

① For information

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Leading learning and skills

Train to Gain Performance Report

South East

**As at the end of May
2008**

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Performance Summary

1. Employer Engagement / Brokerage Performance

a. Engagements

<u>2 months since April 2008</u>		<u>10 months to May 2008</u>	
Achievement:	2,026	Achievement:	9,265
Year to date target:	1,540	Year to date target:	8,348
	132% of target		111% of target
Full year target:	9,200		
	22% of target		

b. Brokered LSC-funded starts

<u>2 months since April 2008</u>		<u>10 months to May 2008</u>	
Achievement:	674	Achievement	3,586
Year to date target:	2,120	Year to date target:	11,692
	32% of target		31% of target
Full year target:	27,818		
	2% 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: 23,917 = 64% of contracted profile of 37,260
= 56% of year end target of 42,880
= 63% of year end aim of 38,200
- b. Level 2/3 jumper achievements: 11,126 = 57% of contracted profile of 19,516
= 46% of year end target of 24,000
- c. Skills for Life starts: 3,531 = 60% of contracted profile of 5,929
= 47% of year end target of 7,500
- d. Skills for Life achievements: 1,220 = 43% of contracted profile of 2,848
= 24% of year end target of 5,000
- e. Level 3/4 jumper Trial starts: 1,186 = 26% of year end target of 4,500
- g. There have been 1,076 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 May 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 2,026 new engagements have been delivered between April 2008 and May 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 4,977 in May 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

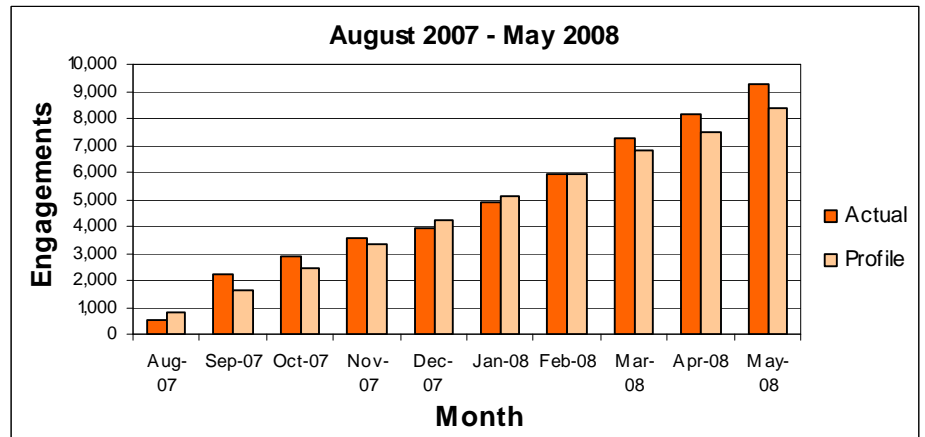
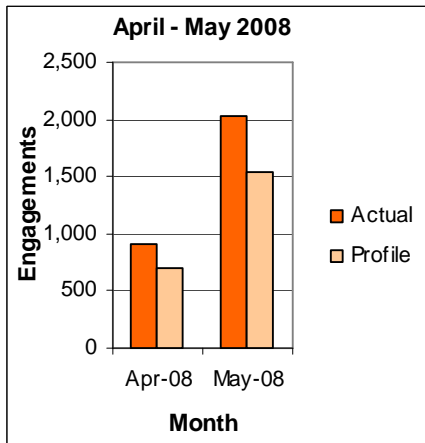


