

1

Agenda 13:00 - 15:00

Topics covered:

1. National AEB tender overview
2. Scoring and how funding AEB will be allocated
3. What can we learn from past ESFA tenders?
4. Adult level 3 offer (National Skills Fund) - identifying it and £
5. Statutory entitlements - identifying it and £
6. Local flexibility - identifying it and £
7. Sector-based work academy programmes - identifying it and £
8. Key aspects of national AEB funding eligibility and evidence (rules)
9. Key aspects of national AEB funding formula and rates
10. Completing the tender volumes and values spreadsheet
11. Using Nick's AEB tender calculator for profiling funding
12. Final tender Q&A session

All slides and a recording of this webinar will be sent to attendees

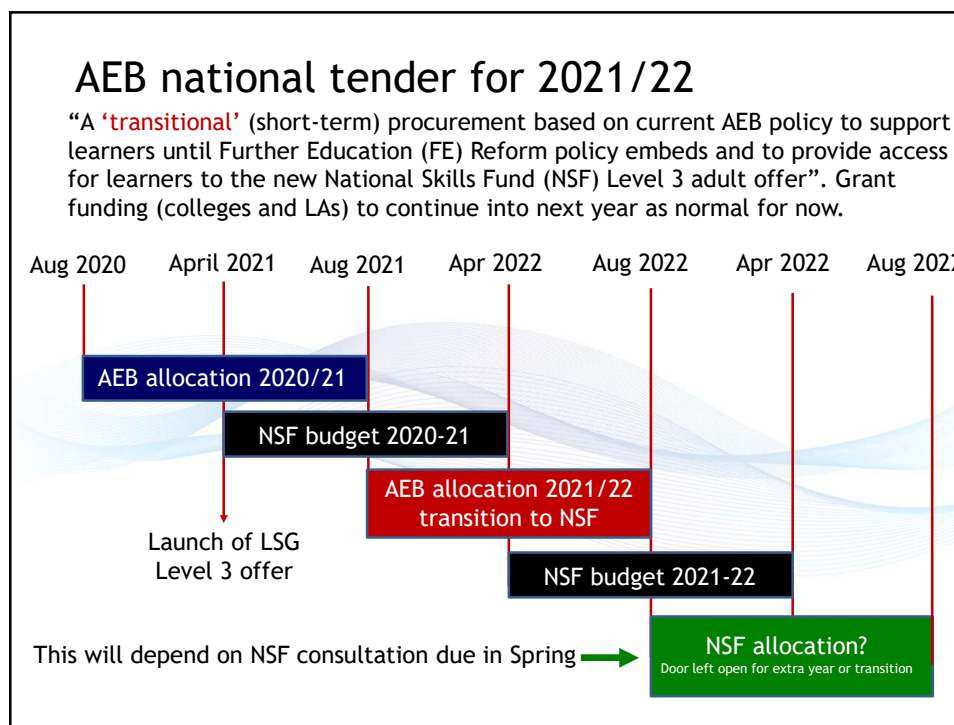
2

1. National AEB tender overview

Nick Linford
Director at Lsect

LSECT
LEARNING & SKILLS
EVENTS, CONSULTANCY & TRAINING

3



4

AEB national tender for 2021/22

“The Services to be delivered under the Contracts will support Covid-19 recovery and will be focused to support skills which boost productivity and enhance the adult skills system. These specifically are:

“**National Skills Funding Level 3 adult offer:** a new offer to allow all adults to access a first fully-funded Level 3 qualification in high-value subjects and in priority areas, above the current age cap of 23. This is part of the government’s Lifetime Skills Guarantee. Delivery of the Level 3 adult offer to Learners aged 24 and over will be ringfenced and not subject to the ESFA AEB Funding flexibilities.

“**Expansion of DWP’s Sector-Based Work Academy Programme (SWAP):** there is a need to focus on measures that support the unemployed into work. SWAP does this directly through Job Centres and their work coaches. SWAP helps employers with immediate and future job needs by upskilling job seekers to fill locally identified vacancies. A SWAP placement has three main components: pre-employment training, work experience placements and a guaranteed job interview. The AEB funds the pre-employment training component.”

No requirement to deliver these - but they are being prioritised

5

ITT 474 / project 4936

Department for Education eSourcing portal screenshot showing the ITT 474 - Adult Education Budget 21/22 Procurement page. The page lists 14 documents for download, including contract documents, evaluation methodology, market engagement, and response documents. A warning message states: "Warning: You have unread Buyer Attachments".

Document ID	Document Name	Description	Due Date
1	Contract Documents (4)	Documents to be read, understood and accepted as part of your response.	05/02/2021 10:00:27
2	AEB Procurement Evaluation Methodology Document.docx	To be downloaded and read during preparation of your response.	04/02/2021 18:24:30
3	AEB Procurement market engagement QA.xlsx	To be read before, during and prior to submitting your response.	05/02/2021 19:28:05
4	AEB Procurement Read Me First Document.docx	To be read before, during and prior to submitting your response.	05/02/2021 18:26:05
5	AEB Procurement Response Document.docx	To be downloaded, read, completed and signed and uploaded in the space provided at 2.2.3 in the ...	04/02/2021 18:26:21
6	AEB Procurement Specification Document.docx	To be read before and during preparation of your response.	04/02/2021 18:27:42
7	AEB Procurement Technical Submission Question and Response Document.docx	To be downloaded, read, completed and uploaded into the space provided at 2.2.1 in the online ...	04/02/2021 18:28:19
8	AEB Procurement Volumes and Values spreadsheet V2.xlsx	To be downloaded, read, completed and uploaded into the space provided at 2.2.2 in the online ...	10/02/2021 11:28:49
9	AEB Procurement Volumes and Values spreadsheet.xlsx	DO NOT USE	10/02/2021 11:21:05
10	ESQ 6.1 Relevant experience & Contract examples.docx	To be downloaded, read and completed and uploaded into the space provided in the Standard Selection ...	05/02/2021 10:26:29
11	ESQ FOR COMPLETION BY SUBCONTRACTORS ONLY CLASSIFIED AS ESSENTIAL TO DELIVERY OF THE SERVICE V2.xlsx	It is the responsibility of each lead organisation to ensure that those subcontractors classified as ...	08/02/2021 12:47:45
12	ESQ FOR COMPLETION BY SUBCONTRACTORS ONLY CLASSIFIED AS ESSENTIAL TO DELIVERY OF THE SERVICE.xlsx	PLEASE DO NOT USE	09/02/2021 12:34:52
13	ESQ Part 1 & Part 2 for Completion by Consortium Members.xlsx	It is the responsibility of each lead organisation to ensure that Consortium members complete this ...	16/02/2021 17:11:51
14	Standard Selection Questionnaire guidance for suppliers.docx	To be read before and during preparation of your response.	04/02/2021 18:40:52

https://education.app.jaggaer.com/web/login.html

6

AEB procurement read me first doc

Highlights (34 pages)

ESFA has set aside £157m but is only tendering £73m (of which £7m is ring fenced Level 3 adult offer and £66m is for 'AEB general' - of which £13.2m is held back to secure geographical coverage) - leaving first round bidding of £52.8m for 'AEB general' for whole of England

Note: The last AEB national tender was in 2017, for £110m. In that year results were due in May, it was **heavily oversubscribed** and results were delayed until August.

