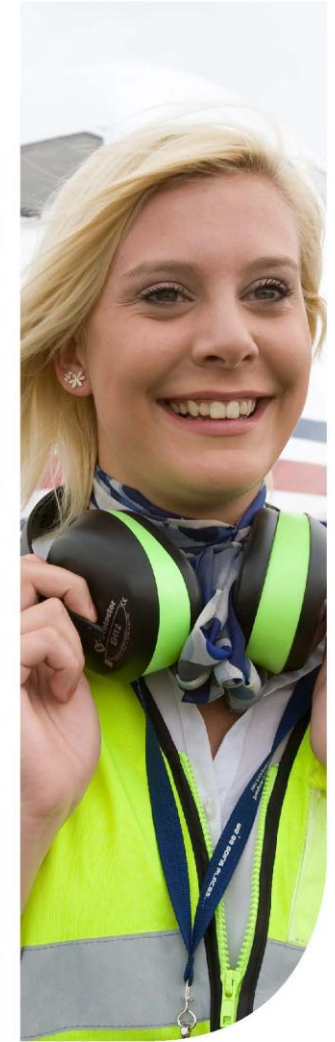
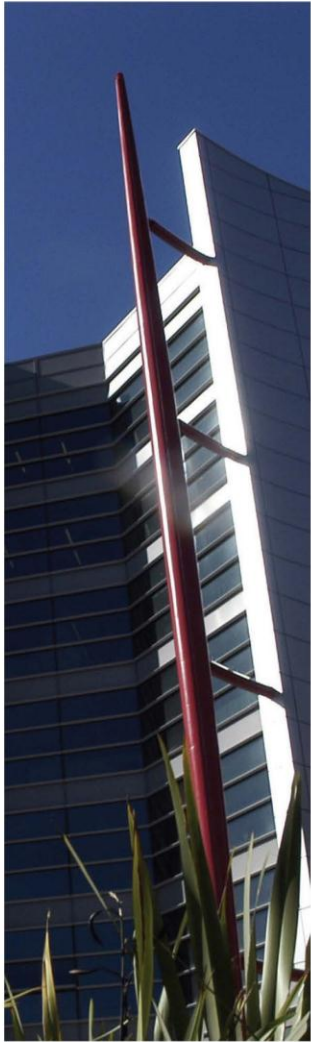


The Business Development Team at South Essex College

Vision for Employer Engagement 2011/12



The Business Development Team at South Essex College

Vision for Employer Engagement 2011-12

Welcome and introduction

This plan is for the period August 2011 to July 2012 and focuses on the key actions that we believe at South Essex College will ensure that we deliver our vision to 'provide outstanding education and skills training to create excellent opportunities for the people and employers of South Essex, in line with the key messages that we are receiving from yourselves and local and national government.

The Business Development Team at South Essex College

The Business Development Team holds the Training Quality Standard on behalf of South Essex College, an award that recognizes quality in employer engagement, which is soon to become the 'Training Excellence Award'

Key Objectives of the Business Development Team 2011/12

- *To provide high quality training to employers across Essex*
- *To increase participation on work based training programmes*
- *To work with employers, sector skills councils and other stakeholders to provide training which meets local needs*
- *To provide a highly efficient and responsive service to employers*
- *To work with the unemployed through a relationship with Jobcentre Plus to help these members of our community back into work*

Who are we?

The Business Development Team is made up of staff with relevant and current industry experience. This team is different from the other teams at South Essex College as it has been developed solely with the objective of working with employers and their staff, and more recently new client groups such as those seeking training and employment, whether as apprentices or those wishing to return to work having been made redundant. Below you will see a table with details of where the Business Development Team is based across Basildon, Southend and Thurrock but in reality, we do much of our work in the business premises of our clients. We can deliver training to your staff on your premises (subject to resource requirements) to save you precious working hours. Just contact us to find out how.

Where are we?

Area	Venues
<u>Basildon</u>	The Basildon Campus, Nethermayne The Eastgate Centre, Management Suite
<u>Southend</u>	The Southend Campus, Luker Road Maitland House, off Southend High Street Princess Caroline House, Southend High Street
<u>Thurrock</u>	Thurrock Learning Campus, Grays Town Centre

What training can we offer?

<u>Industry Sector/subject</u>	<u>What is available? *</u>
Health and Social Care	Apprenticeships, NVQ Health and Social Care Levels 2 & 3, Community and Society Leadership and Management in Care Services NVQ level 4, Dementia Care training,
Children's Care Learning and Development	NVQs level 2, 3, and 4 CCLD
Supporting Teaching and Learning	Apprenticeships and Diplomas
Retailing and wholesaling	Apprenticeships, Mary Portas Workshops, Retail Works, Customer Service, Exceptional Retail