Chart 2: Total Brokered Starts – Actual vs Profile

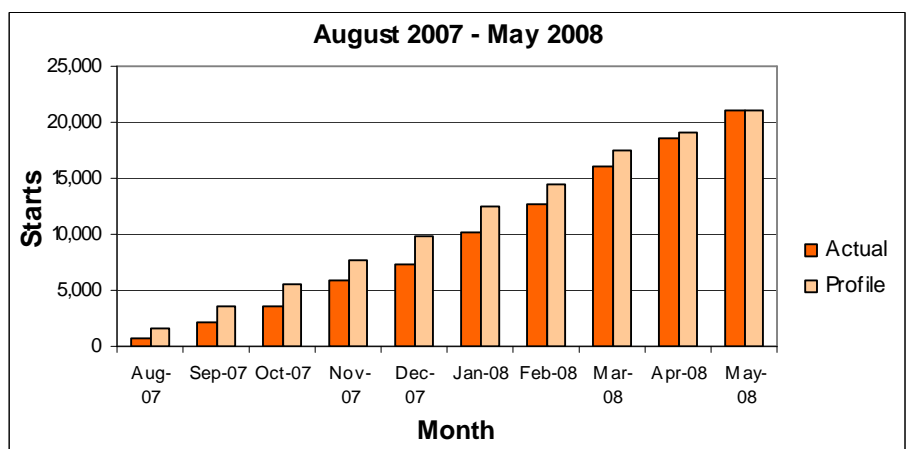
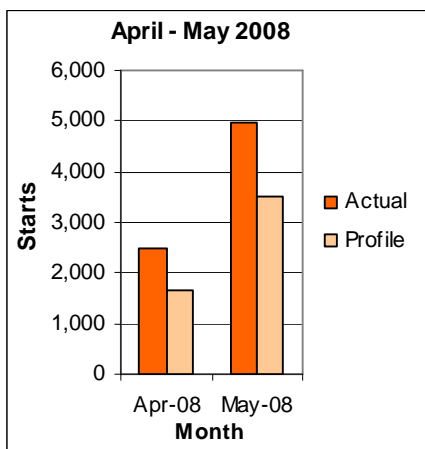


Chart 3: Brokered LSC-Funded Starts – Actual vs Profile

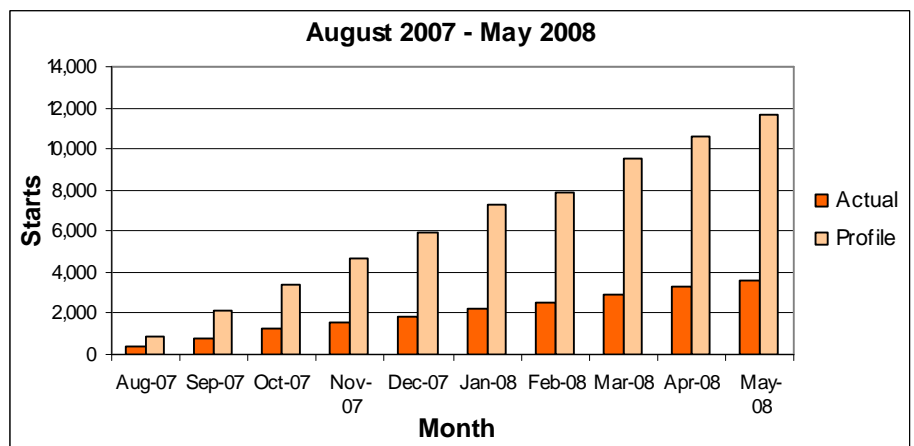
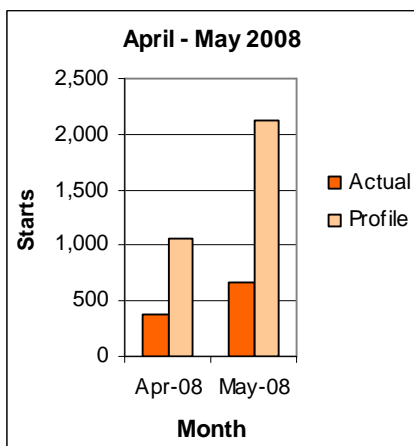
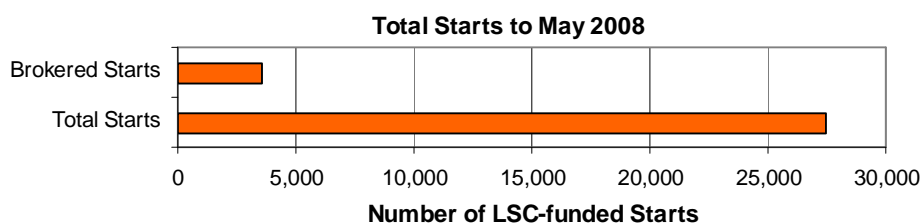