But value lower as Traineeships and Community Learning excluded

Learners resident inside devolved areas excluded (now also North of Tyne MCA)

The unpublished 2021/22 funding rules and rates will apply - but assume current year applies for now (v5 rules and v4 rates as at today)

Funding to pay for starts from 1 August 2021 to 31 July 2022 and completions by 31 July 2023. Possible 1 year extension



7

Timetable (assuming no delays)

Activity	Date
Prior Information Notice	16 December 2020
Contract Notice sent to Find a Contract	5 February 2021
Invitation to Tender published on Jaggaer	5 February 2021
Clarification window in relation to Tenders opens	5 February 2021
Clarification window in relation to Tenders closes	17.00pm on 12 March 2021
Deadline for receipt of Tenders	10.00am on Monday 22 March 2021
Evaluation of Tenders	March - June 2021
Notices of Decision to Award the Contract issued, and Voluntary standstill period commences	24 June 2021
Standstill Period ends	Midnight at the end of 5 July 2021
Contracts entered into from	6 July 2021
Anticipated Service Start Date	1 August 2021

8

Tender contract value caps & minimum

Provider Class	Description	Tender Cap
New Provider	An organisation that does not have a grant or contractual arrangement with the Authority to deliver ESFA funded provision such as traineeships, apprenticeships, AEB and other similar skills training which is in force as at 5 February 2021 (either because it is a new provider or because it has delivered funded provision previously but does not have a contractual arrangement with the ESFA in force at the 5 February 2021.)	UKPRN registered entities current published turnover/total income from 2019-2020 (or 2018-19 if 2019-20 not available) financial year or £1m ; whichever is lower
Sub-Contractor	Any organisation that, is contracted, as at 5 February 2021, as a sub-contractor through a main contracted provider to deliver ESFA funded provision, such as traineeships, apprenticeships, AEB and other similar skills training, English or maths or planned on-programme assessment.	UKPRN registered entities current published turnover/total income from 2019-2020 (or 2018-19 if 2019-20 not available) or £2m whichever is lower
Existing Provider	Any organisation that has a grant or contractual agreement with the Authority to deliver ESFA funded provision such as traineeships, apprenticeships (including an Apprenticeship Agreement as well as a Contract awarded under Non Levy Apprenticeship Procurement), AEB and other similar skills training which is in force as at 5 February 2021.	UKPRN registered entities current published turnover/total income from 2019-2020 (or 2018-19 if 2019-20 not available) financial year or £3m , whichever is lower

The lowest value contract that the Authority will award is £150,000

Will everyone apply above the cap in anticipating of prorating?

9

All new volumes and values spreadsheets (v2)

Autosave • AEB Procurement Volumes and Values spreadsheet V2 - Send • Search

File Home Insert Page Layout Formulas Data Review View Help

Table 1: Core Information

Core information and tender cap calculation

(i) Organisation Name

(ii) Please enter your UK Provider Reference Number (UKPRN)

(iii) Please enter your Tender Cap provider class from the drop down list

(iv) Please provide your published turnover/total income from FY 2018-2020 for 2018-19 and 2019-20

(v) Minimum Contract Value (applies to all)

(vi) Total you can bid for to ...

Table 2: Breakdown of bid volumes and values

Please note that the information you enter here is for the period of 1st August 2021 to 31st July 2022.

Table 3: Learning and Learner Support

Learning Support: Estimated Value (i)

Learning Support: Estimated Value (ii)

Guidance To complete Local Authorities

More on this later

10

Eligible LAs (upper tier) in each region

East Midlands (Derby, Derbyshire, Leicester, Leicestershire, Lincolnshire, Northamptonshire, Nottingham, Nottinghamshire, Rutland)
East of England (Bedford, Central Bedfordshire, Essex, Hertfordshire, Luton, Norfolk, Southend-on-Sea, Suffolk, Thurrock)
North East (County Durham, Gateshead, South Tyneside, Sunderland)
North West (Blackburn with Darwen, Blackpool, Cheshire East, Cheshire West, Cumbria, Lancashire, Warrington)
South East (Bracknell Forest, Brighton and Hove, Buckinghamshire, East Sussex, Hampshire, Isle of Wight, Kent, Medway, Milton Keynes, Oxfordshire, Portsmouth, Reading, Slough, Southampton, Surrey, west Berkshire, West Sussex, Windsor and Maidenhead, Wokingham)
South West (Bournemouth, Christchurch and Poole, Cornwall, Devon, Dorset, Gloucestershire, Isles of Scilly, North Somerset, Plymouth, Somerset, Swindon, Torbay, Wiltshire)
West Midlands (Herefordshire, County of, Shropshire, Staffordshire, Stoke-on-Trent, Telford and Wrekin, Warwickshire, Worcestershire)
Yorkshire and The Humber (East Riding of Yorkshire, Kingston upon Hull, City of, North East Lincolnshire, North Lincolnshire, North Yorkshire)

No London as that's fully devolved to the GLA

11

FAQs (check the messages on the portal)

Around 200 questions have been asked and 'answered'


[illegible]

But I have an unanswered questions about the adult L3 offer...
More on that later

12

2. Scoring and how funding AEB will be allocated

Nick Linford
Director at Lsect



13

Technical questions & weightings

Technical Question	Weighting	Max Score	Maximum Weighted Score
Question 1 - Delivery plan for the service (Max: 3500 characters)	40%	5	200
Question 2 - Engaging and supporting Learners (Max: 3000 characters)	30%	5	150
Question 3 - Engaging and understanding local area need and responding to national priorities (Max: 3000 characters)	30%	5	150
TOTAL	100%	Maximum Total Technical Weighted Score:	500

Award Threshold


1.6. Potential Contractors should note that they must achieve:

1.6.1. a score equating to at least "Good" (4 or above) for its response to Question 1 in the Technical Submission; and

1.6.2. a score equating to at least "Satisfactory" (3 or above) for its response to both Questions 2 and 3 in the Technical Submission;

for their Tender to be considered compliant and to be eligible for a contract (the "Award Threshold").

2 AEB Procurement Evaluation Methodology Document.docx


 Education & Skills Funding Agency

Adult Education Budget Procurement
Technical Submission: Questionnaire & Response Document

Section Weighting: 100%

IMPORTANT INFORMATION:
Please provide an answer for each question explicitly.
References to answers in other questions/sections will not be considered.
Evaluators will not take into account previous knowledge of your organisation.
Therefore please provide clear evidence and examples of your skills and experience.
Please only upload the information requested and where directed to do so. Any additional documentation will not be evaluated.

