

① For information

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Leading learning and skills

Train to Gain Performance Report

South East

As at the end of
April 2008

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Performance Summary

1. Employer Engagement / Brokerage Performance

a. Engagements

<u>1 month since April 2008</u>		<u>9 months to March 2008</u>	
Achievement:	914	Achievement:	8,153
Year to date target:	800	Year to date target:	7,608
	114% of target		107% of target
Full year target:	11,200		
	8% of target		

b. Brokered LSC-funded starts

<u>1 month since April 2008</u>		<u>9 months to April 2008</u>	
Achievement:	326	Achievement	3,130
Year to date target:	1,060	Year to date target:	10,432
	31% of target		30% of target
Full year target:	27,818		
	1% of target		

- c. Customer Satisfaction Levels are not available at this time.
- d. 100% of current brokers have achieved the national broker standard.
- e. 60% of employers engaged are Hard to Reach

2. Provider Performance for Types B and C

- a. Level 2/3 jumper starts: 21,298 = 63% of contracted profile of 33,651
= 50% of year end target of 42,880
= 56% of year end aim of 38,200
- b. Level 2/3 jumper achievements: 9,761 = 58% of contracted profile of 16,911
= 41% of year end target of 24,000
- c. Skills for Life starts: 2,782 = 49% of contracted profile of 5,670
= 37% of year end target of 7,500
- d. Skills for Life achievements: 1,056 = 42% of contracted profile of 2,500
= 21% of year end target of 5,000
- e. Level 3/4 jumper Trial starts: 875 = 19% of year end target of 4,500
- g. There have been 861 early leavers in 2007/08, year to date.

All Skills for Life figures include both stand alone qualifications and those embedded in full Level 2 / Level 3 jumper qualifications.

Background to Train to Gain

3. The Train to Gain programme (the former Employer Training Pilot) was introduced in 20 out of the 47 Learning and Skills Council (LSC) areas in April 2006. The remaining LSC areas and the National Employer Service followed in August 2006.
4. The aim of the service is to increase the responsiveness of learning and skills training providers by offering flexible mechanisms for identifying and providing training to meet business needs. This will then drive up the demand for skills training from employers and contribute additional Skills for Life and full Level 2 and Level 3 qualifications towards national Public Service Agreement (PSA) targets.
5. The LSC directly contract with the South East England Development Agency (SEEDA) who were successful in an open and competitive tendering process in 2006 to deliver the South East Brokerage service through a new organisation, Skills South East (SSE), until March 2009.
6. It is important to note that the provider contracts are for the academic year from August – July and the SSE contract is for the financial year April – March, although the contract did not begin until August 2006.
7. There are two types of Train to Gain contract available:
 - **TYPE B (Planned Provision)** – Planned, but subject to employer choice funding for approved providers that have been through an open and competitive tendering process.
 - **TYPE C (Regional Response)** - This funding may typically be utilised where an employer identifies a provider who has not initially been approved as a Train to Gain provider. Contracts can be issued at any time in the year, following a successful application.

Introduction to this Report

8. This report is an update on Train to Gain performance within the South East (SE) region¹ as at the end of April 2008 and details Train to Gain performance between August 2007 and July 2008.
9. This document contains information obtained from two main sources:
 - The Broker Contract Management System (BCMS), which contains data uploaded monthly from Skills South East, and
 - Train to Gain pivot tables, matched with corporate reports and generated from the Individualised Learner Record (ILR), which contains data on learner activity.
10. Annexes A and B list all current Type B and Type C providers.
11. Additional data containing provider level information is also available for LSC colleagues.

¹ The South East region comprises the local areas of Hampshire & Isle of Wight, Kent & Medway, Surrey, Sussex and Thames Valley (Berkshire and MKOB).

Targets

12. SSE Broker Targets run from April to March, and for 2008/09 are:
- a. Number of Employers Engaged by the delivery of an Organisational Needs Analysis and/or referral and/or a proposal: **11,200**
 - b. Customer Satisfaction Level: **90%**
 - c. Brokers to achieve Stage 1 accreditation against national standard: **100%**
 - d. Measure of Hard to Reach employers engaged: **51%**
 - e. Proportion of all new ONA engaged employers resulting in a Skills Pledge Commitment: **50%**
13. The South East region provider performance targets for 2007/08 are as follows:
- | | |
|----------------------------------|---------------|
| f. Level 2/3 jumper starts | 42,880 |
| g. Level 2/3 jumper achievements | 24,000 |
| h. Skills for Life starts | 7,500 |
| i. Skills for Life achievements | 5,000 |
| j. Level 3 Trial starts | 4,500 |

Employer Engagement

14. A further 914 new engagements have been delivered in April 2008.
15. The SE region has tasked SEEDA with achieving 30% of the SE PSA targets, i.e. 19,982 first full Level 2 starts, 4,803 Level 3 starts, 3,033 SfL starts and 306 Foundation Learning Tier starts
16. SSE also records total starts due to brokerage intervention, not just those funded by Train to Gain. These total 2,483 in April 2008.

Some brokerage terms explained:

Engagements: When an interaction with an employer has led to a completed ONA and Proposal and/or Referral.

N.B. an employer is only counted once, even if more than one of the above apply.

Brokered Starts: A learner identified through brokerage contact commencing either a Train to Gain Skills for Life qualification or any form of structured learning lasting longer than 8 normal working hours with an external training provider. Brokered LSC-funded Starts as defined below is included in this total.

Brokered LSC-Funded Starts: A learner identified through brokerage contact commencing a first full Level 2 NVQ (or Level 3 Jumper) on Train to Gain funded programme, who has completed an Individual Learner Record, including SETTGSSB01 in Field A54.