Chart 4: Brokerage Contribution to LSC-Funded Starts



3,586 of the 27,448 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

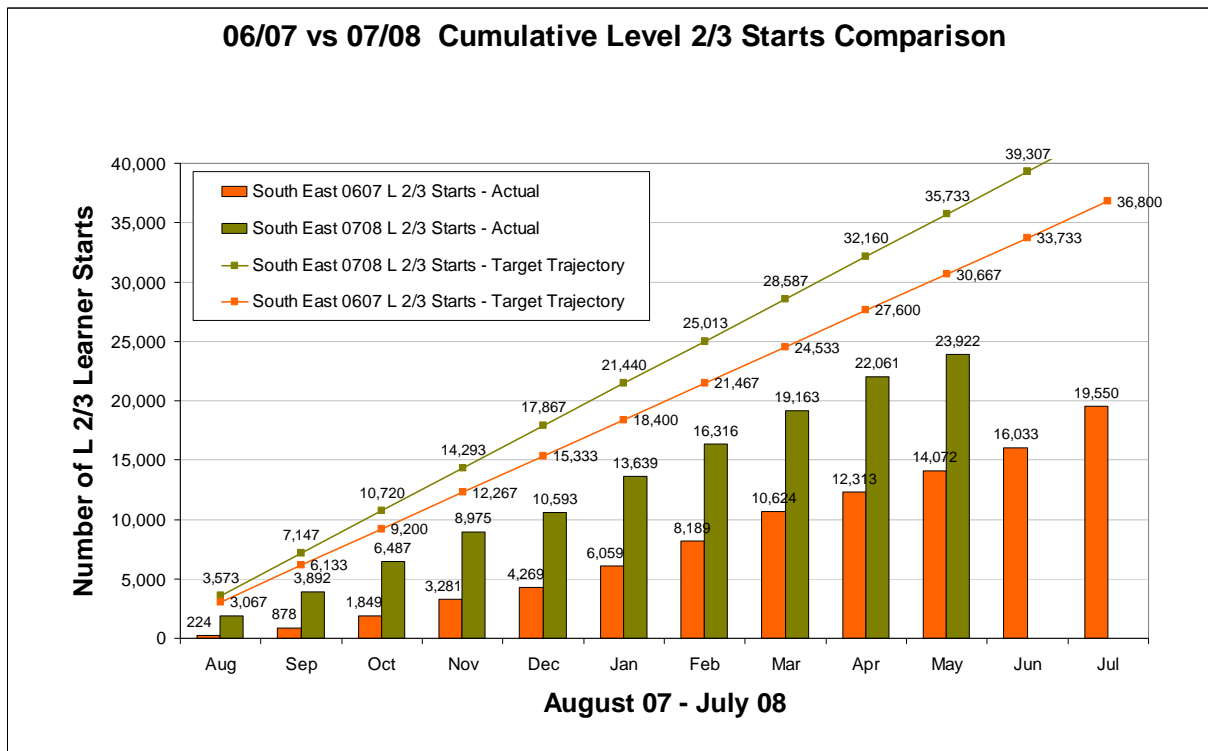
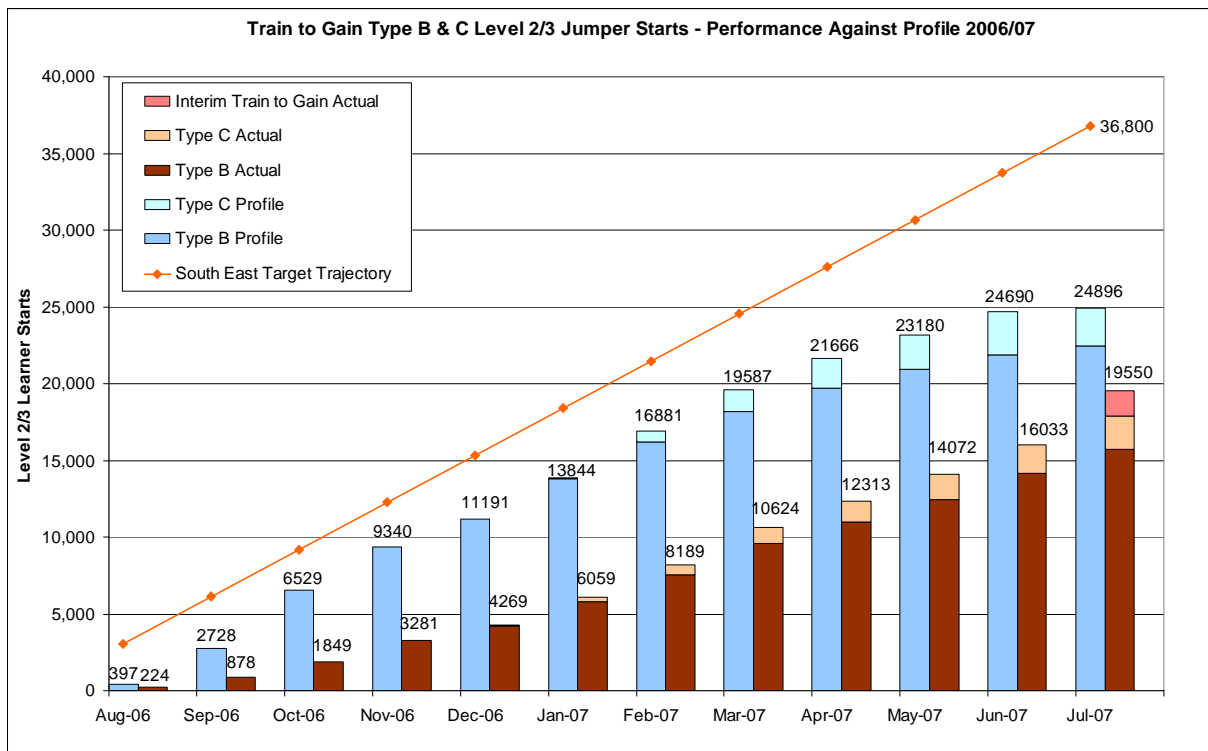