Each question has a locked in character count that you will be unable to exceed. In this instance a character is:

- A letter
- A number
- A space
- A carriage return

Please enter the name of the organisation completing this questionnaire in the space below:

Please enter your answer here:
Question 1 Delivery plan for the service.
How do you plan to deliver CDA funded AEB provision to eligible Learners in England that are resident outside of the designated MCA areas under the Greater London Authority area (as set out in the Read me first document) including monitoring quality and outcomes?
Background including:
Point 2 of the Read me first outlines what AEB provision can be delivered as part of this procurement.
Cross Agency Skills Specialism 20 September 2020
Level 3 VET OPM [page 10 page 11](#) [page 12](#) [page 13](#)

7 AEB Procurement Technical Submission Question and Response Document.docx

14

Scoring scale

Score	Description	Criteria
5	Excellent	The response fully and successfully meets the criteria detailed and has provided proposals and plans which demonstrate that they can deliver the programme to an excellent standard and will bring significant added value / benefit to the Authority. Full and relevant evidence is provided to support the response and explain how the Potential Contractor will satisfy the criteria in full and to a high standard.
4	Good	The response fully and successfully meets the criteria detailed. Full and relevant evidence is provided to support the response and explain how the Potential Contractor will satisfy the criteria in full.
3	Satisfactory	The response meets the criteria to a satisfactory standard but may lack some clarity or detail in how the proposed solutions will be achieved. Relevant evidence is provided to support the response. Lack of clarity and any missing evidence or detail is only minor.
2	Poor	The response satisfies only some of the criteria detailed in the question, or the response exhibits some omissions with regard to meeting the criteria detailed, or some evidence is provided to support the response, but this is lacking in sufficient detail in one or more areas.
1	Very Poor	The response clearly fails to meet a number of criteria detailed in the question, or the response exhibits clear and significant omissions with regard to meeting the criteria detailed, or inadequate or no supporting evidence has been provided to support the response.
0	Unacceptable	The Potential Contractor's response is absent or incomplete and/or the Potential Contractor has proposals that are not relevant to the Authority's requirements. The response does not meet the Authority's requirements.

Section 3: Evaluation Methodology

1. Introduction
 - 1.1. This section 3 sets out how the Authority will evaluate and score all Tenders. Please make sure you fully understand the Evaluation Methodology before submitting your Tender.
 - 1.2. Evaluation will take place in the following stages:
 - 1.2.1. Stage 1 – Compliance Checks
 - 1.2.2. Stage 2 – Selection Stage: Evaluation of SSQ submissions completed by Potential Contractors in the online Qualification Envelope
 - 1.2.3. Stage 3 – Award Stage: Evaluation of responses to the Technical Questions submitted by Potential Contractors in the Technical Envelope
 - 1.2.4. Stage 4 – Contract Allocation: Allocation of funding and calculation of awards.
 - 1.2.5. Stage 5 – Contract Award: Award of Contracts to successful Potential Contractors
2. Stage 1: Compliance Checks
 - 2.1. Prior to commencing the evaluation process the Authority will carry out a compliance check of submitted Tenders to ensure that they have been completed and submitted in accordance with this Invitation to Tender.
 - 2.2. As part of these compliance checks, the Authority will carry out the validation checks on the Potential Contractor's submitted Volume and Value; consequently, to ensure that the Potential Contractor has submitted the correct Provider Code and that the Tender Cap has been calculated correctly. Potential Contractors are referred to Section 7 (Tender Caps) of the First and Second Invitations to Tender for further information on the requirements in relation to Tender Caps and paragraphs 7.6 to 7.10 (Read the First and Second Invitations to Tender) that the Authority reserves the right to to that Potential Contractor's Tenders as non-compliant and to exclude them from further evaluation and any potential award where value of the submitted Tender Cap is in excess of that permitted.
 - 2.3. The Potential Contractor must ensure all of the following documents have been submitted in the format shown:

Document	Format
Standard Selection Questionnaire	To be submitted online in Jaggar in the Qualification Envelope
Technical Submission Question and Response Document	Microsoft Word Document - to be submitted online in Jaggar in the Technical Envelope
Volumes and Values spreadsheet	Microsoft Excel Spreadsheet - to be submitted online in Jaggar in the Technical Envelope
Response Document	Microsoft Word Document - to be submitted online in Jaggar in the Technical Envelope
- 2.4. Any files or documents not listed above but submitted as part of the Tender will not be evaluated.
- 2.5. Potential Contractors must also ensure that they have provided the following information in the Technical Envelope in Jaggar:
 - 2.5.1. Provider ID/IDB, and
 - 2.5.2. Areas of Delivery: Potential Contractors are required to select the region or regions

2 AEB Procurement Evaluation Methodology Document.docx

15

Allocations (£66m AEB general and £7m L3 adult offer available)

ESFA ranks based on score

If lots get the same score then they order in blocks

L3 adult offer (£7m) gets allocated first to block 1, then block 2 etc, but if insufficient funds the ESFA will pro-rate funding

Process is then repeated for the AEB general

“this process includes the prioritisation Eligible Tenders in which the Potential Contractor has specified intended delivery of SWAP. This is in reflection of SWAP being a Government priority”

20% of the available funding has been held back to allocate with geographical coverage in mind - again pro-rating where there are insufficient funds

16

3. What can we learn from past ESFA tenders?

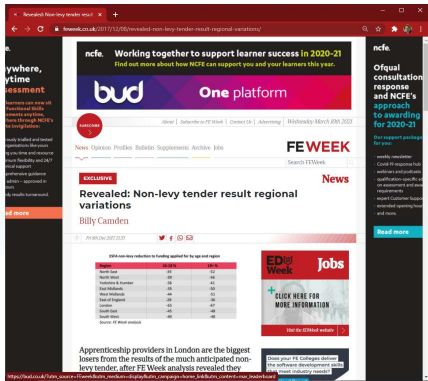
Nick Linford
Director at Lsect

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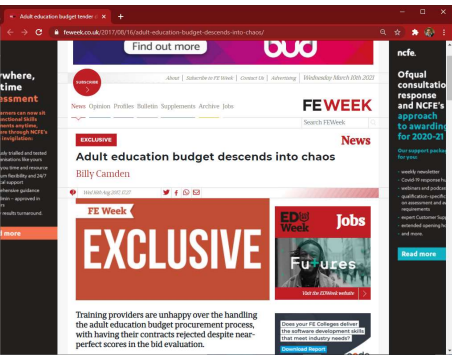
17

Past AEB and apprenticeship tenders

- > Failed bids as questions not answered fully (ESFA scores based on not knowing you and they say the don't cross-reference different answers)
- > ESFA highly likely to pro-rate down to below £150k minimum allocations for many
- I'd expect pro-rating down by at least 50%. Gives you a reason to bid above tender cap



<https://feweek.co.uk/2017/12/08/revealed-non-levy-tender-result-regional-variations/>



<https://feweek.co.uk/2017/08/16/adult-education-budget-descends-into-chaos/>

18

4. Adult level 3 offer (National Skills Fund) - identifying it and £

Nick Linford
Director at Lsect

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19

Level 3 adult offer

Qualifications in new funded offer

Information on new funded qualification offers, which may sit alongside our existing offers for young people and adults.

From: Qualifications in new funded offers
Published: 3 December 2020
Last updated: 23 February 2021, see all updates

Documents

- List of level 2 and level 3 qualifications included in the first value courses for school and college leavers, a one year offer for 16 and 19 year olds
- List of qualifications included in the National Skills Fund - level 3 adult offer**

Details

We have published lists of qualifications that we will fund through new funded offers, which may sit alongside our existing offers for young people and adults.

- high value courses for school and college leavers: a one year offer for 16 and 19 year olds
- National Skills Fund - level 3 adult offer

You can find more information about the [high value courses for school and college leavers offer](#) and the [level 3 adult offer](#).