	Selling Skills, Managing your own Team for increased sales
Hospitality and Catering	Apprenticeships, CIEH Awards in Food Safety in Catering, Certificate in Alcohol Awareness, Conflict Management, Conflict Management, Licensed Premises, Conflict Resolution and Personal Safety, National Certificate for Designated Premises Supervisors, NVQ s in Front Office, Housekeeping, Drink Service, Food and Drink Service, Food Processing and Cooking, Professional Cookery, Multi-skilled Hospitality Services
Logistics	Apprenticeships, Forklift Truck Instructors Course, ADR Driver Training, Certificate in Professional Competence in National Road Haulage, NVQ in Plant Operations, NVQ in Warehousing and Storage, NVQ in Carrying and Delivering Goods
Engineering	Apprenticeships in Electrical and Mechanical Engineering, 17 th Edition Electrical Installation, NVQ Performing Engineering Operations, NVQ Engineering Maintenance,
Construction	Apprenticeships
Financial Services, accounting and book keeping	AAT Apprenticeships Levels 2 - 4, EWC short courses, Diploma for Financial Advisers, Sage Accounts,
Creative and Cultural Skills	Apprenticeships in Technical Theatre, Community Arts Management and Digital Media (<i>in development</i>) & EWC short courses
Business Administration	Apprenticeships in Business Administration and EWC short courses, NVQs in Contact Centre Operations, NVQs in Telesales,
Management training and Team Leading	Apprenticeships in Management, CMI Professional qualifications, NVQs, CIPD professional qualifications, A1 and V1 Awards, NVQ Level 2 in Team Leading, NVQ Level 3 in First Line Management
Security	Apprenticeships in Security, National Certificate for Personal License Holders, National Certificate for Door Supervisors, National Certificate for Licensees – Drugs Awareness, NVQs in Security Management and Providing Security Services, Level 2 Certificate for Event Stewarding
Customer Service	Apprenticeships, NVQs, EWC short courses
ICT	EWC short courses, CompTIA A+ , ITQ, ECDL
First Aid & Health and Safety	St John Ambulance First Aid Courses, CIEH COSH, CIEH Health and Safety, CIEH Manual Handling, Risk Assessment Principles.

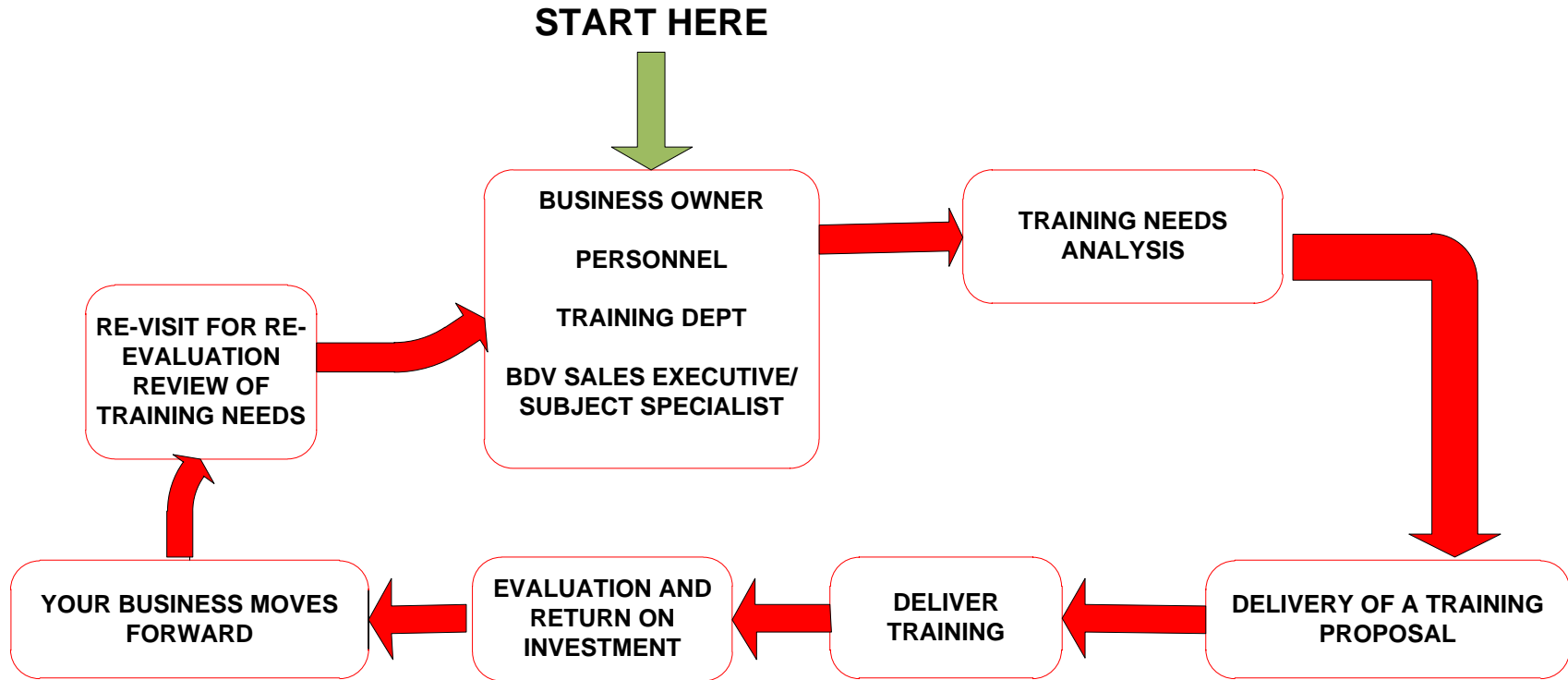
****Please note some of this training can draw down funding but some will be offered as full-cost;***

What are the advantages of working with us?

