

Business Development Successes & Achievements 2011-2012

Full cost & Bespoke

- Comet Princes Trust learners over achieved on sales targets.
- 2 Retail princes trust cohorts (March, September).
 - 20 learners - 15 got employment outcomes.
- National retail learner of the year.
- Repeat business on IT user bespoke provision.
 - Guinness Trust, Smurfitt Kappa.
- Launch of Level 5 provision.
- Royal Mail - developing relationship as one of their lead local providers.
- Proposed expansion of Princes Trust provision.
- First completion of QCF L2 and L3 Awards and preparing to work in adult social care.
- Graduation of Level 4 learners.

Job Centre Plus (JCP)

- Setting up first sector based work academy.
 - Matalan - JCP successes - outstanding job outcome results.
- Launched JCP delivery with single QCF units.
 - First IT cohort- good level of success, led to expansion of provision at Eastgate Training Centre with centre opening on an additional day.
- System set up for interviewing and collating waiting list across 3 campuses.
- Facilitated launch of ESOL sessions at TLC for JCP candidates.
- 200 people on JCP waiting list.

Apprenticeships

- Growth in apprenticeship numbers.
 - Retail, H&SC, AAT, Business Administration - including: significant recruitment of apprentices e.g. H&SC.
- Nomination for apprentice of the year.
- Employment of apprentices within BDV team.

Adult funded

- Maintenance of excellent TUC relationship.
- Growth and implementation of short programmes offering future progression onto higher level programmes - TUC.
- 32 STL cohort - Basildon campus.
- Record number of AAT enrolments.

Other

- Grade 1 observations.
- Excellent learner feedback, e.g. Retail Princes Trust - high levels of satisfaction.
- 8 BDV members of staff graduated at the College graduation.
- Marketing events - EWC at Eastgate.
- NCFE direct claims granted.
- Maintenance of quality with reduced staff.
- Number of the team volunteering at Little Havens.
- Combined efforts of 2 teams met the needs of a local employer who had been let down by another provider.
- Restructured Business Support team which is "fit for purpose".