

Apprenticeship Procurement



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NHSE / Salisbury Evaluated Procurements



- The only specialist health education procurement service
- A service from the NHS, for the NHS and public sectors
- Higher level competitions are the only national procurements evaluated by system partners, subject matter experts, and employers
- No cost to employers at any time
- No need to employers to conduct expensive and lengthy local procurements – fully managed service where a further competition is requested by employers
- Regularly updated for new standards and providers to join, and fully compliant with Public Contract Regulations
- Stringent entry thresholds and checks on providers to ensure high quality training delivery
- Streamlined, easy process : from one of our employers :

The right solution for each requirement



National Framework

- Employers can direct award any standard without a further competition should they wish
- High quality threshold set and evaluated by partner organisations with specialist knowledge
- Easier, streamlined process for employers where they know the provider they want to work with

Regional Collaborations – Employer Led

- Fully supported process for employers including further competitions
- Ability to set a higher degree of quality requirements through further competition
- Tailored to local / regional needs, including study methods, puts employers in the driving seat to manage the market

Why procure?

- Salisbury, in partnership with NHSE and employers, are leading on national procurements, in support of the development of Apprenticeship and other routes into study, across all sector of apprenticeships and professional development education
- Apprenticeship levy funding is counted as public money and therefore demonstration of best value is required
- Public spending sits within Public Contract Regulations 2015, the underpinning legislation – a “light touch” regime is in place but this does not mean “no touch”
- From 2023, mandatory supplier Social Value and Carbon Reduction evaluations will be included in all procurements
- Procurement enables employers to be protected by the correct NHS / employer contract, (DHSC requirement)
- **Procurement is not about the cheapest** – it is about selecting the right providers to deliver the right “product” in the best way for both parties.
- 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 someone else selecting your 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

Minimum provider requirements

The minimum entry criteria applied are:

- Providers must hold a valid UKPRN and be registered on the APAR register managed by the ESFA 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
- Bidders must include 1 re-sit of each and every exam, assessment or module, without additional charge to employers

Selecting Quality Providers

- **Innovation** – delivery methods that reflect the variety of work patterns, skillsets, and academic ability levels within the NHS (and wider) workforce
- **Social Value** – approaches that truly widen participation (e.g. entry criteria not reliant on UCAS points or recent A levels) and approaches that reflect [Social Value Modelling](#) and true widening participation
- **Sustainability of workforce** – programmes that help employers develop a long term workforce pipeline – not just delivering an education course
- **Genuine Apprenticeships** – responses that recognise apprentices are employees, not students, and that reflect the work-life challenges and support their educational journey
- NHSE recently published the National Progression Agreement, a pledge the HE Providers can sign to confirm they will recognise the value of the Senior Healthcare Support Worker apprenticeship as valid entry criteria for higher level and degree health programmes - [National Progression Agreement](#)

Who can use the Framework?

Salisbury's procurements are established at the outset for all public and third sector organisations





Further Information

Please email simon.dennis@nhs.net or visit

<https://future.nhs.uk/SalisburyApprenticeshipEF/grouphome> for Framework Guides and Supplier Listings