Leads: A prospective customer who has either expressed an interest in the Train to Gain service or who has been referred to the Broker by a third party.

Chart 1: Total Employer Engagements - Actual vs Profile

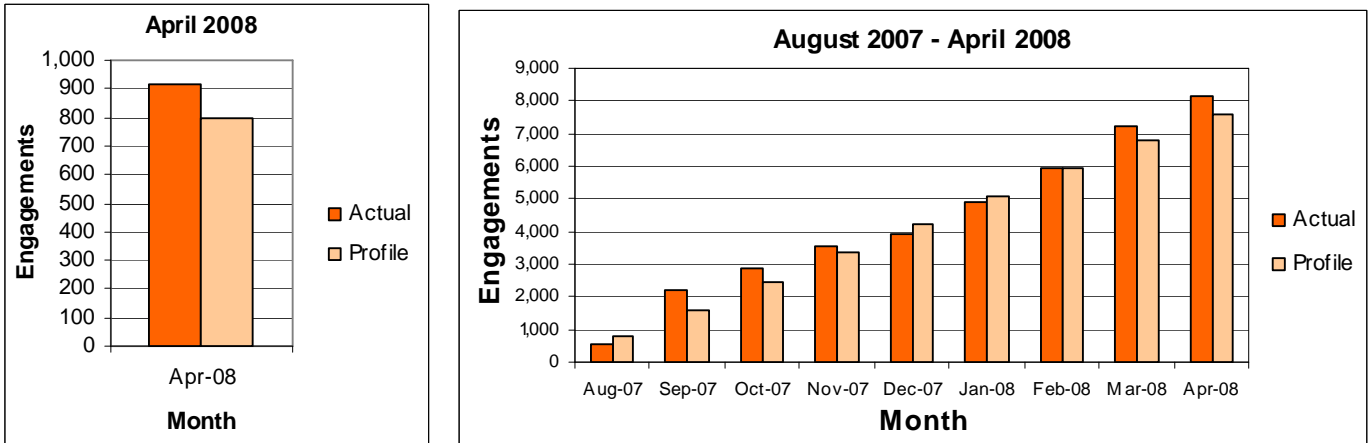


Chart 2: Total Brokered Starts – Actual vs Profile

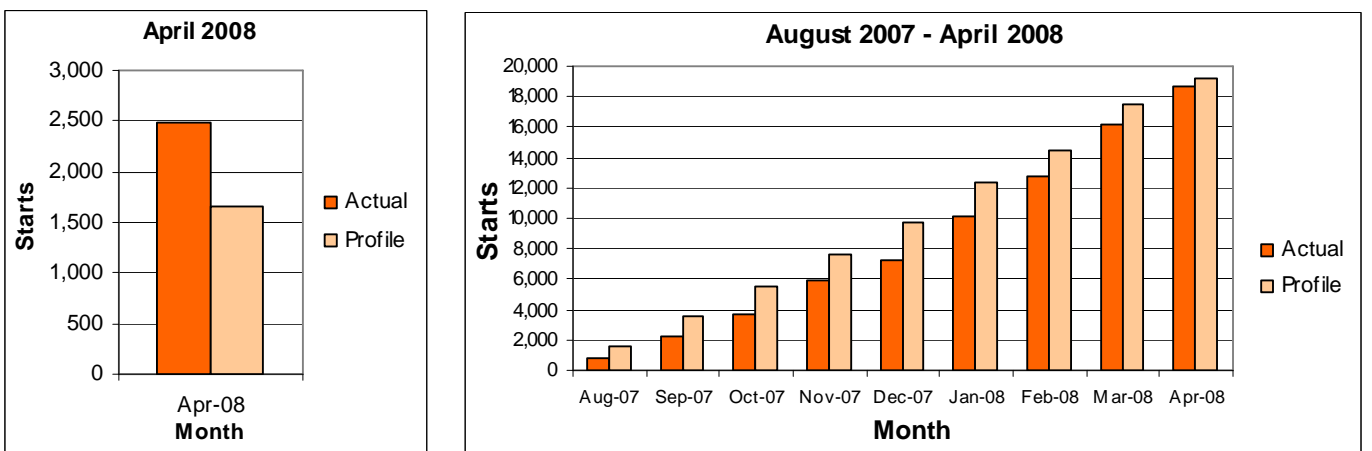


Chart 3: Brokered LSC-Funded Starts – Actual vs Profile

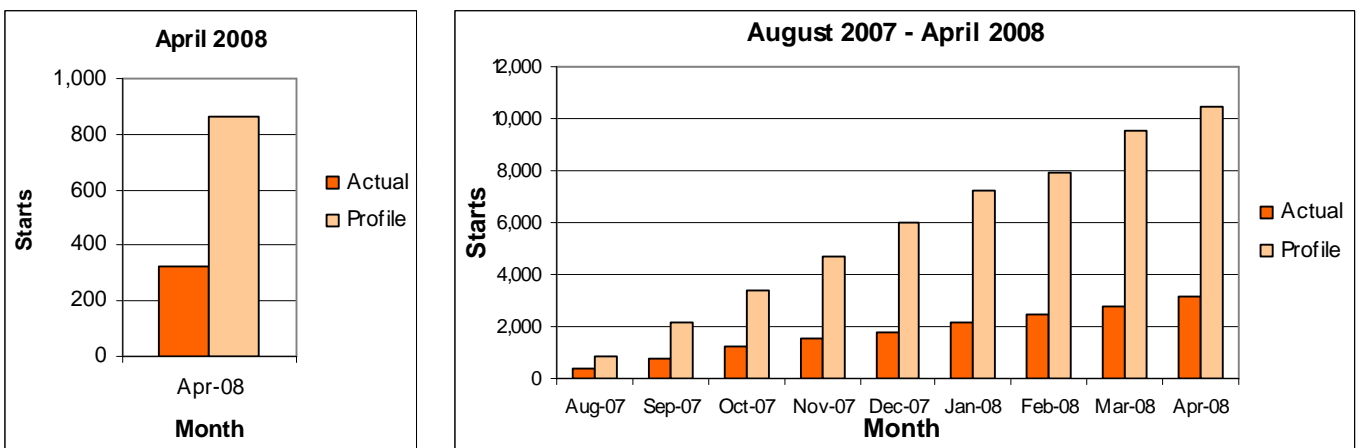
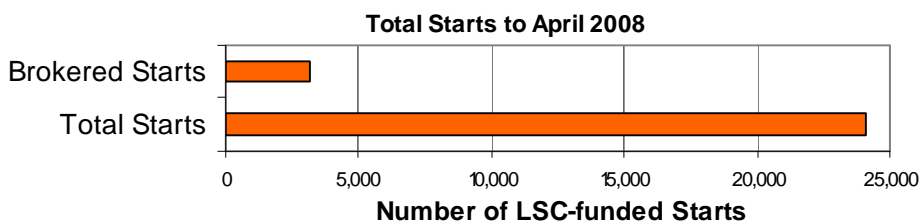


