

Skills Procurement Market Engagement Event

Friday 1st July 2022

WELCOME



INTRODUCTION



HOUSEKEEPING

| Agenda | Speaker |
|-----------------------------|----------------------------|
| Welcome & Housekeeping | Clare Hatton |
| Introduction to WMCA Skills | Clare Hatton/ Iris Both |
| Approach to Market | Josie Medforth |
| Dynamic Purchasing System | Josie Medforth |
| Tender Process & Timelines | Josie Medforth |
| Questions and Close | All |

Introduction to WMCA Skills

Clare Hatton
Director of Employment Skills and Delivery

The West Midlands Economy

Employment rate: 76.1%, a record high and above UK (75.7%)

Unemployment rate: 4.6%, returning to pre-pandemic levels but still above the UK (3.7%)

Inactivity rate: 20.3%, a record low and below the UK (21.4%)

Claimant count: 153,605 (5.8% vs 4% UK)

Youth claimant count: 25,725 (6.5% vs 4.6% UK)

Proportion of residents with no qualifications: 8.5%, above the UK (6.7%).

Highest qualification levels: NVQ1 only (9.9%) NVQ2 only (16.6%) NVQ3 only 16.8% (58.1%) NVQ4+ (38%)



The regional Economy – A Snapshot



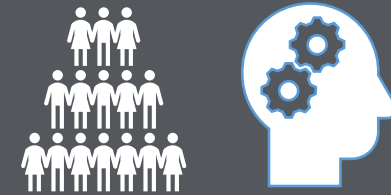
Employment
rate at a record
high



Unemployment
close to pre-
pandemic levels



Inactivity rates at
a record low



Qualification
levels rising

Impact of Covid in the West Midlands

- Variability of Recovery
- Persistent long-term challenges
- High level of unfilled vacancies
- Pockets of high unemployment
- Stubborn levels of long-term unemployment
- Health Inequalities
- Inactivity growing
- Growing in-work poverty

Opportunities: High Growth and emerging jobs



Manufacturing of Electric
Light Vehicles and
Associated Battery Storage
Devices



HealthTech and
MedTech



Aerospace (inc.
Manufacturing
Alternative Fuel)



Logistics and
Distribution



Professional and
Financial Services
and Supply Chain



Creative content
production and gaming



Manufacture of
Future Housing



Modern and Low
Carbon Utilities

Sectors with large volumes of jobs



**Engineering,
Manufacturing &
Construction**



**Health
(including Health
Tech)**



**Business Admin
& professional
services**



Retail

Skills and Training to Support

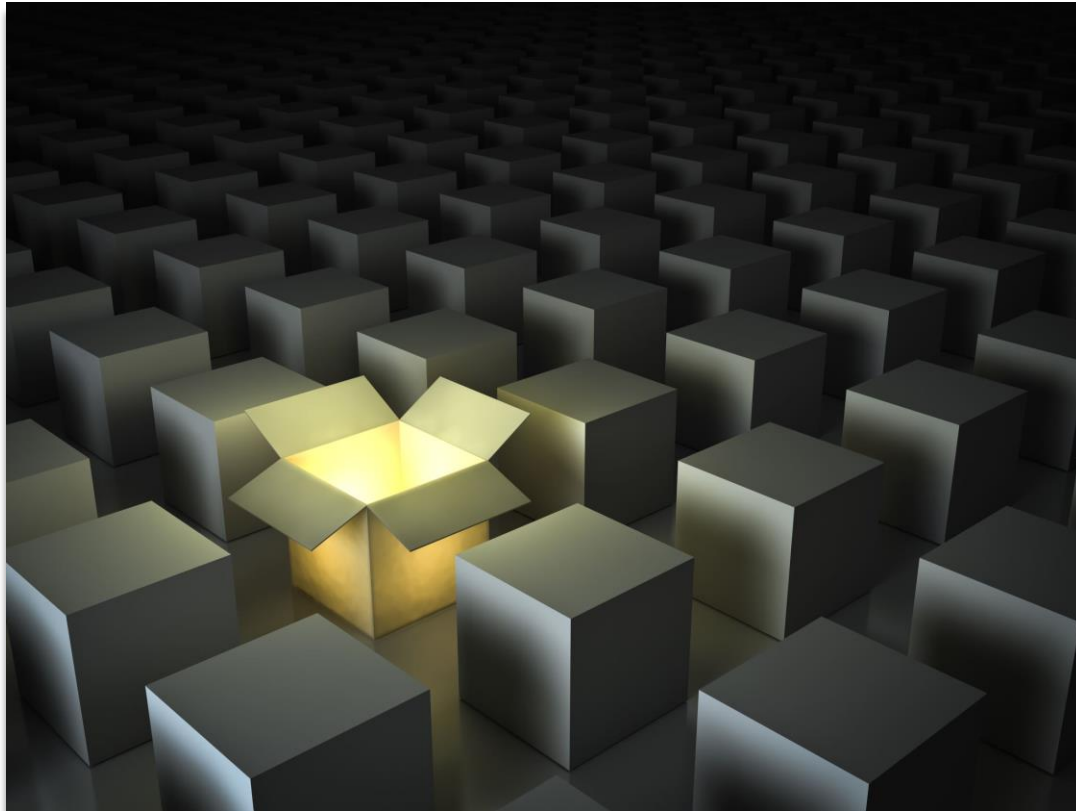
Alignment to
opportunities
is key

Ambitious for
residents

Supporting
businesses

What we are seeking

Coherent packages of provision that will:



- Deliver outcomes
- Get residents into employment
- Upskill and reskill residents to respond to the regional economy;
- Create a good basic education offer up to level 2, including adult numeracy provision
- Community based training offer that engages disadvantaged communities.
- Innovative Skills provision
- General Skills provision

Getting residents into Employment

- Training provision that meets employer needs and moves people into employment:
 - This will include traditional SWAP programmes but also training that can be accessed around work
- Mainly at level 2:
 - Include vocationally relevant qualifications that have currency in the employment market
- Wrap around elements of functional skills, language and digital provision can be included in this offer

Upskill and Reskill Residents

- Training and skills provision:
 - Includes Level 2, 3 and in some cases level 4
 - Offers clear progression for residents
 - Flexible - available in the day, in the evening, at weekends, and also in condensed full time periods.
 - A blend of on-line and face to face delivery
- A better offer for those already in employment
 - This may include some aspects of mentoring / coaching

Good basic education offer up to level 2

- Broad educational provision up to and including level 2:
 - Capable of progressing residents to vocational level 2
- Multiply - New adult numeracy provision offer that complements AEB provision
- We need provision to be flexible. I.e. available in the day, in the evening and at weekends with on-line and blended options so that people can access in a way that suits them.

Community based training offer

- A Community based learning and training offer that engages under-served communities, including those hit hardest by COVID.
- The provision should include a mix of qualifications and personal support to progress learners onto further education or into work.
- Ambitious – Not always entry level – Simply delivered differently

Approach to the Market

Josie Medforth – Procurement

Approach to the Market



- The skills provision secured through grant funding provides a foundation for delivery.
- We are seeking to secure additional provision to support our residents through a call for competition.
- By seeking to deploy a wider skills procurement, including but not limited to AEB, Free Courses for Jobs and Multiply, we bring together a specific view of required skills and provide funding linked to attractive pathways for learners and links to employers and potential job opportunities.

Procurement Aim



Streamline Procurement
for both Suppliers and
WMCA



Do not have to
demonstrate suitability
and capability every time



Quicker Award of
Individual Call-off
Contracts

Procurement Route to Market

A dynamic purchasing system (DPS) is a procurement tool that allows suppliers who qualify onto it to subsequently compete for contracts through further competitions.



Why has a DPS been selected?



Procurement Method - Dynamic Purchasing System



Flexibility to Deliver Skills Provision



Different to Traditional Procurement Routes



Operates an 'Open market' for Suppliers

Stage One

Joining the DPS

- Meet selection criteria contained in the Selection Questionnaire (SQ)
- No Limit to Number of Suppliers
- Any supplier that is excluded given feedback
- Able to re-apply at a later date.

Evaluation Of Selection Questionnaire

All on Pass/Fail

Grounds for
Mandatory
Exclusion

Grounds for
Discretionary
Exclusion

Financials

Insurance

Professional &
Technical
Ability

Stage Two – Call for Competition



Individual skills provision contracts will be awarded during the second stage



Invite all suppliers on the DPS. No Categories



No Direct Awards.
Further Competition.
Evaluated on MEAT



Reserve right to undertake further financial assessment



Example Skills Provision Types

Basic Skills provision

Employment provision

Higher Level Skills provision

Community Learning & Training provision

Innovative Skills provision

General Skills provision



Bidders Must:

Have the capacity, capability and strategies in place to deliver the offer from day 1

Comply with the funding rules, performance management framework and supply chain rules

Hold the appropriate accreditations, approvals and authorities to deliver the service.

Have the capacity and capability for data and evidence collection, management and reporting

Be able to comply with both the WMCA and the ESFA submission of data

Have robust processes and controls in place to ensure the eligibility of the learner

Robustly report on quality performance

DPS Process & Timelines

DPS Process

Bravo Tendering Portal

<https://wmca.bravosolution.co.uk/web/login.html>

Timeline:

- July 2022 – Contract Notice & Publish Tender
- Mid August 2022 - Submit Stage One DPS
- November 2022 – Notify Outcome of Stage One DPS
- November 2022 – Start Stage Two DPS – Call Off Process

Additional Bootcamp Procurement

- £4.7m will be going out for procurement in September 2022
- Learners will need to be enrolled before March 2023
- Specification is being developed but it is anticipated that bootcamps will be required in:
 - Digital – particularly creative digital
 - Retrofit
 - Healthcare

This will be shared across our social media platforms when live

Questions?