Chart 6: 06/07 Cumulative Full Level 2/3 jumper Actual Starts vs Profile End of Year Position - Types B and C



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

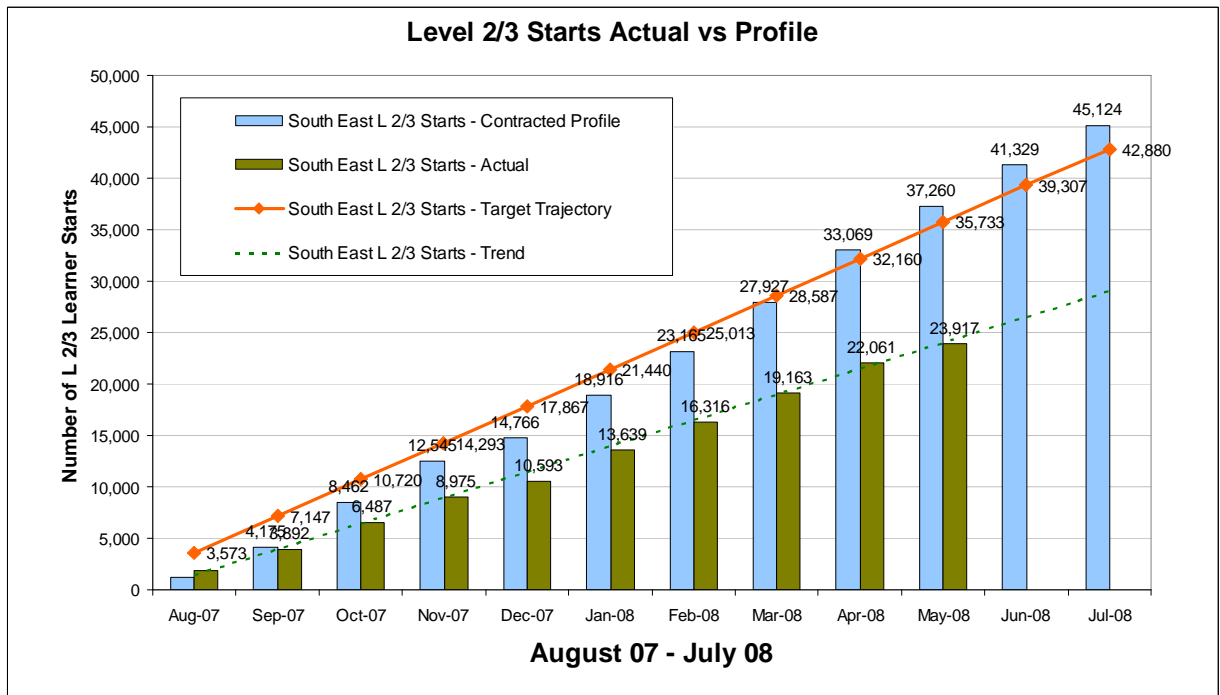
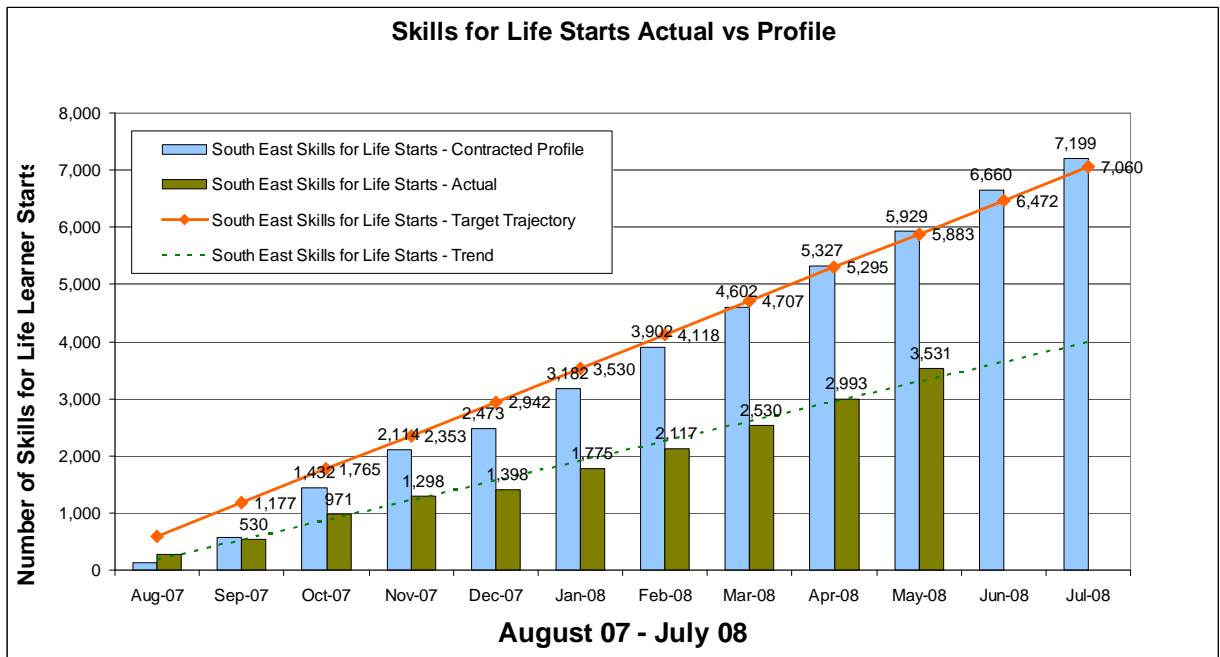