- Because we are a public sector organization, we put back into our College any money that we make over and above our outgoings each year – investing in new courses and new equipment for our learners;
- The Business Development Team is part of a College that is now the largest in the Eastern Region of England with significant resources;
- The College has been graded by Ofsted as ‘Good’ with some outstanding features, including our Employer Engagement work;
- Because we are a large organization, we are given funding from Government bodies to support our learners;
- We can also charge very reasonable fees for our full cost courses for employers where no funding is available;
- We manage the NOVA Partnership for Apprenticeships and Skills which offers a very large range of Apprenticeships – the Business Development Team itself offers over 30 Apprenticeship pathways;
- We are able to attract funding from other sources to support groups of learners who might otherwise have to go without training opportunities.
- Because of the size of our Business Development Team we can design bespoke training packages for employers at affordable rates;

How do we work with you? (See Employer Journey diagram)

EMPLOYER JOURNEY



WORK BASED/ON-SITE
COLLEGE BASED
BLENDED
BESPOKE
ON-LINE
FLEXIBLE
TAILORED
½ DAY – 2 YEARS

Our commitments as a College serving the areas of Basildon, Southend and Thurrock

- To support the training and development needs of communities along the Thames Gateway South Essex
- To deliver new courses to support the key industry sectors of Engineering, Construction, Logistics, Financial Services, Hospitality, Retail and Health and Social Care
- To introduce new Apprenticeship programmes where they are needed
- To introduce a range of short, inexpensive courses for individuals and businesses via our Evening and Weekend College brand
- If we can't help you we will find someone who can
- To offer you the services of a delivery team of subject sector specialists who have all worked in industry before entering the education sector
- To offer qualifications and training programmes that are fit for purpose and appropriate to industry needs
- To provide well planned and well delivered training programmes
- To provide a single point of contact for employers
- To provide a quick response to an enquiry
- To Refer you onwards to one of our partners if we cannot help you
- To ensure access to funding when available for Apprenticeships and for those currently unemployed and needing to re-skill
- To provide competitively priced short, training packages that can be modified for your use and delivered on your premises
- To complete a Training Needs Analysis and then to produce a Training Development Plan for your business if you choose to work with us
- To provide an Information, Advice and Guidance Service for your staff when on a training programme
- To provide you with regular updates on the progress of your staff members
- To seek out and act on your views of our service to you

Who do we work with?

- Southend Borough Council, Thurrock Council, Essex County Council, Rochford and Castle Point District Council and Basildon District Council
- Essex Chambers of Commerce
- The Federation of Small Businesses
- Lakeside Shopping Centre, Eastgate Shopping Centre, The Victorias Shopping Centre and the Royals Shopping Centre
- The Port of Tilbury
- The University of Essex and the University of East London
- The National Skills Academies of Retail, Creative and Cultural Skills, Financial Services, and Enterprise and Logistics
- Partners from the NOVA Partnership
- Jobcentre Plus
- The Skills Funding Agency
- The National Apprenticeship Service
- Southend Town Centre Partnership

How do we intend to improve things during 2011/12?

- Further improve success rates on all provision delivered to employers by the BDV Team so that all of our clients can be confident of success
- Increase the number of enrolments of learners onto programmes delivered by the BDV Team so that we are helping to up skill the local workforce
- Respond to the national, regional and local skill needs and priorities so that we are supporting the local economy
- Raise levels of employer satisfaction with services offered so that we are your first choice for training
- The Business Development Team to have a presence across all three campuses to reduce travel times for clients
- Diversify sources of income and funding for the BDV Team to support our clients

What funding support is available to businesses?

All in business will know that public funds are not available for training in the same way that they were. Funding for adults has been cut dramatically from two years ago. The Government is targeting funding towards 16 – 18 year olds who wish to undertake and apprenticeship and that same age group that are not in education, employment or training (NEETs). Please contact us directly to find out if there is any support for your business and sector.

How else does South Essex College engage with employers?

Other departments of South Essex College do work with employers in the following ways:

Work Experience - Strong links with local industry have been built up by the Academic Faculties of the College whereby some learners studying on full-time vocational programmes spend part of their course of study out in the workplace.

Industry links - Each year learners engage in project briefs sponsored by local companies. A very recent example is the work undertaken on a live brief with the multimedia company NBC Universal where students had to create a marketing campaign that would be effective across the mass media.

We are always looking for representatives from the business world to share their experiences with our learners either as guest speakers or as Enterprise Ambassadors as well as businesses who are willing to offer work placements to our learners.

Most importantly we are now looking for employers who might want to take on an Apprentice – If you think that this might be you please contact the Business Development Team on: business@southessex.ac.uk; 0845 5212345