Chart 4: Brokerage Contribution to LSC-Funded Starts



3,130 of the 24,080 total Level 2/3 jumper and Skills for life starts in the year to date have come from brokerage leads, i.e. 13% of all starts.

Comparisons between 2006/07 and 2007/08

Chart 5: Cumulative Full Level 2/3 jumper Starts – Actual vs Profile

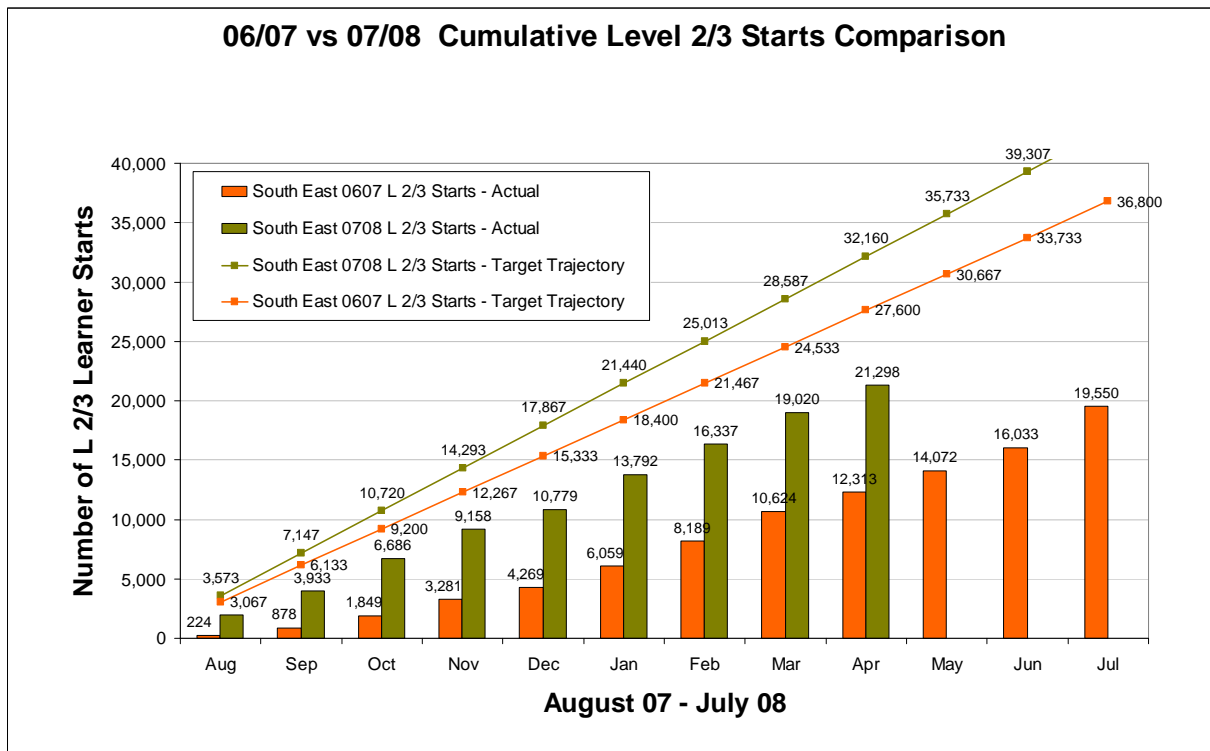
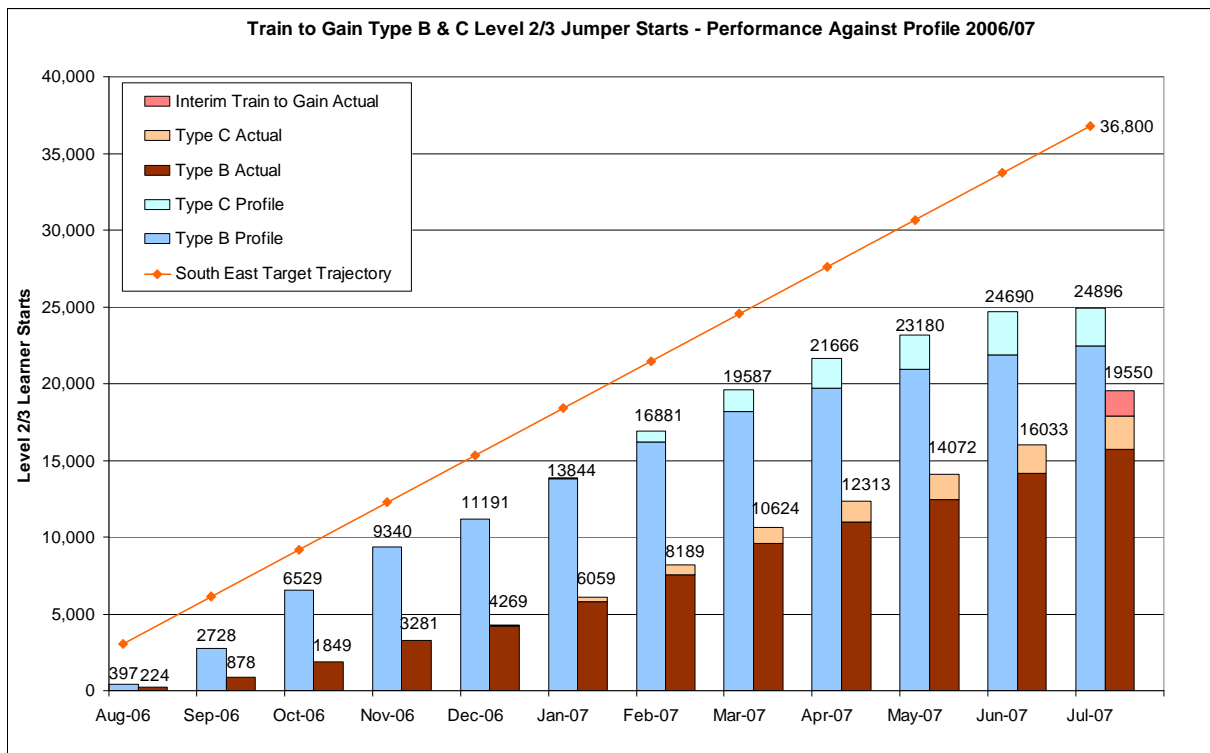