Chart 8: Skills for Life starts, actual vs contracted profile for the year to date – Types B and C



Performance: Learner Starts

17. Type B Contracts – In the year to date to May 2008, (Period 10 of the 2007/08 contract year) there have been 19,266 learner starts on full Level 2/3 jumper qualifications, representing 65% of the Level 2/3 year to date profile. There have been 3,088 starts on Skills for Life qualifications representing 62% 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	29,829	19,266	65%
Skills for Life Starts	5,012	3,088	62%

18. Type C Contracts – In the year to date to May 2008, (Period 10 of the 2007/08 contract year) there have been 4,651 learner starts on full Level 2/3 jumper qualifications, representing 63% of the Level 2/3 year to date profile. There have been 443 starts on Skills for Life qualifications representing 48% 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	7,431	4,651	63%
Skills for Life Starts	917	443	48%

19. The total number of Type B and C full Level 2/3 starts to date in the 2007/08 contract period is 23,917, representing 64% of the 37,260 total learner starts profiled to date.

The total number of Skills for Life starts to date in the 2007/08 contract period is 3,531, representing 60% of the 5,929 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 *	37,260	23,917
Skills for Life Starts	7,500	5,929	3,531
Total Starts	50,380	43,189	27,448

* 42,880 is the South East Region's share of the national LSC target, as allocated by the LSC National Office. Reports from earlier 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	11,642	8,901	76%	N/A	4,386	24%
Kent & Medway	8,237	5,347	65%	N/A	5,220	29%
Surrey	3,439	1,893	55%	N/A	1,472	8%
Sussex	4,011	2,617	65%	N/A	2,766	16%
Thames Valley	9,352	4,851	52%	N/A	4,066	23%
Regional	579	308	53%	N/A	0	0
TOTAL	37,260	23,917	64%	-	17,910	100%

*3,133 learner starts are in an unknown delivery location. †2,874 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	411	62	473	2%	1%	2%
Business, Administration and Law	2,610	834	3,444	14%	18%	14%
Construction, Planning and the Built Environment	5,362	292	5,654	28%	6%	23%
Education and Training	293	103	396	2%	2%	2%
Engineering and Manufacturing Technologies	1,818	708	2,526	9%	16%	11%
Health, Public Services and Care	5,100	1,556	6,656	26%	33%	27%
Information and Communication Technology	581	70	651	3%	2%	3%
Leisure, Travel and Tourism	334	505	839	2%	11%	4%
Retail and Commercial Enterprise	2,757	521	3,278	14%	11%	14%
Grand Total	19,266	4,651	23,917	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