Published 3 December 2020

Level 3 adult offer

From April 2021, any adult aged 24 and over who wants to achieve their first full level 3 qualification, which is equivalent to an advanced technical certificate or diploma, or 2 full A levels, will be able to access hundreds of fully funded courses.

16 to 23 year olds will continue to be eligible for their first full level 3 via the [adult education bursary](#), and for any additional qualifications made available through this offer.

The level 3 adult offer is part of the Lifetime Skills Guarantee announced by the Prime Minister in September 2020. This offer is a long term commitment to remove the age constraints and financial barrier for adults looking for their first level 3 qualification so that they can access training to enable them to progress.

Courses will be available in a variety of lengths, to support adults to get the skills they need to boost their careers.

Sector subject areas and courses available

The qualifications on offer will deliver a wide range of skills in many jobs and sectors.

The qualifications have been carefully chosen to help adults improve their job prospects. They have good wage outcomes and address skills needs in the economy.

Qualifications will initially be available in:

- engineering
- building and construction
- health and social care
- children and early years
- digital
- business management
- accounting and finance
- public services
- medicine and dentistry
- environmental conservation
- forestry
- agriculture
- horticulture
- mathematics and statistics
- science
- teaching and lecturing
- warehousing and distribution
- manufacturing technologies
- transportation operations and maintenance

We will keep the qualifications list under review to ensure that it responds to changing labour market needs.

Awarding organisations, National Combined Authorities and the Greater London Authority will be able to suggest additions to the list through the [qualifications funding approval](#) process if they meet the criteria.

↑ [Contact us](#)

<https://www.gov.uk/government/publications/qualifications-in-new-funded-offers>

<https://www.gov.uk/guidance/national-skills-fund#level-3-adult-offer>

20

Free level 3 (for those without a full level 3)

From 1
August 2020

19-23 first **full** level 3

From 1
April 2021

19-23 level 3 adult offer
(**includes many non-full quals**)
plus rate increase

From 1
April 2021

24+ level 3 adult offer
(includes non-full quals)
plus rate increase

21

Learner contributions

New in
funding
rules doc v5

Provision	19 to 23-year-olds	24+ unemployed	24+ other
English and maths, up to and including level 2 (Must be delivered as part of the legal entitlement)	Fully funded*	Fully funded*	Fully funded*
Essential Digital Skills Qualifications up to and including level 1	Fully funded*	Fully funded*	Fully funded*
Level 2 (excluding English and maths) (First full level 2 must be delivered as part of the legal entitlement)	Fully funded**= (first and full)	Fully Funded	Co-funded+
Learning to progress to level 2	Fully funded* (up to and including level 1)	Fully funded	Co-funded+
Level 3 legal entitlement (learners first full level 3)	Fully funded**=	N/A	N/A
Level 3 adult offer (learners without a full level 3 or above accessing a qualification on the Level 3 adult offer qualifications list)	Fully funded=	Fully funded	Fully funded
Level 3 (a learner has already achieved a full level 3 or above)	Loan-funded**=	Loan-funded	Loan-funded
Traineeship#	Fully funded (including 16- to 24-year-olds**)	N/A	N/A
English for speakers of other languages (ESOL) learning up to and including level 2	Co-funded+ Fully funded – unemployed	Fully funded	Co-funded+
Learning aims up to and including level 2, where the learner has already achieved a first full level 2, or above	Co-funded+ Fully funded – unemployed	Fully funded	Co-funded+
Learning aims up to and including level 2, where the learner has not achieved a first full level 2, or above	N/A	Fully Funded	Co-funded+

*Must be delivered as one of the English and maths, Digital entitlement and/or first full level 2 or first full level 3 qualifications required as part of the legal entitlements.
 **Must be delivered as entry or level one provision from local flexibility.
 # Excludes flexible element where funding depends on age and level.
 ** 16- to 18-year-old learners must be eligible under the [ESFA's young people's residency requirements](#).
 ** Availability of loans at level 3 does not replace the legal entitlement to full funding for learners aged 19 to 23 undertaking their first full level 3.
 + Low wage flexibility may apply. refer to paragraph 161.
 = One year high value courses for school and college leavers: skills offer for 19-year-olds, may apply refer to paragraphs 166 to 168

22

Funding rates increases (£600 or £150) for Level 3 Adult offer

But is the increase applied to the unweighted or programme weighted rate? I have asked the DfE for an answer

Level 3 Adult Offer

68. For starts from 1 April 2021, we are offering additional funding for [adults on their first level 3 course](#) as defined in the [ESFA funded adult education budget funding rules](#).
69. Within the AEB this applies to learners who were aged 19 or older on 31 August 2020.
70. We will fund this learning like we fund other AEB delivery, with the following exceptions:
- learners eligible for this offer can be fully funded; we have changed the validation rules to allow this, for learners who are not already eligible for full-funding
 - we will increase the rate by £600 for eligible aims in [category code 45](#): National Skills Fund level 3 adult offer rate 1
 - we will increase the rate by £150 for eligible aims in [category code 46](#): National Skills Fund level 3 adult offer rate 2
71. Learners aged 19 to 23 taking their first level 3 course utilising the level 3 adult offer will be funded through your procured or non-procured ESFA adult education budget funding lines.
72. Learners aged 24+ taking their first level 3 course utilising the Level 3 adult offer will be funded through your procured or non-procured COVID-19 Skills Offer funding lines.
73. You should use the Learning Delivery Monitoring (LDM) code 378 (Level 3 Adult offer) in the ILR to indicate your learning aims that are eligible within this offer.

<https://www.gov.uk/government/publications/adult-education-budget-aeb-funding-rates-and-formula-2020-to-2021>

23

Finding cat 45 (£600) and 46 (£150)

Key and Aim Details

Hub: fasst.org.uk/learning%20Aims/Search/Results/Details/Pages/Key and Aim details.aspx?UODID=60172071&ty=2021&SearchOrigin=Basic

HM Government

You are here: Home > Learning Aims > Search results > Details

Advanced Technical Diploma in Health and Care (540)

Level: 3 - Level 3
Learning Aim ref: 60172071
Awarding Org: City & Guilds of London Institute
Teaching year: 2020/2021
Learning Aim type: 6006 - Diploma

Category Ref	Category Description	Parent Category Ref
6	Tech Levels 2017	0
8	Tech Levels 2017 - 3 Year Loan	6
12	Loans length (not Tech Levels 2017/EYE)	0
14	Loans Length - 3 Year (not Tech Levels 2017/EYE)	12
38	Only for Legal Entitlement at Level 3	0
45	National Skills Fund Level 3 Adult Offer rate 1	0
46	National Skills Fund Level 3 Adult Offer rate 2	0

Old LARs

<https://hub.fasst.org.uk/learning%20Aims/pages/default.aspx>

GOV.UK Find a Learning Aim

Advanced Technical Diploma in Health and Care (540)