Chart 6: 06/07 Cumulative Full Level 2/3 jumper Actual Starts vs Profile End of Year Position - Types B and C



Performance: Learner Starts – trends

Chart 7: Full Level 2/3 jumper starts, actual vs contracted profile for the year to date – Types B and C

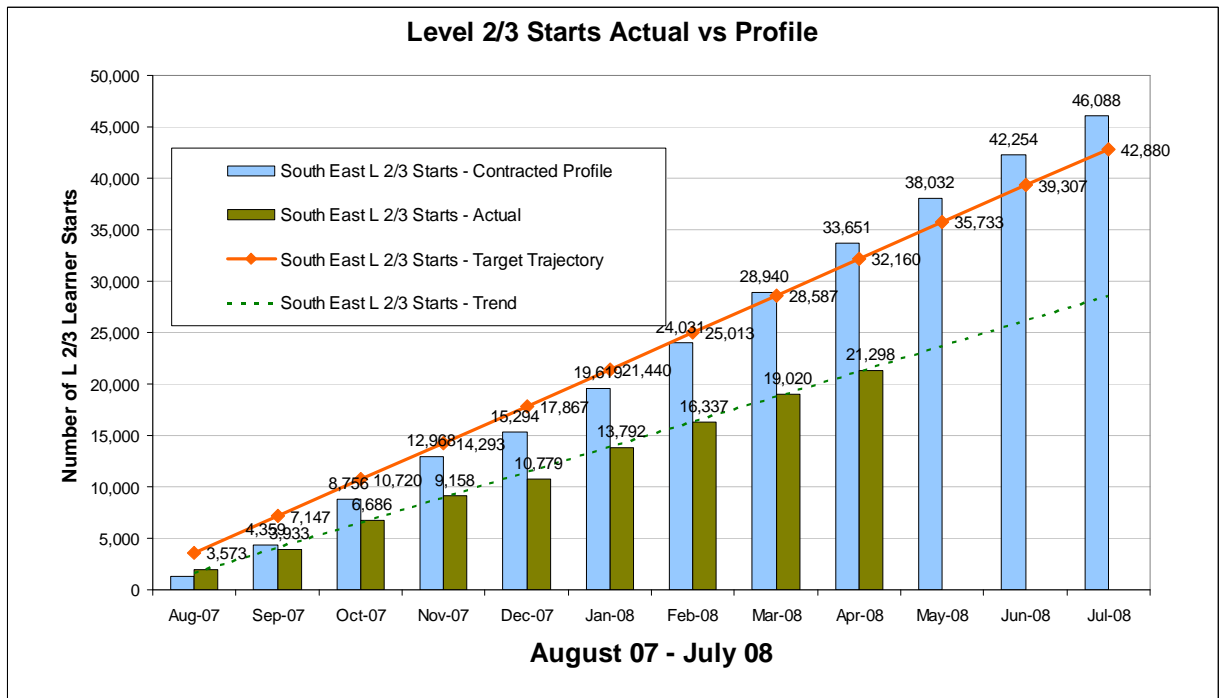
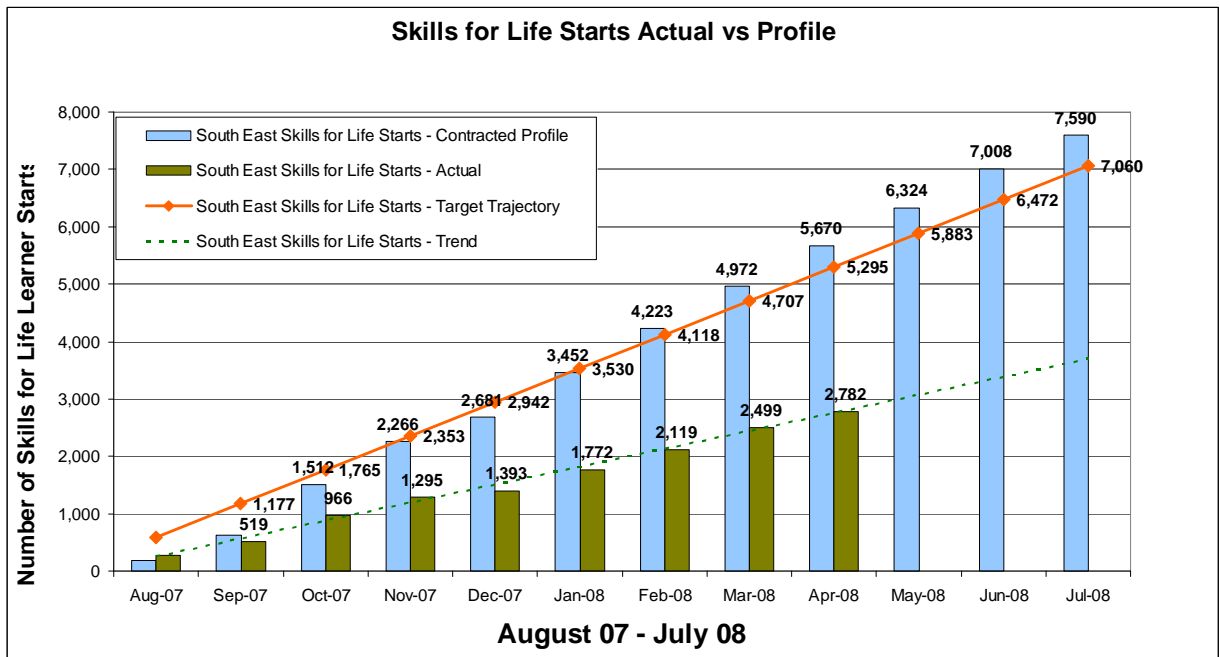


