**ROYAL BOROUGH OF GREENWICH**

**MARKET WARMING EVENTS ON 4TH MARCH 2020 FOR EMPLOYMENT AND SKILLS FRAMEWORK AGREEMENT 2020-24**

**FREQUENTLY ASKED QUESTIONS**

**Question 1:** When will the opportunity go live?

**Answer 1**: We hope to go live next week, or shortly thereafter. There will be a 30-day period to submit the Selection Questionnaire (SQ); and a 30-day period to submit the ITT.

**Question 2:** Will self-employment and business start-ups be identified as possible provision in Lots 2 and 3?

**Answer 2:** Yes, but please look at the target groups for each of the Lots to differentiate the type of provision which may be required.

**Question 3:** Can we embed hyperlinks in our answers in the SQ and ITT?

**Answer 3:** There would be no purpose in doing this, as there are strict word limits for the answers and any additional material in hyperlinks will not be considered.

**Question 4:** Do the apprenticeship elements in the Lots include all apprenticeship training which the Royal Borough of Greenwich is commissioning?

**Answer 4:** No, the Lots include just those elements of apprenticeship training which is delivered by the council’s Apprenticeships Plus service.

**Question 5:** How much provision is focused on attaining qualifications?

**Answer 5:** A: Most of the provision is non-accredited learning. Very few courses are longer than 12 weeks, excluding the apprenticeship provision.

**Question 6:** What do you see as the role of E- Learning provision?

Answer 6: We see a role for E learning as supporting face to face provision. We would not be seeking to commission pure E Learning as a standalone but do recognise it could play a role in learning for e.g. those in employment as part of a wider package. It could be a blended learning element.

**Question 7:** Can I apply for all Lots?

**Answer 7:** Yes, or just one or two. Mini competitions for contracts will be Lot specific.

**Question 8:** Funding: how is this apportioned across the Lots?

**Answer 8:** We are still waiting for confirmation of 20/21 funding from the GLA, but we broadly expect to apportion funding evenly across all three Lots.

**Question 9:** Is there any preference for local training providers based in the borough?

**Answer 9:** No. But we expect all delivery of the provision to be in the borough; but providers do not need to be based in the borough.

**Question 10:** Will there be an annual mini competition?

**Answer 10:** We will not be able to confirm the timing of competitions until we are in a clearer position regarding our funding allocation; the current commissioning cycle is annual. It could be that we will do longer contracts, e.g. for two years, but there would be clear break clauses in any contract which would specify successful performance.

**Question 11:** Does the E tendering portal send automatic alerts?

**Answer 11:** Yes, it does, to the named person registered via the portal. Please also check your ‘Junk’ email box on a regular basis in case any emails have been diverted to Junk by your IT system’s firewall.

**Question 12:** How does this framework fit with the national DWP umbrella framework?

**Answer 12:** This is a local framework largely for AEB funding from the ESFA and GLA for use in the Royal Borough of Greenwich.

**Question 13:** Will there be a diversity of organisations commissioned to deliver provision?

**Answer 13:** We currently commission small to large organisations to deliver small to large contracts and plan to continue to do this in order to commission a diverse programme for a spread of provision.

**Question 14**: Is it possible that you will only commission 50% of the value of a proposed contract which a provider has bid for?

**Answer 14:** Yes, this is possible. We will ask about the scaleability of a bid to understand the flexibility to scale up or down.

**Question 15:** Does a provider need to be Ofsted inspected?

**Answer 15:** No. But you will be subject to Ofsted inspection by virtue of delivering as part of the ACL programme. We will provide a training programme around Ofsted requirements for selected providers.

**Question 16:** Will there be just one large contract per Lot?

**Answer 16:** No, there will be a range of contracts of different sizes across a range of providers.

**Question 17:** Will there be a maximum amount per contract to bid for?

**Answer 17**: There will not be a set maximum or a set minimum. We plan to commission a range of contract sizes. We may ask about scaleability. We are buying a programme and we want the different contracts delivered by different providers to complement each other. Therefore, we will adopt a flexible approach at mini competition stage.

**Question 18**: What is your approach to pricing?

**Answer 18:** All pricing is based on Guided Learning Hour bands which we will provide at mini -competition stage. For apprenticeships there are fixed prices for some qualifications. Value for money will be tested in the commissioning process, but quality is a significant consideration for us.

**Question 19:** How can providers complement the provision delivered by Greenwich Local Labour and Business (GLLaB)?

**Answer 19:** GLLaB do not deliver learning and training. Therefore, the big difference in terms of avoiding duplication with GLLaB services is that we are buying learning and training through the mini competition process from the Framework.

**Question 20:**  Which Lots will cover apprenticeship provision?

**Answer 20**: Apprenticeship provision will principally be in Lot 1 (e.g. pre-apprenticeships and traineeships) and Lot 2 (e.g. apprentices in work); but, depending on outcomes and target groups, Lot 3 could potentially cover some elements of apprenticeship training. Therefore, those providers interested in delivering a wide range of elements of apprenticeship and pre- apprenticeship provision could indicate that they are interested in all three Lots.