Reference: 60172071

Academic year: 2020 to 2021

Overview

Funding

Frameworks

Category

Basic skills

LearnDirect class system

Category code	Description	Parent category code	Parent description	Effective from	Effective to
8	Tech Levels 2017 - 3 Year Loan	6	Tech Levels 2017	01 August 2019	31 December 2020
14	Loans length - 3 Year (not Tech Levels 2017/EYE)	12	Loans length (not Tech Levels 2017/EYE)	01 August 2019	31 July 2020
6	Tech Levels 2017	0	N/A	01 August 2019	31 December 2020
12	Loans length (not Tech Levels 2017/EYE)	0	N/A	01 August 2019	31 July 2020
38	Only for Legal Entitlement at Level 3	0	N/A	01 August 2019	31 December 2020
45	National Skills Fund Level 3 Adult Offer rate 1	0	N/A	01 April 2021	31 December 2020
46	National Skills Fund Level 3 Adult Offer rate 2	0	N/A	01 April 2021	31 December 2020

New LARs

<https://findalearningaimbeta.fasst.org.uk/>

24

I've linked the DfE spreadsheet with LARs database to assign correct base rate increase (£600 or £150)

Waiting for DfE to confirm it should be added to the weighted base rate

Aim	Qualification title	AO	Level	SSA T2	Qual type	Approval start date	Approval end date	Date added	Funding Cat in LARs	GUH	Unweigh ted rate	PW	PW	Weighted rate	Category Ref	level 3 adult offer extra	Total Unweigh ted weighting
60312148	SFI Awards Level 3 Diploma in	SFI Awards	Level 3	Public services	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	60	£300	A	1	£300	46	£150	460
60303045	TQAK Level 3 Certificate in	Training Qualifications UK Ltd	Level 3	Health and social care	Other Vocational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	ESP	65	£300	B	1.12	£336	46	£150	486
60302507	OCN Level 3 Certificate in Peer Support Worker - Theory and	Open College Network Northern Ireland	Level 3	Health and social care	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	ESP	80	£450	B	1.12	£504	46	£150	554
60097361	VTCT Level 3 Certificate in Assessing Vocational	VTCT	Level 3	Teaching and lecturing	Other Vocational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	84	£724	B	1.12	£811	46	£150	591
60110794	City & Guilds Level 3 Certificate in Assessing Vocational	City and Guilds of London Institute	Level 3	Teaching and lecturing	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	84	£724	B	1.12	£811	46	£150	591
60007394	NOCN Level 3 Certificate in Assessing Vocational	NOCN	Level 3	Teaching and lecturing	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	84	£724	B	1.12	£811	46	£150	591
60064048	Open Awards Level 3 Certificate in Assessing Vocational	Open Awards	Level 3	Teaching and lecturing	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	84	£724	B	1.12	£811	46	£150	591
60127442	Gateway Qualifications Level 3 Certificate in Teaching and Learning (3) Physical Education in	Gateway Qualifications Limited	Level 3	Teaching and lecturing	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	ESP	84	£450	B	1.12	£504	46	£150	604
60059641	City & Guilds Level 3 Diploma in Leadership and Management	City and Guilds of London Institute	Level 3	Business management	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	88	£1,967	A	1	£1,967	46	£150	£2,117
60047395	City & Guilds Level 3 Award in Advanced Welding Skills	City and Guilds of London Institute	Level 3	Engineering	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	90	£600	C	1.3	£780	46	£150	£930
60302609	City & Guilds Level 3 Certificate in Supporting Homeless People	Chartered Institute of Housing	Level 3	Public services	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	ESP	105	£724	A	1	£724	46	£150	£874
60155899	City & Guilds Level 3 Diploma in Leadership and Management	City and Guilds of London Institute	Level 3	Business management	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	115	£1,967	A	1	£1,967	46	£150	£2,117
60130634	Practice for the Construction and	Innovate Awarding	Level 3	Health and social care	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	116	£1,967	B	1.12	£2,203	46	£150	£3,379
60090613	IFV Level 3 Certificate in Business Rates	Institute of Revenue Rating and Valuation	Level 3	Public services	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	ESP	120	£724	A	1	£724	46	£150	£874
60304946	VTCT Level 3 Diploma in Financial Trading	VTCT	Level 3	Accounting and finance	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	122	£724	A	1	£724	46	£150	£874
60100771	SFI Awards Level 3 Professional Certificate in Early Interventions	SFI Awards	Level 3	Public services	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	122	£724	A	1	£724	46	£150	£874
60181291	City & Guilds Level 3 Certificate in Commercial Fleet Vehicle Management	City and Guilds of London Institute	Level 3	Transportation operations and maintenance	Occupational Qualification	01-Apr-21	31-Jul-21	09-Dec-20	ESP	140	£724	C	1.3	£941	46	£150	£1,091
60101171	NCFE CACHE Level 3 Certificate in the Principles of End of Life Care	NCFE	Level 3	Health and social care	Vocationally-Related Qualification	01-Apr-21	31-Jul-21	09-Dec-20	Matrix	141	£724	B	1.12	£811	46	£150	£961

My spreadsheet is included as a tab in my AEB tender calculator

25

5. Statutory entitlements - identifying it and £

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Entitlements = fully funded

ESFA funded AEB includes support for 4 legal entitlements to full funding for eligible adult learners.

These entitlements are set out in the [Apprenticeships, Skills and Children Learning Act 2009](#), and enable eligible learners to be fully funded for the following qualifications:

- English and maths, up to and including level 2, for individuals aged 19 and over, who have not previously attained a GCSE grade 4 (C), or higher, and/or
- first full qualification at level 2 for individuals aged 19 to 23, and/or
- first full qualification at level 3 for individuals aged 19 to 23
- Essential digital skills qualifications, up to and including level 1, for individuals aged 19 and over, who have digital skills assessed at below level 1

“If an individual meets the legal entitlement eligibility criteria, you must not charge them any course fees.”

27

New digital quals

Digital entitlement for those aged 19 or older

195. We will fully fund individuals, including individuals who are employed, aged 19 or older, assessed at below level 1, as part of their legal entitlement on the day they start the following qualification: Essential Digital Skills qualification (EDSQ up to and including level 1).

196. We will fully fund non-regulated learning for learners, including those assessed at pre-entry level with significant learning difficulties and/or disabilities as part of a personalised learning programme, where assessment has identified the learner cannot undertake provision identified in paragraph 195.

197. You must:

- 197.1. carry out an initial assessment using current assessment tools based on the national standards for essential digital skills
- 197.2. carry out an appropriate diagnostic assessment to inform and structure a learner's learner file to use as a basis for a programme of study
- 197.3. enrol the learner on a level above that at which they were assessed and be able to provide evidence of this
- 197.4. deliver ongoing assessment to support learning
- 197.5. record the evidence of all assessment outcomes in the evidence pack

198. The assessments must place a learner's current skills levels within the level descriptors used for the RQF.

Evaluation progress

The status, as at 2 February 2021, of each of the qualifications that awarding organisations have notified Ofqual they are developing is as follows.

Organisation	Entry Level	Level 1
Ascentia	5	5
BOS: for life (20200812)	3	3
BOS: for work (20200812)	5	5
Gateway	5	5
NOPE	5	5
NOON	3	3
ODN London: daily life (20200812)	5	5
ODN London: work life (20200812)	3	3
OCR	Submissions withdrawn. Submissions withdrawn.	
Pearson	5	5
The Learning Machine	5	5

Key

1. Awarding organisation is yet to submit materials to Ofqual for technical evaluation
2. Currently undergoing technical evaluation by Ofqual
3. Has been through technical evaluation by Ofqual and is back with awarding organisation
4. Resubmitted to Ofqual and undergoing technical evaluation
5. Has completed Ofqual process of technical evaluation

We will update this table on a weekly basis, so that centres have a clearer idea about when they can expect to receive final versions of materials from awarding organisations.