Chart 8: Skills for Life starts, actual vs contracted profile for the year to date – Types B and C



Performance: Learner Starts

17. Type B Contracts – In the year to date to April 2008, (Period 9 of the 2007/08 contract year) there have been 17,146 learner starts on full Level 2/3 jumper qualifications, representing 63% of the Level 2/3 year to date profile. There have been 2,390 starts on Skills for Life qualifications representing 50% of the year to date profile.

Table 1: Learner Starts – Type B

	2007/08		
	Profile (Year to date)	Actual Achieved (Year to date)	% Delivery Against Profile
Level 2/3 jumper Starts	27,306	17,146	63%
Skills for Life Starts	4,812	2,390	50%

18. Type C Contracts – In the year to date to April 2008, (Period 9 of the 2007/08 contract year) there have been 4,152 learner starts on full Level 2/3 jumper qualifications, representing 65% of the Level 2/3 year to date profile. There have been 392 starts on Skills for Life qualifications representing 46% of the year to date profile.

Table 2: Learner Starts – Type C

	2007/08		
	Profile (Year to date)	Actual Achieved (Year to date)	% Delivery Against Profile
Level 2/3 jumper Starts	6,345	4,152	65%
Skills for Life Starts	858	392	46%

19. The total number of Type B and C full Level 2/3 starts to date in the 2007/08 contract period is 21,298, representing 63% of the 33,651 total learner starts profiled to date.

The total number of Skills for Life starts to date in the 2007/08 contract period is 2,782, representing 49% of the 5,670 total learner starts profiled to date.

Table 3: Learner Starts – Overall

	2007/08		
	Targets (Full year)	Profile (Year to date)	Actual Achieved (Year to date)
Level 2/3 jumper Starts	42,880 *	33,651	21,298
Skills for Life Starts	7,500	5,670	2,782
Total Starts	50,380	39,321	24,080

* 42,880 is the South East Region's share of the national LSC target, as allocated by the LSC National Office. Reports from previous months have shown the full year target to be 38,200, which is a locally set South East aim used for local reporting purposes only.

Table 4: Level 2/3 jumper Learner Starts by Local Area

Local Area	Starts based on the lead providers' contract management location			Starts based on employers' location		
	Profiled Starts (Year to Date)	Actual Starts (Year to Date)	% of Profile	Profiled Starts (Year to Date)	Actual Starts**† (Year to Date)	% of Total
Hampshire & IoW	9,386	7,381	79%	N/A	4,066	25%
Kent & Medway	7,735	4,455	58%	N/A	4,604	28%
Surrey	2,846	1,662	58%	N/A	1,312	8%
Sussex	3,549	2,313	65%	N/A	2,508	16%
Thames Valley	7,483	3,838	51%	N/A	3,678	23%
Regional	2,652	1,649	62%	N/A	0	0
TOTAL	33,651	21,298	63%	-	16,168	100%

*2,587 learner starts are in an unknown delivery location. †2,543 learners are tagged as 'out of region'.

Table 5: Level 2/3 jumper Learner Starts by Sector*

Sector	Year to Date Number of Starts			% of Total		
	Type B	Type C	Total	Type B	Type C	Total
Agriculture, Horticulture and Animal Care	336	58	394	2%	1%	2%
Business, Administration and Law	2,454	750	3,204	14%	18%	15%
Construction, Planning and the Built Environment	4,595	254	4,849	27%	6%	23%
Education and Training	238	96	334	1%	2%	2%
Engineering and Manufacturing Technologies	1,646	657	2,303	10%	16%	11%
Health, Public Services and Care	4,607	1,324	5,931	27%	33%	27%
Information and Communication Technology	448	61	509	3%	1%	2%
Leisure, Travel and Tourism	336	473	809	2%	11%	4%
Retail and Commercial Enterprise	2,486	479	2,965	14%	12%	14%
Grand Total	17,146	4,152	21,298	100%	100%	100%

* NB. This relates to the sector of the qualification being delivered, not necessarily the sector the employee undertaking the training is employed in.

