – Employer Engagement in Creative and Media Apprentices		
Question	Answer	Date of Question
Regarding the last question about placing projects on a reserve list - If a project is on a reserve list, do we assume that the output/outcome targets remain the same and it is just the delivery timescale that is shortened?	No, if the delivery timescale is shortened then the LSC will discuss with the provider what is realistically achievable in the new timeframe.	12 th November 2008

LEVEL 4 CO-FUNDED RATES PAYABLE THROUGH ESF

Sector Subject Area	Fully funded higher rate	Assumed contribution (42.5%)	Co-funded rate payable	Fully funded lower rate	Assumed contribution (42.5%)	Co-funded rate payable
Health, Public Services and Care	2,301	978	1,323	1,533	652	881
Agriculture, Horticulture and Animal Care	2,301	978	1,323	1,533	652	881
Engineering and Manufacturing Technologies	2,761	1,173	1,588	1,839	782	1,057
Construction, Planning and the Built Environment	2,761	1,173	1,588	1,839	782	1,057
Information and Communication Technology (ICT User)	1,841	782	1,059	1,226	521	705
Information and Communication Technology (ICT Practitioner)	2,301	978	1,323	1,533	652	881
Retail and Commercial Enterprise	1,841	782	1,059	1,226	521	705
Transportation	2,761	1,173	1,588	1,839	782	1,057
Hair and Beauty	2,301	978	1,323	1,533	652	881
Hospitality	1,841	782	1,059	1,226	521	705
Leisure, Travel and Tourism	1,841	782	1,059	1,226	521	705
Business, Administration and Law	1,841	782	1,059	1,226	521	705

Outputs and Results for Employer 31 Tender

The minimum outputs to be delivered are:

Output	Cheshire & Warrington	Cumbria	Greater Manchester	Halton	Lancashire	Merseyside Phasing-In Area	Total
Company beneficiaries engaged and committing to the Skills Pledge	16	8	62	3	31	51	171
Employees undertaking non-accredited learning activity	158	77	626	30	309	514	1714
Employees undertaking externally accredited qualifications	158	77	626	30	309	514	1714
Company/organisation training needs analysis (TNA) completed	16	8	62	3	31	51	171
Individuals accessing appropriate sector skills passports	16	8	62	3	31	51	171

The minimum results to be delivered are:

Output	Cheshire & Warrington	Cumbria	Greater Manchester	Halton	Lancashire	Merseyside Phasing-In Area	Total
Company/organisation supported i.e. employers receiving training	16	8	62	3	31	51	171
Achievement of externally accredited qualifications	119	58	470	22	231	386	1286
Completion of non-accredited learning activity	119	58	470	22	231	386	