<https://www.gov.uk/government/publications/digital-qualifications-evaluation-progress/essential-digital-skills-qualifications-progress-so-far>

28

Legal entitlement eligible qualifications

New website

Spreadsheet download

<https://www.qualifications.education.gov.uk/Home/Downloads>

But still sends you to LARS

<https://www.qualifications.education.gov.uk/Search>

29

Legal entitlement eligible qualifications

Old LARS

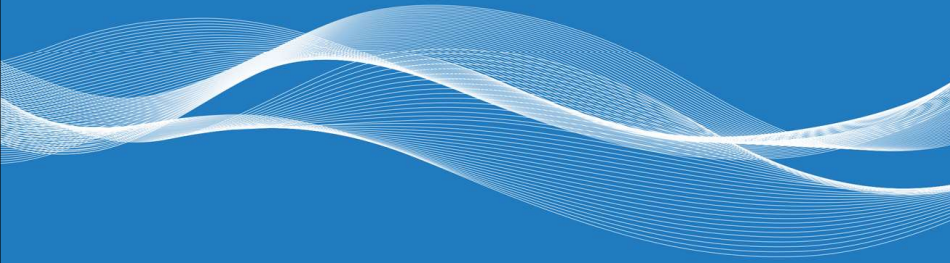
<https://hub.fasst.org.uk/learning%20aims/pages/default.aspx>

New LARS

<https://findlearningaimbeta.fasst.org.uk/>

30

6. Local flexibility - identifying it and £



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31

Local flexibility

ESFA funded AEB also supports delivery of flexible tailored provision for adults, including qualifications and components of these **and/or** non-regulated learning, up to level 2 – we call this 'local flexibility'.

Local flexibility provision either is fully or co-funded, depending on the learner's age, prior attainment and circumstances. Please refer to the ['level of government contribution'](#) table on page 36 and 159 to 213 for learner eligibility. Where appropriate for the learner, you can deliver local flexibility provision alongside a legal entitlement qualification.

“Learners aged 19 to 23 progressing towards their first full level 2, must undertake learning at entry and/or level 1 only from local flexibility”

32

Local flexibility

Two types of local flexibility:

1. Qualifications and components/units

learning aim must be in the 'Local Flexibility' category (40). Old Lars

Category:

- Loans length (not Tech Levels 2017/EYE)
- Local Enterprise Partnership Initiatives
- Local Flexibility**
- Only for Legal Entitlement at Level 3

2. Non-regulated

learning aims must be Category A (23)

E.g. Z0001543 for "Non regulated Adult skills formula funded provision, Entry Level, Preparation for Work, 101 to 196 hrs, PW A"

Or Category B for English, ESOL and maths

Old Lars

Category:

- All Class Code Categories
- Class Code Category A: Non Regulated Prov**
- Class Code Category B: Non Regulated Eng
- Class Code Category C: NQF Units of Adult

33

Local flexibility examples

(10 credit) Award in Hospitality Skills (RQF)
Reference: 601644-4-4-4

Academic year: 2020 to 2021

Category codes

Category code	Description	Parent category code	Parent description	Effective from	Effective to
40	Local Flexibility	0	N/A	01 August 2016	31 December 2020

Non regulated Adult skills formula funded provision, Entry Level, Accounting and Finance, 13 to 20 hrs, PW A
Reference: Z0003527

Academic year: 2020 to 2021

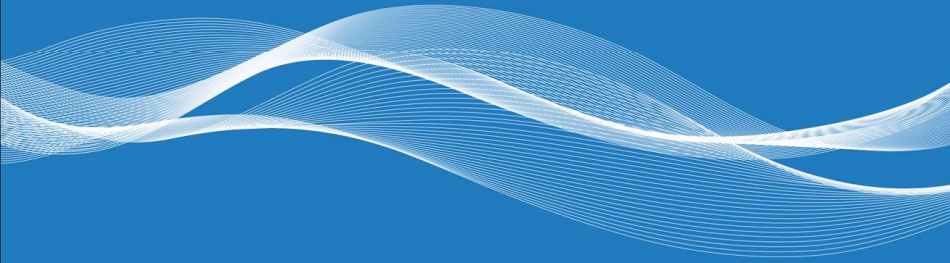
Category codes

Category code	Description	Parent category code	Parent description	Effective from	Effective to
23	Class Code Category A: Non Regulated Provision (SFA Formula Funded)	3	All Class Code Categories	01 August 2014	31 December 2020
3	All Class Code Categories	0	N/A	01 August 2014	31 December 2020

<https://findlearningaimbeta.fasst.org.uk/>

34

7. Sector-based work academy programmes - identifying it and £



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SWAPs

High DWP
priority
with rapid
growth
plans (jointly
run with DfE)

Sector-based Work Academy Programme (SWAP)

The Sector-based Work Academy Programme (SWAP) is designed to help Jobcentre Plus claimants build confidence to improve their job prospects and enhance their CV, whilst helping employers in sectors with current local vacancies to fill them. SWAP can last up to 6 weeks and has 3 main components:

- pre-employment training
- work experience placement
- a guaranteed job interview

The scheme runs in England (and Scotland). Participants remain on benefits throughout their placement.

Only the pre-employment training element in England can be funded through AEB local flexibility, and normally lasts 2-3 weeks. Jobcentre Plus fund the other components and will pay any travel and childcare costs whilst claimants are on the work experience placement.

FE providers are part of the SWAP local design process and are informed when to expect referrals and how many.

164. You must record in the evidence pack that you have seen the claimant's SWAP referral notification issued by Jobcentre Plus setting out start date and times for their ESFA AEB funded pre-employment training.

165. To claim full funding for claimants referred to SWAP pre-employment training you must use LDM code 375 and complete the **Benefit Status Indicator (BSI)** to identify the claimant is in receipt of Jobseeker's Allowance (BSI 1), Universal Credit (BSI 4), or Employment and Support Allowance (all categories) (BSI 5).

<https://www.gov.uk/guidance/adult-education-budget-aeb-funding-rules-2020-to-2021>

36

8. Key aspects of national AEB funding eligibility and evidence (rules)


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37

Funding rules

“This document forms part of the terms and conditions of funding and you must read them in conjunction with your funding agreement. You must operate within the terms and conditions of the funding agreement, these rules, and the Individualised Learner Record (ILR) specification. If you do not, you are in breach of your funding agreement with us.”


