

## Training Services Provider Framework PFB2002 NE (PFB2002 NE)

### SUMMARY

**Start date:** 13th September, 2017

**End date:** 12th September, 2020

**OJEU Number:** 2017/S 046-084430

**Lead Consortium:** NEUPC

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Developed in conjunction with the Staff Development Forum (SDF)

10/10/17 - Please note that the Price File is still in development but prices are available in Suppliers ITT returns on HEC

### SCOPE

1. The National Framework for Training Service Providers covers delivery of standard training to the HE Sector in the areas of IT, Leadership and Management, Personal Development, Compliance, Professional Qualifications and Apprenticeships and also Managed Training Services Provider Solution.
2. Standard training is defined as off the shelf, repeat or readily available training programmes which in some cases may require a degree of tailoring or adaption to suit the University's culture or needs.
3. Training services is deemed to cover a wide range of external learning interventions including but not exclusively trainer led, classroom or workplace based, vocational activities, blended learning and e-learning for Member Institutions.
4. Training services may be delivered on Member Institutions premises, at the Provider's premises or a third party location as agreed by the Member Institution at time of instruction.

### AGREEMENT BENEFITS

- A framework give access to an OJEU compliant procurement process for institutions
- Access to a wide range of suppliers across a range of specialisms
- Access to significant savings
- Variety of call-off methods including direct call-off, desktop evaluation and further competition
- Can appoint more than one provider at further competition to ensure needs are fully met, providing it can be specified how the business will be split.
- Registration with Net-positives and provision of action plan is a condition of award set out in the ITT
- MI reporting at consortia level will be direct and so within control, improving collaborative benefit reporting for members.
- Direct control of contract management and reviews at consortia level.
- Standard SLA in place for call offs.
- Potential to achieve additional savings through further competition

#### Framework Savings

##### BT1: Direct Price Based Savings

The Tender Working Party established a minimum saving target of 5%. This has been calculated using the UKUPC recommended bench mark of the average price of the top 5 (ranked) acceptable compliant bids versus the highest bid within the top 5 ranked bids, however in some cases, such as the IT lot or Leadership and Management lot, this may be skewed by high prices for more specialist branded courses or the cost of a specific trainer.

	Average saving against highest price	Saving with top ranked supplier against average
Lot 1	31.25%	35.35%
Lot 2	24.52%	29.23%
Lot 3	14.64%	20.13%

##### BT2: Price Versus Market Savings

**NB:** cost savings will be investigated against market prices currently paid by members or the wider market place during the standstill period, however where suppliers run public courses, they were asked for discounts against their published price lists. The discounts range from 10% to 45% on Lot 1 with additional discounts of between 5% and 10% for additional students from the same institution. The discounts on lots 2 and 3 are between 5% and 42.5% dependent on the supplier selected. Obviously published course prices vary between suppliers so this in some cases a supplier may offer a higher discount than other suppliers but this is negated by the fact that their original published price was higher than other suppliers

##### BT3: Non- Cash Process Savings

Prior to 2015, Training came under part B exemptions and a EU-compliant process was not requirement. However, since PCR 2015 was implemented, an EU compliance process has been required for over threshold contracts. Staff development departments have previously been procured training themselves on a fairly adhoc basis, but now they will need procurement support. The Framework will ensure they do not need to undertake an OJEU process to award a contract.

##### BT13: Process Re-engineering or BT10 Added Value

Review of the supply base prior to the tender exercise demonstrated that a large number of suppliers (2007) being used by members of English consortia and anecdotal evidence suggests that many institutions use a large number of suppliers for training. It is hoped that use of the Framework will encourage members to reduce their supply base and enjoy the administration and contract management process savings this will bring. In addition, the Framework provides a Management Training Service lot which provides the opportunity to source all training services through a single supplier which will also produce savings.

## USING THE FRAMEWORK

Please see Buyers Guide and associated documentation

## SUPPLIERS

Lot	Suppliers
<b>Lot 1 IT and Project Management</b>	ILX Group Plc, Learning Tree International, NobleProg UK Ltd, QA Ltd,
<b>Lot 2 Leadership and Management Training</b>	3C Associates Ltd, Advance HE, Aspire Personal and Organisational Development Ltd, Berkshire Consultancy Limited, Macnaughton McGregor Ltd, My Consultants Ltd, Premier People Solutions Ltd, Progress International Ltd, QA Ltd,
<b>Lot 3 Personal Development Training</b>	Berkshire Consultancy Limited, Learning Tree International, Macnaughton McGregor Ltd, Oakridge Centre Limited, Premier People Solutions Ltd, Progress International Ltd, QA Ltd, Taylor Clarke Partnership Ltd, Vox Coaching, Wilson Sherriff Ltd,
<b>Lot 5 Registered Apprenticeship Training Providers</b>	PeoplePlus Group Ltd, QA Ltd,
<b>Lot 7 Managed Training Service Provider</b>	Premier People Solutions Ltd, QA Ltd,

## SUSTAINABILITY

Registration with Net-positives and provision of action plan is a condition of award set out in the ITT

**NEXT STEPS**