Chart 9: Full Level 2/3 jumper achievements, actual vs contracted profile for the year to date – Types B and C

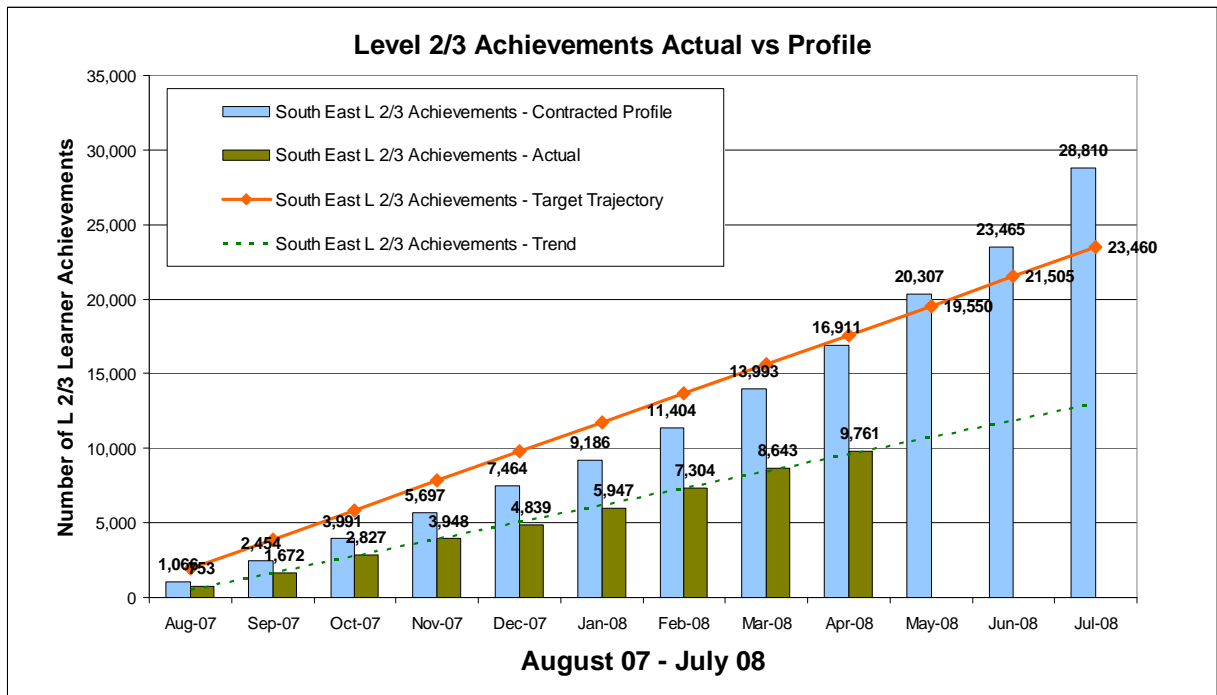
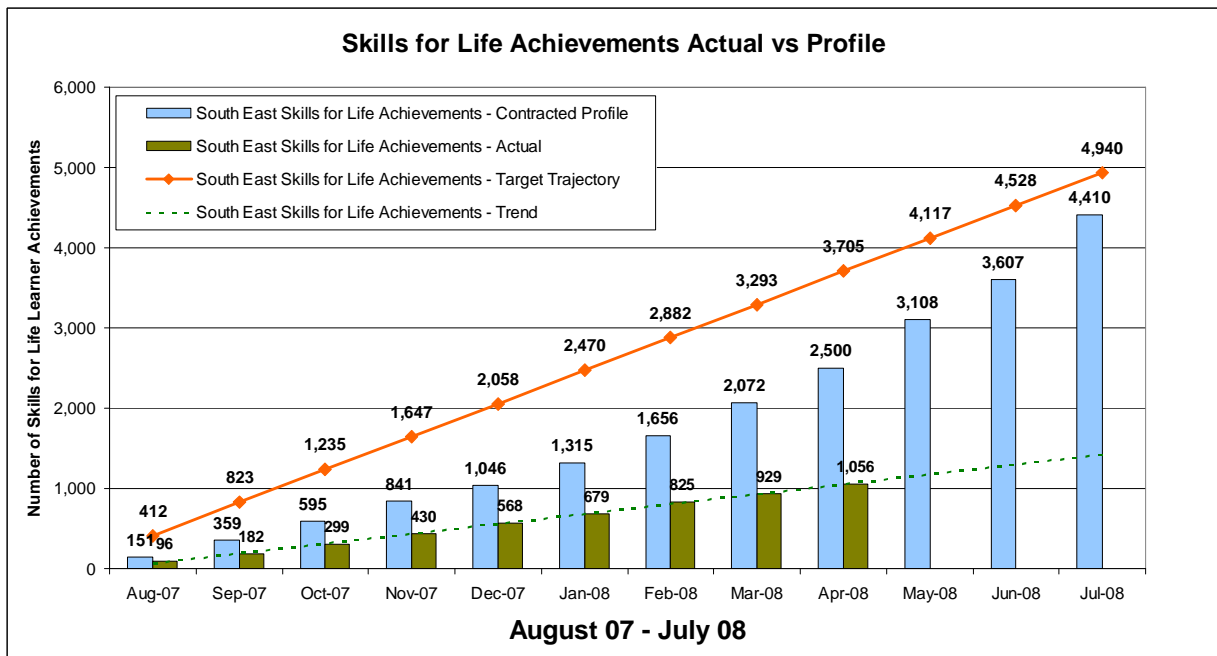


Chart 10: Skills for Life achievements, actual vs contracted profile for the year to date - Types B and C



Performance: Learner Achievements

20. Type B Contracts – In the year to date to April 2008 (Period 9 of the 2007/08 contract year) there have been 8,037 learner achievements on full Level 2/3 jumper qualifications, representing 57% of the Level 2/3 year to date profile. There have been 832 Skills for Life achievements, representing 37% of the year to date profile.