Education and Skills
Funding Agency

**ESFA funded adult education budget (AEB):
funding and performance
management rules 2020 to
2021**

For the 2020 to 2021 funding year (1 August 2020 to 31 July 2021)
This document sets out the funding and performance management rules that apply to all providers of education and training who receive AEB funding from the Education and Skills Funding Agency

Version 5 - January 2021

1

<https://www.gov.uk/guidance/adult-education-budget-aeb-funding-rules-2020-to-2021>

38

Residency eligibility

Residency eligibility	14
Non-EEA citizens	15
Individuals with certain types of immigration status and their family members	15
Asylum seekers	16
Family members of EU and EEA nationals	16
Children of Turkish workers	17
Persons granted stateless leave	17
Individuals who are not eligible for funding	18

ESFA funded adult education budget (AEB): funding and performance management rules 2020 to 2021

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Version 5 - January 2021

<https://www.gov.uk/guidance/adult-education-budget-aeb-funding-rules-2020-to-2021>

Identify an eligibility lead at the provider to make the final decision and liaise with Home Office where needed

39

Evidence requirements

Evidence Pack	31
Confirmation and signatures	32
Starting, participating and achieving	32
Leaving learning	33
Individualised learner record (ILR)	33
Self-declarations by learners	33

ESFA funded adult education budget (AEB): funding and performance management rules 2020 to 2021

For the 2020 to 2021 funding year (1 August 2020 to 31 July 2021)

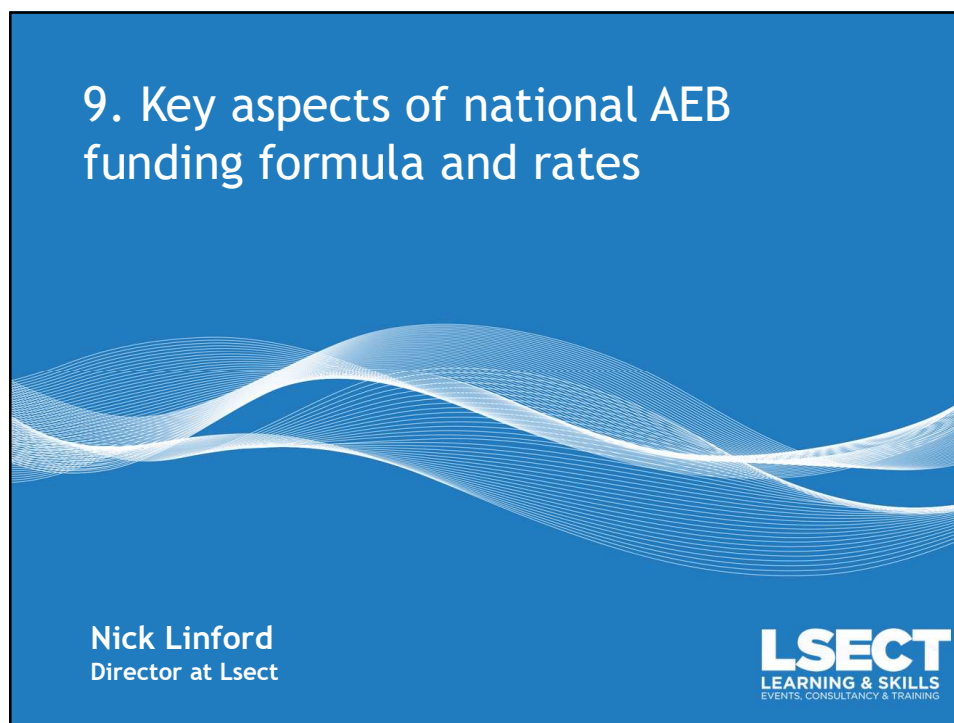
This document sets out the funding and performance management rules that apply to all providers of education and training who receive AEB funding from the Education and Skills Funding Agency

Version 5 - January 2021

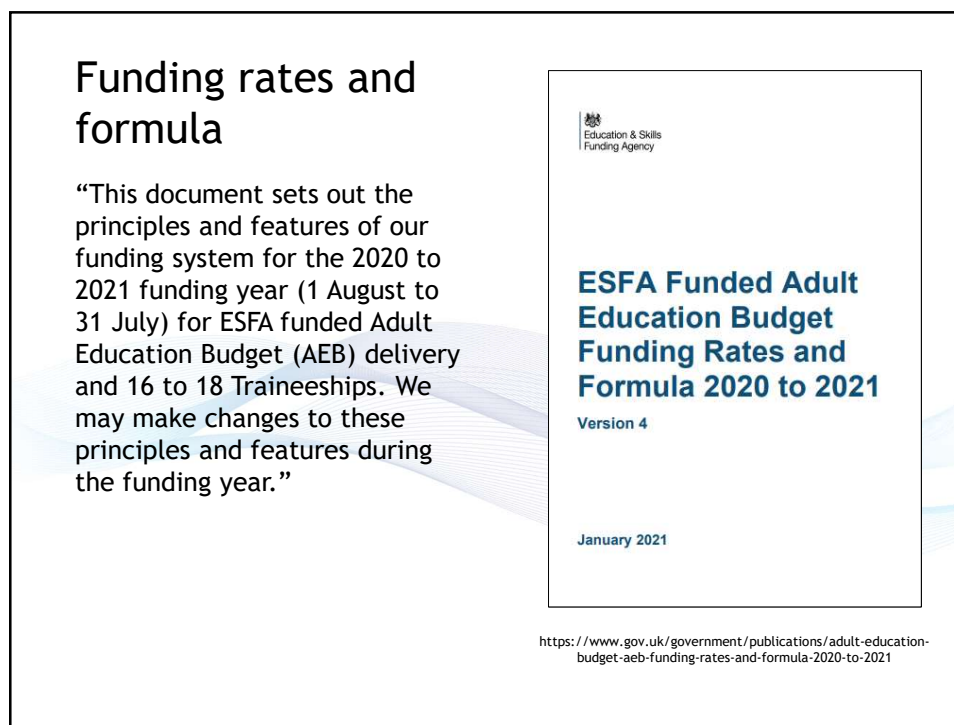
<https://www.gov.uk/guidance/adult-education-budget-aeb-funding-rules-2020-to-2021>

“The evidence pack must contain evidence to support the funding claimed and must be available to us if we need it.”

40



41



42

AEB fully funded formula

The base rate and programme weighting form part of a larger formula

$$\begin{array}{ccccccc}
 \boxed{\text{BR}} & \times & \boxed{\text{PW}} & \times & \boxed{\text{DU}} & \times & \boxed{\text{ACU}} = \text{Funding} \\
 \text{Base rate} & & \text{Programme} & & \text{Disadvantage} & & \text{Area cost} \\
 & & \text{weighting} & & \text{uplift} & & \text{uplift}
 \end{array}$$

PW = Set for each aim based on the Sector Subject Area assigned to the aim. They are A (1), B (1.12), C (1.3), D (1.6) and E (1.72)

DU = Based on learner's home postcode. If in one of the 27% most deprived areas (based on IMD 2015 in 20/21) then the DU is between 1.084 and 1.336

ACU = Based on delivery location, this is a South East weighting which rises the closer the delivery to central London (1.2 max)

43

The base rate for the relevant learning aim comes via single activity matrix (SAM)

