

# Skills Procurement Market Engagement Event

Monday 13<sup>th</sup> June 2022

The Exchange, University of Birmingham,  
Centenary Square, Birmingham

# WELCOME



**INTRODUCTION**



**HOUSEKEEPING**

<b>Agenda</b>	<b>Speaker</b>
Welcome & Housekeeping	Clare Hatton
Introduction to WMCA Skills	Clare Hatton/ Iris Both
Approach to Market	Lesley Edwards
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



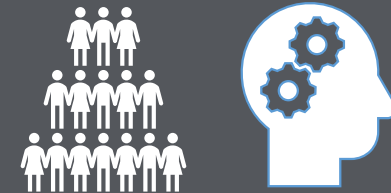
Employment  
rate at a record  
high



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

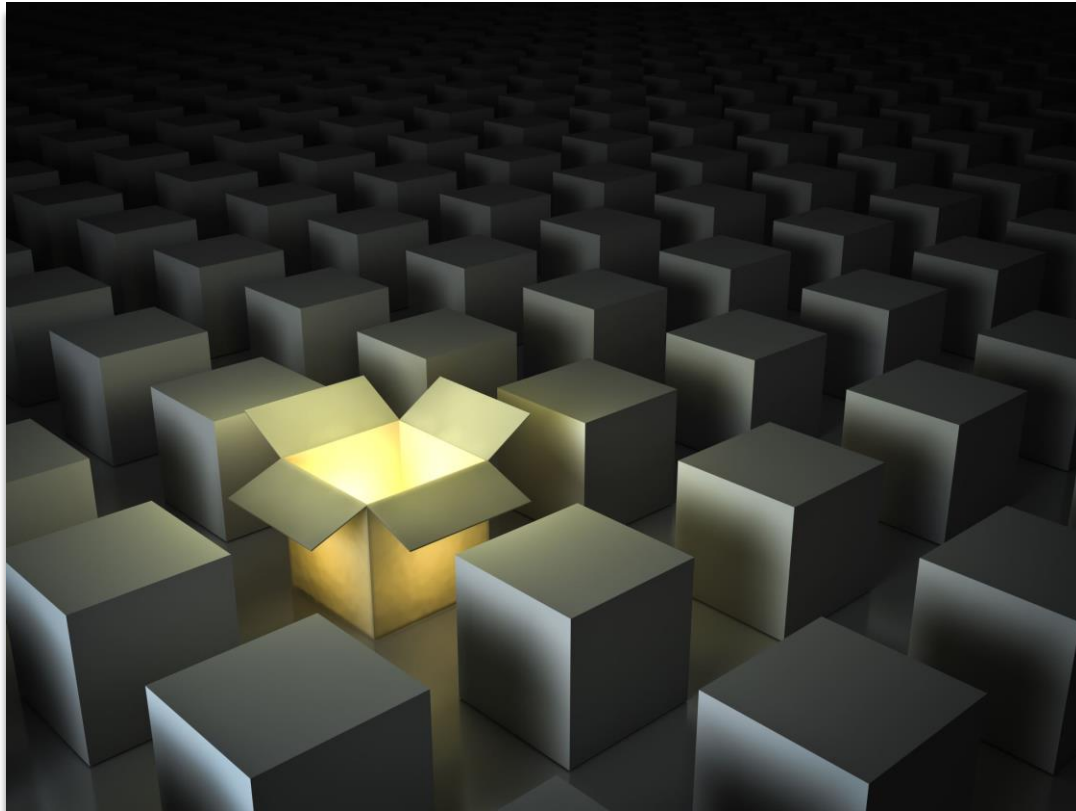
Alignment to  
opportunities  
is key

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

Lesley Edwards – Head of Procurement

Josie Medforth – Procurement Support



# 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

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Basic Skills provision

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Employment provision

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Higher Level Skills provision

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Community Learning & Training provision

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Innovative Skills provision

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General Skills provision





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# Bidders Must:

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

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

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

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

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

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

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Robustly report on quality performance

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# 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

# Questions?