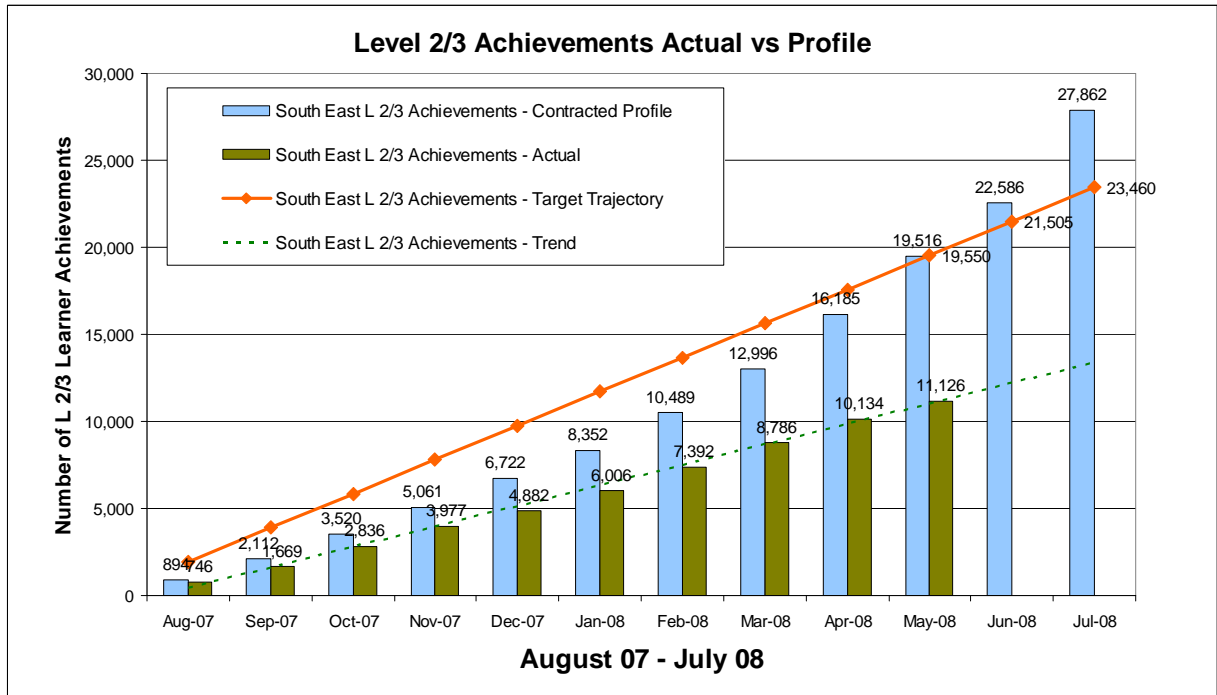
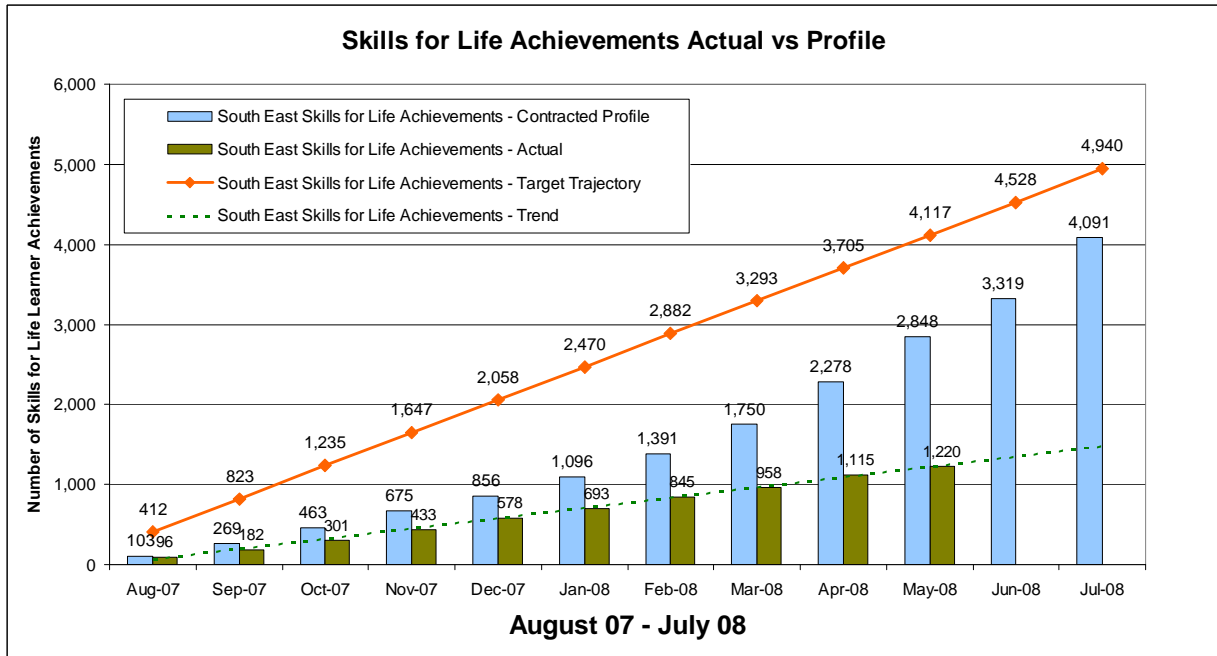