Funding bands - hours	Type	Base rate (1 PW)	Low rate (1.12 PW)	Medium rate (1.3 PW)	High rate (1.6 PW)	Specialist rate (1.72)*
Up to 2	Very small	£14	£16	£18	£22	£24
3 to 4		£21	£24	£27	£27	£36
5 to 6		£35	£39	£46	£46	£60
7 to 12	Small	£50	£56	£65	£80	£86
13 to 20		£100	£112	£130	£160	£172
21 to 44		£150	£168	£195	£240	£258
45 to 68	Medium	£300	£336	£390	£480	£516
69 to 92		£450	£504	£585	£720	£774
93 to 100		£600	£672	£780	£960	£1,032
101 to 196	Large	£724	£811	£941	£1,159	£1,246
197 to 292		£1,265	£1,417	£1,645	£2,025	£2,176
293 to 388		£1,987	£2,225	£2,583	£3,179	£3,417
389 to 580	Very large	£2,573	£2,882	£3,345	£4,117	£4,425
581 to 1060		£4,170	£4,670	£5,421	£6,671	£7,172
1061 or more		£6,602	£7,395	£8,583	£10,564	£11,356

44

Other funding rates

Qualification type	PW A Base (unweighted)	PW B Low	PW C Medium	PW D High	PW E or G Specialist ²
GCE AS-level	£724	£811	£941	£1,159	-
GCE A-level	£1,987	£2,225	£2,583	£3,179	-
GCSE	£724	£811	£941	£1,159	-
GCSE short course	£300	£336	£390	£480	-
Functional skills in English	£724	-	-	-	-
Functional skills in entry level maths	-	-	£941	-	-
Functional skills in IT	-	£336	-	-	-
Access to Higher Education	£3,022	£3,384	£3,928	£4,835	£5,197

BUT ALWAYS CHECK LARS

Annual funding cap of £4,400 for each learner each year, before weightings

Learning Support a fixed monthly rate of £150

45

AEB co-funded formula

Funding is reduced by half the unweighted base rate

$$\left[\text{BR} \times \text{PW} \times \text{DU} \times \text{ACU} \right] - \left[\text{BR} \times 0.5 \right] = \text{stack of coins}$$

The co-funded amount deducted from funding is half the value listed for that learning aim on LARS

So if you choose to set fees on this level, it is the same for that base rate for all learners across England

46

Qualifying period for funding

An learning aim will only be counted if it is funded, and will only be funded if it is eligible AND passes the qualifying period

The length of the learning aim is defined by the calendar days (including weeks) between the start date and the end date in the ILR

Length of learning aim	Qualifying period
168 days (24 weeks)	42 days (6 weeks)
14 to 167 days (2 - 24 weeks)	14 days (2 weeks)
Fewer than 14 days (under 2 weeks)	1 day (1 attendance)

If a learning aim has an actual end date before the qualifying period and is an early completer then the aim is counted and all of the funding is earned

If a learning aim has an actual end date before the qualifying period and is not completed then the aim is not counted and no funding is earned

47

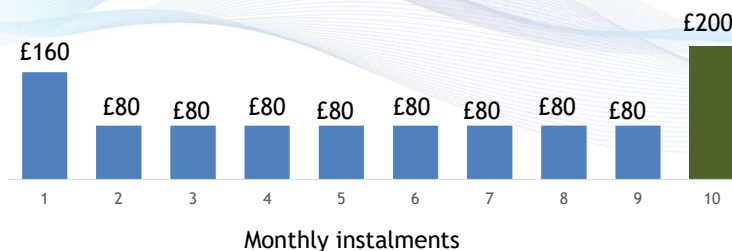
Monthly funding instalments

Funding for each learning aim is paid in monthly instalments according to the start and end dates in the ILR, based on a standard formula

On programme payments are 80% of the weighted co- or full-funding and paid monthly (with double in month one). This is paid for the months before their actual end date.

Achievement payment for remaining 20% paid in the month of the actual end date where the aim is fully achieved

For example, a 9 month learning aim with weighted funding of £1000 would be paid across 10 instalments as follows:



48

10. Completing the tender volumes and values spreadsheet

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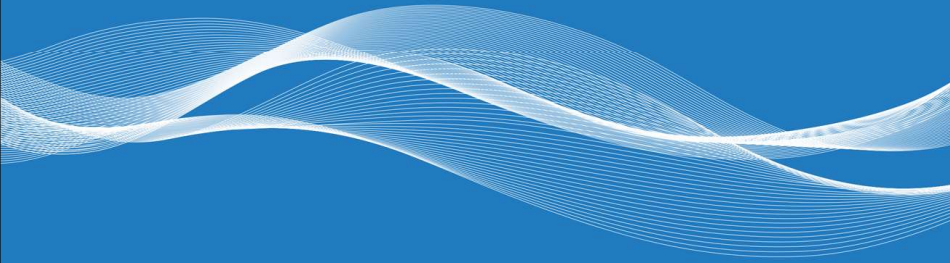
Here is
v2 in all
it's glory

Let's
take a
closer
look...

[illegible]

50

11. Using Nick's AEB tender calculator for profiling funding



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51

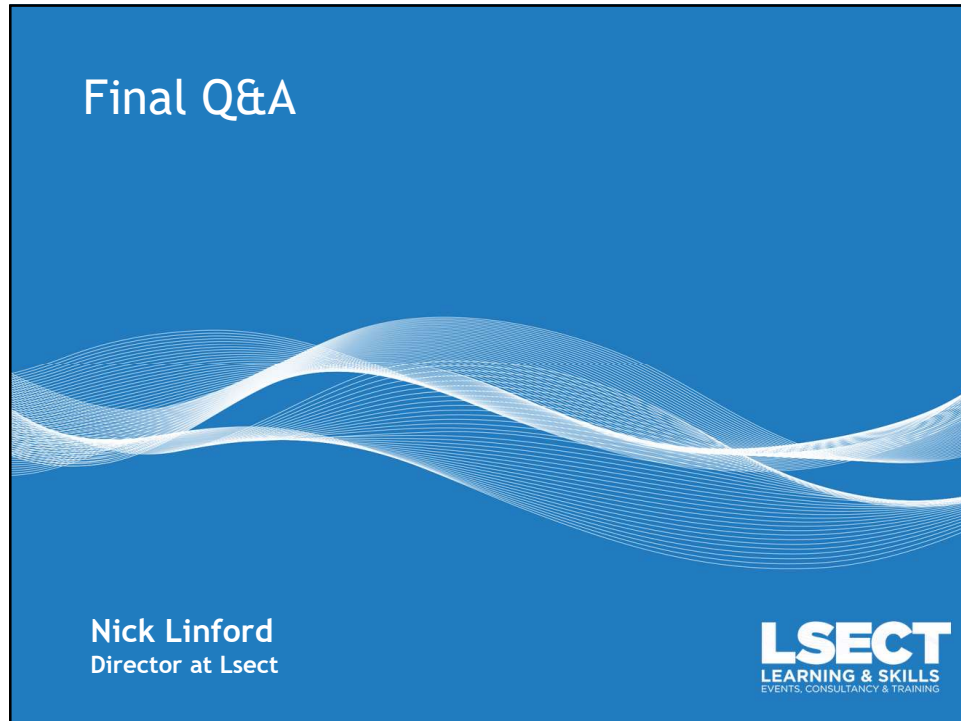
Outstanding questions with DfE. Answers needed before calculator completion

For the level 3 adult offer, which “rate” is the £150 and £600 “uplift” added to? The unweighted or weighted?

For the level 3 adult offer, should 19 to 23-year-olds be included in the volumes and values spreadsheet?

Once these are resolved I'll finalise the calculator, send it to you with a video of how to complete it. I don't want you having multiple versions.

52



53