Table 6: Learner Achievement – Type B

	2007/08		
	Profile (Year to date)	Actual Achieved (Year to date)	% Delivery Against Profile
Level 2/3 jumper Achievements	14,042	8,037	57%
Skills for Life Achievements	2,247	832	37%

21. Type C Contracts – In the year to date to April 2008 (Period 9 of the 2007/08 contract year) there have been 1,724 learner achievements on full Level 2/3 jumper qualifications, representing 60% of the Level 2/3 year to date profile. There have been 224 Skills for Life achievements, representing 89% of the year to date profile.

Table 7: Learner Achievement – Type C

	2007/08		
	Profile (Year to date)	Actual Achieved (Year to date)	% Delivery Against Profile
Level 2/3 jumper Achievements	2,869	1,724	60%
Skills for Life Achievements	253	224	89%

22. The total number of Type B and C Level 2/3 achievements to date in the 2007-08 contract period is 9,761, representing 58% of the total learner achievements profiled to date.

The total number of Skills for Life achievements to date in the 2007-08 contract period is 1,056, representing 42% of total learner achievements profiled to date.

Table 8: Learner Achievements – Overall

	2007/08		
	Targets (Full year)	Profile (Year to date)	Actual Achieved (Year to date)
Level 2/3 jumper Achievements	24,000	16,911	9,761
Skills for Life Achievements	5,000	2,500	1,056
Total Achievements	29,000	19,411	10,817

Table 9: Level 2/3 jumper Learner Achievement by Local Area

Local Area	Achievements based on the lead providers' contract management location			Achievements based on employers' location		
	Profiled Achievements (Year to date)	Actual Achievements (Year to date)	% of Profile	Profiled Achievements (Year to date)	Actual Achievements* [†] (Year to date)	% of Total
Hampshire & IoW	5,841	3,746	64%	N/A	1,676	21%
Kent	3,619	2,175	60%	N/A	2,758	34%
Surrey	1,545	673	44%	N/A	602	8%
Sussex	1,637	927	57%	N/A	1,289	16%
Thames Valley	2,880	1,402	49%	N/A	1,672	21%
Regional	1,389	838	60%	N/A	0	0
TOTAL	16,911	9,761	57%	N/A	7,997	100%

*881 learner achievements are in an unknown delivery location. [†]883 learners are tagged as 'out of region'.

Table 10: Level 2/3 jumper Learner Achievement by Sector*

Sector	Year to Date Number of Achievements			% of Total		
	Type B	Type C	Total	Type B	Type C	Total
Agriculture, Horticulture and Animal Care	107	30	137	1%	2%	1%
Business, Administration and Law	994	105	1,099	12%	6%	11%
Construction, Planning and the Built Environment	3,379	75	3,454	42%	4%	35%
Education and Training	143	6	149	2%	0%	2%
Engineering and Manufacturing Technologies	486	365	851	6%	21%	9%
Health, Public Services and Care	2,023	558	2,581	25%	33%	27%
Information and Communication Technology	41	27	68	1%	2%	1%
Leisure, Travel and Tourism	71	75	146	1%	4%	1%
Retail and Commercial Enterprise	793	483	1,276	10%	28%	13%
Grand Total	8,037	1,724	9,761	100%	100%	100%

* NB. This relates to the sector of the qualification being delivered, not necessarily the sector the employee undertaking the training is employed in.

Type B Lead Providers as at the end of April 2008

1. 12 World Limited
2. A4E Ltd
3. Acorn Training Services Limited
4. ALPS Partnership Limited
5. Avon Vale Training Limited
6. Aylesbury Training Group
7. Basingstoke College of Technology
8. Bedford College
9. Brighter Prospects
10. Brockenhurst College
11. Business Management Resources (UK) Ltd
12. Canterbury College
13. Ceemac Projects (UK) Limited
14. Central Sussex College
15. Certified Computing Personnel Ltd
16. Community Systems (North London) Limited
17. Computer Gym (UK) Ltd
18. Construction Learning World
19. Croydon College
20. CSM Consulting Limited
21. Davidson Training UK Limited
22. Dayspring Consulting Limited
23. East Berkshire College
24. Eastleigh College
25. EXG Limited
26. Fareham College
27. General Physics (UK) Ltd
28. Guildford College of Further and Higher Education
29. Haddon Training Limited
30. Haydon Training College
31. Institute of Swimming Limited
32. Intec Business College PLC
33. Integer Training Limited
34. International Business Park Training & Employment Limited
35. IPS International Limited
36. JGA Limited
37. JHP Group Limited
38. Kent County Council
39. Learning Links (Southern) Ltd
40. Mid-Kent College of Higher and Further Education
41. National Council on Ageing
42. Newham College of Further Education
43. North East Surrey College of Technology
44. North West Kent College
45. NVQUK Limited
46. NWLCC Limited
47. Omnibus Training Limited
48. Oxford and Cherwell Valley College
49. Oxfordshire County Council
50. Paragon Training (Dorset) Limited

51. PDM Training & Consultancy Limited
52. Protocol Skills Limited
53. QGS Synergy Limited
54. Seleta Training and Personnel Services Limited
55. Skillnet Limited
56. Smart Training and Recruitment Limited
57. Soloman Training Limited
58. South Kent College
59. TBG Learning Ltd
60. Telford College of Arts and Technology
61. Thanet College
62. The Care Learning Centre (Isle of Wight) Limited
63. The College of North East London
64. The Isle of Wight College
65. The Vocational College Limited
66. TNG Limited
67. Trackss Ltd
68. Training West Lancashire Limited
69. UFI Limited
70. VT Training PLC
71. Warwickshire College
72. West Kent College
73. YMCA Training