Chart 10: Skills for Life achievements, actual vs contracted profile for the year to date - Types B and C



Performance: Learner Achievements

20. Type B Contracts – In the year to date to May 2008 (Period 10 of the 2007/08 contract year) there have been 9,177 learner achievements on full Level 2/3 jumper qualifications, representing 58% of the Level 2/3 year to date profile. There have been 965 Skills for Life achievements, representing 40% 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	15,886	9,177	58%
Skills for Life Achievements	2,429	965	40%

21. Type C Contracts – In the year to date to May 2008 (Period 10 of the 2007/08 contract year) there have been 1,949 learner achievements on full Level 2/3 jumper qualifications, representing 54% of the Level 2/3 year to date profile. There have been 255 Skills for Life achievements, representing 61% 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	3,630	1,949	54%
Skills for Life Achievements	419	255	61%

22. The total number of Type B and C Level 2/3 achievements to date in the 2007-08 contract period is 11,126, representing 57% 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 1,220, representing 43% 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	19,516	11,126
Skills for Life Achievements	5,000	2,848	1,220
Total Achievements	29,000	22,364	12,346

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	7,087	4,593	65%	N/A	1,903	21%
Kent	3,960	2,450	62%	N/A	3,070	34%
Surrey	1,832	759	41%	N/A	679	7%
Sussex	1,910	1,070	56%	N/A	1,469	16%
Thames Valley	4,201	1,882	45%	N/A	1,976	22%
Regional	526	372	71%	N/A	0	0
TOTAL	19,516	11,126	57%	N/A	9,097	100%

* 1,005 learner achievements are in an unknown delivery location. [†] 1,024 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	177	1	178	2%	2%	2%
Business, Administration and Law	1,174	87	1,261	11%	15%	11%
Construction, Planning and the Built Environment	3,851	48	3,899	36%	8%	34%
Education and Training	124	45	169	1%	8%	2%
Engineering and Manufacturing Technologies	908	20	928	9%	4%	8%
Health, Public Services and Care	2,677	287	2,964	25%	51%	27%
Information and Communication Technology	75	1	76	1%	0%	1%
Leisure, Travel and Tourism	179	4	183	2%	1%	2%
Retail and Commercial Enterprise	1,408	60	1,468	13%	11%	13%
Grand Total	10,573	553	11,126	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 May 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 May 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. Maritime Training (Plymouth) Ltd
66. Mark McGuinness (Holistic Training Company)
67. Matrix Vocational Associates Ltd
68. Medway District Council
69. Medway NHS Trust
70. Metskill Ltd
71. Milton Keynes and North Buckinghamshire Chamber of Commerce
72. New College Swindon
73. Newbury College
74. North Bar Training Ltd
75. North Lindsey College
76. NVQ Kent Ltd
77. Oxford Diocesan Council for Social Work Incorporated
78. Oxfordshire and Buckinghamshire Mental Health NHS Foundation Trust
79. Oxfordshire Ethnic Minorities Enterprise Development Ltd (OEMED)
80. Parenta Training Ltd
81. Patricia Harrower
82. Pentlow Training Company Ltd
83. Pera Innovation Ltd
84. Peter Symonds College
85. Plant Skills Ltd
86. Polymer Training Ltd
87. Portsmouth College
88. Precise Consultancy Training Ltd
89. Pre-School Learning Alliance
90. Profit from Training Partnership Ltd
91. Quality Training Consultants Ltd
92. Qube Qualifications and Development Ltd
93. Queen Mary's College
94. Quest Training (Kent) Ltd
95. Revolutions Training Ltd
96. Ron Evangelista (Yorkshire Training Company)
97. Royal Berkshire Fire Authority
98. Royal Surgical Aid Society (Age Care)
99. Safe and Sound Training Ltd
100. Safety Solutions (UK) Ltd
101. Scotia Gas Networks plc
102. Skandia Life Assurance Company Ltd
103. Skills for Security Ltd

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