

SMPS

Salisbury Managed
Procurement Services

Working with

NHS

Health Education England

Apprenticeships & Education Procurements

Supporting Employers, Providers and Learners nationally

NHS
Salisbury
NHS Foundation Trust

in partnership with /

NHS
Health Education England

**LONDON
COUNCILS**



ASSOCIATION OF
AMBULANCE
CHIEF EXECUTIVES

Directors of
adass
adult social services
London

NHS
Leadership Academy


Public Health
England

IHEEM

cef
CARBON + ENERGY FUND

Why Salisbury?

- Leading provider of specialist education, apprenticeships, and professional development procurements to NHS and wider systems
- Strategic Partner to Health Education England and other key organisations
- In depth specialist knowledge of the sector
- Work across employers, professional bodies, providers and trailblazers to co-develop innovative courses and programmes with a true employer led focus
- Supporting employers at every level to deliver their educational requirements
- Over £600m apprenticeship spend managed and contracted, across NHS, local authority, central government and third sector employers
- Full support for employers

HEE National Procurements

- Salisbury, with HEE are leading on national procurements for NHS (and other) employers, in support of the development of Apprenticeship and other routes into study, across all sector of apprenticeships and professional development education
- The principle objectives are to streamline provider selection for employers, to ensure consistent quality across courses, and to assist education providers in understanding, and planning for, the size of the marketplace. We also aim to increase innovation in support of the new learning methods discussed in the NHS Long Term Plan.
- This is not HEE selecting the provider – this will provide a menu of providers to enable employer choice all of whom have met certain criteria to ensure employers of a quality programme

Local Authority, NHS and Third Sector working together

- Collaborations across sectors require a different approach to provider selection
- Apprenticeships put employers in the driving seat to co-design, and co-deliver if wished (and legally able), the training for their future workforce
- National approaches to smaller learner number professions help drive innovation and ensure employer needs are at the forefront
- Employer involvement from the start is key to a successful programme

Why is Procurement required

- Apprenticeship levy funding is counted as public money and therefore demonstration of best value is required
- Education sits within Public Contract Regulations – a “light touch” regime is in place but this does not mean “no touch”
- Procurement enables employers to be protected by the correct NHS / employer contract, (DHSC requirement)
- Salisbury contracts protect employers from detrimental clauses – e.g. early leaver charges, additional costs,
- Providers are contractually obliged to deliver all the commitments they made under national frameworks, etc
- A much shortened order / contract process for the employer

Who can use the service

- Salisbury's procurements are established at the outset for all public and third sector organisations, including health, local authorities, and education institutions. Additionally, any charity receiving public funds for their activities is eligible, along with smaller organisations such as GP practices, hospices and larger government departments and arm's length bodies. Other private sector organisations who wish to use the procurements to work in partnership with other organisations can join; they just don't need to meet the public contract regulations part of the contract, but they can certainly call-off providers through Salisbury so they get the same supplier commitments

Community Health & Wellbeing Worker – national procurement

- Minimum entry criteria :
- Providers must hold a valid UKPRN and be registered on the Register of Approved Training Providers managed by the ESFA (and RoEPEO where offering End Point Assessment)
- Where a provider has an Ofsted rating, this must be Grade 1 or Grade 2, which must relate to apprenticeship delivery
- Where a provider has an Ofsted monitoring visit report, this must be Significant Progress or Reasonable progress, which must relate to apprenticeship delivery
- Suppliers with no Ofsted rating/visit must be able to demonstrate success rates above the national average for apprenticeships
- Suppliers must agree to the published NHS Terms without amendment
- All providers had to demonstrate engagement with PCI for NHS delivered or NHS contracted services
- Bidders must include 1 resit per module, and 1 resit at EPA, without additional charge to employers

Nationally awarded providers

- Following evaluation by a panel drawn from HEE, OHID, UHSA and subject experts, the following providers are available via Salisbury :

Providers Appointed (All listing subject to providers obtaining and maintaining PCI accreditation throughout the time of their programme delivery)	
ST0958 Community Health & Wellbeing Worker Apprenticeship	Acorn Training Limited
	Buttercups Training
	Dudley College of Technology
	Luminate Education Group
	The Childcare Company Ltd t/a Impact Futures
	Varsity Training

Education & Training Procurements – Contracting Process for Employers

Access and Ordering Process

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For further information :

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