Type C Providers as at the end of April 2008

1. A & T Training Ltd
2. Ability Professional Training Ltd
3. Affinity Training Ltd
4. All Plant Training South Ltd
5. Alton College
6. Amacsports Ltd
7. A-Mark (International) College Ltd
8. Angels Training Centre Ltd
9. Aspire Training Team Ltd
10. Barton Health Care Training Ltd
11. Bexley Youth Training Group
12. Blue Training (UK) Ltd
13. B-Skills Ltd
14. Buckinghamshire County Council
15. C.S. Group Ltd
16. Career Steps Ltd
17. Caring Homes Healthcare Group Ltd
18. Carpe Diem (Care Training) Ltd
19. CCL Peacehaven Ltd
20. Cherwell Valley Silos Ltd
21. Chris Pritchard
22. CKW Training Consultants Ltd
23. Croydon London Borough Council
24. Cute Dog Consulting Ltd
25. Dalvir Sunner
26. Derek Allford (Business to Business)
27. Develop Training Ltd
28. Developing Performance Partnership Ltd (Develop U)
29. Ealing, Hammersmith and West London College
30. Eastern Training Services Ltd
31. Eastwood Park Ltd
32. Elizabeth Training Ltd
33. Events Stewarding Training and Consultancy Ltd
34. Fencing Contractors Association Ltd
35. First Safety Training Ltd
36. First Wessex Housing Group
37. Fletcher Consultancy Ltd
38. FNTC Training and Consultancy Ltd
39. Havant College
40. HIT Training Ltd
41. HR+ Ltd
42. Huddersfield Technical College
43. Indigoskills Ltd
44. Introtrain and Forum Ltd
45. ISIS Training Services Ltd
46. Isle of Wight County Council
47. Itchen College
48. J & S Blackhurst Ltd
49. Janice Fitch (Anderson Stockley)

50. Julie Hoggins
51. Julie Johns (Jewel Training)
52. KATS Ltd
53. Kent Equine Industry Training services Ltd
54. Kim Loveland
55. Kingston Maurward College
56. KITA Ltd
57. Learn to Care Ltd
58. Locomotivation Ltd
59. Lookfantastic Training Ltd
60. Loughborough College
61. M2 Training Ltd
62. Mainstream Training Ltd
63. Management and Personnel Services Ltd
64. Mardell Associates Ltd
65. Mark McGuinness (Holistic Training Company)
66. Matrix Vocational Associates Ltd
67. Medway District Council
68. Medway NHS Trust
69. Metskill Ltd
70. Milton Keynes and North Buckinghamshire Chamber of Commerce
71. New College Swindon
72. Newbury College
73. North Bar Training Ltd
74. North Lindsey College
75. NVQ Kent Ltd
76. Oxford Diocesan Council for Social Work Incorporated
77. Oxfordshire and Buckinghamshire Mental Health NHS Foundation Trust
78. Oxfordshire Ethnic Minorities Enterprise Development Ltd (OEMED)
79. Parenta Training Ltd
80. Patricia Harrower
81. Pentlow Training Company Ltd
82. Pera Innovation Ltd
83. Peter Symonds College
84. Plant Skills Ltd
85. Polymer Training Ltd
86. Portsmouth College
87. Precise Consultancy Training Ltd
88. Pre-School Learning Alliance
89. Profit from Training Partnership Ltd
90. Quality Training Consultants Ltd
91. Qube Qualifications and Development Ltd
92. Queen Mary's College
93. Quest Training (Kent) Ltd
94. Revolutions Training Ltd
95. Ron Evangelista (Yorkshire Training Company)
96. Royal Berkshire Fire Authority
97. Royal Surgical Aid Society (Age Care)
98. Safe and Sound Training Ltd
99. Safety Solutions (UK) Ltd
100. Scotia Gas Networks plc
101. Skandia Life Assurance Company Ltd
102. Skills for Security Ltd
103. Skills Team Ltd

104. Sophie's Recruitment Services Ltd
105. South East Regional Assessment Centre Ltd
106. South Eastern Vocational Training Academy Ltd
107. South Farnham Community Junior School
108. South West Regional Assessment Centre Ltd
109. Southampton City College
110. Southampton City Primary Care Trust
111. Southern Learning Hub Ltd
112. St John Ambulance
113. Standard Practice Ltd
114. Sussex Downs College
115. Tads Training Ltd
116. Task International Ltd
117. Technology Enterprise Kent
118. Teresa Reid
119. Terranova Lifting Ltd
120. The Apprentice School Charitable Trust
121. The Bell Memorial Home Incorporated
122. The CAD Centre (UK) Ltd
123. The Child Care Company (Old Windsor) Ltd
124. The End Product Ltd
125. The Essential Support Team Ltd
126. The Henley College
127. The Quinn Centre
128. The Royal Philanthropic Society Incorporating the Rainer Foundation
(Rainer City Training)
129. The Workplace Training Company (Catherine Sweet)
130. Top Cat Training Centre LLP
131. Tops Day Nursery Training Ltd
132. TQ Workforce Development Ltd
133. Training Alternatives Ltd
134. Training to Practice Ltd
135. Twilight Training and Consultancy Ltd
136. Union of Construction Allied Trades and Technicians (UCATT)
137. Vital Solutions (H&SC) Ltd
138. W & P Assessment and Training Centre LLP
139. Waste Management Assessment Services Ltd
140. West London Training Ltd
141. West Sussex County Council
142. Woodlands Training Services Ltd
143. Wycombe District Council