

**EUROPEAN SOCIAL FUND PROGRAMME  
2007-2013**

***LOCAL SPECIFICATION***

**EAST MIDLANDS**

**DERBYSHIRE DISTRICT  
(Derbyshire High Peak, Central and South)**

**REF NO: EM05**

**TITLE: FLEXIBLE ROUTEWAY  
PROVISION**



**European Union  
European Social Fund**  
Investing in jobs and skills

**DWP** Department for  
Work and Pensions

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## 1. Introduction

The Outreach Flexible Routeway provision will address the needs of those customers who face barriers to work, real and perceived, who are subsequently disadvantaged in the labour market. The provision must inspire and empower customers to achieve their potential by identifying and providing the skills to find sustainable work

This Annex sets out the criteria for the provision to be delivered through ESF in the Derbyshire Jobcentre Plus District. Prospective bidders will be required to submit full and detailed proposals, meeting the specific criteria below.

DWP is looking to award **1 Prime Contract** to deliver in the following geographical area of Derbyshire district.

- **Derbyshire High Peak, Central and South** - (Local Authority areas of High Peak, Derbyshire Dales, Amber Valley, Erewash and South Derbyshire).
- Although one organisation will be required to lead the contract, it is not expected that one organisation will be the sole deliverer of the provision covering the entire area. The successful provider will have to directly deliver some elements of the training. To meet the requirements of this specification, the successful provider will be expected to demonstrate links they would create with local organisations, with particular focus on the Third Sector, Jobcentre Plus and the organisations contracted to the Learning and Skills Council to deliver “Skills for Jobs”. Full details of any partnerships/consortiums/sub-contracting arrangements will need to be fully explained in the tender. The bidder must provide letters of support from local organisations involved in the worklessness agenda in each Local Authority

## 2. Aim of Provision

DWP in the East Midlands will deliver in ESF Priority 1(See Paragraph 5 of the Specification for England Document) under the following action area – “Improving employability and skills of the unemployed and economically inactive people (including supporting them, where appropriate, to become self-employed) to enable them to gain, retain and progress into work”.

Activity is targeted at DWP / Jobcentre Plus priority groups, particularly those that are unemployed or economically inactive. The successful provider should deliver individually tailored provision, which provides a full and inclusive range of support in order to move customers into work. It is envisaged that a variety of approaches will be used to achieve this aim, including person-centred support and modular training.

Emphasis should be placed on delivery through outreach workers working within Multi Agency Employment Teams (Job-maets) in appropriate local centres, focusing on the most disadvantaged and excluded customers and

communities. Innovative and flexible delivery approaches are encouraged, demonstrating effective working with Employment and Skills Boards, Local Strategic Partnerships, local community/neighbourhood/voluntary groups, Making the Connections, health professionals, Children's Centres and other specialist services to engage appropriate clients, thereby presenting a seamless service. Outreach workers will need to be aware of available, suitable employment and provision to move people from welfare to work.

Actions will include measures to ensure early identification of needs including individual action plans and personalised services and/or signposting to:

- Work experience placements/tasters;
- Activities to reconcile work and private life including access to childcare and support for those with other caring responsibilities;
- Activities to prolong working lives by re-engaging inactive older workers;
- Activities to help lone parents and parents enter and make progress at work, addressing the DWP's priority to eradicate child poverty and also reducing inter-generational worklessness in households and/or families;
- Activities to help offenders and ex-offenders enter and make progress at work;
- Soft skills such as building trust, addressing of barriers, confidence building;
- Referral to education route ways;
- Establishing and administering a discretionary fund, where Advisory Discretionary Fund (ADF) or other funding is not applicable, to remove individuals' barriers to work;
- Specialist support to help people with mental health conditions to return to work.

Soft skills, in this context, are the non-technical skills and traits that the individual will need to function in the workplace.

### **3. Design and Content**

Contract is due to start in June 2008 and will be let for 3 years with possible extension for a further 2.

Indicative contract value is expected to be between £0.9m and £1.1m, with the possibility of extending the maximum contract value up to 1.6m

The Indicative volume of clients who will access provision over the life of the contract is in excess of 4,000.

The indicative contract value is intended to support all activity identified in the specification.

#### 4. Definition of Activity Requirements

Through outreach workers the provider will carry out a thorough assessment of each individual and identify the employability skills, attitudes and behaviours that the individual will need to show.

We expect the focus of the provision to include a flexible route-way specifically designed to support an individual customer. The support must comply with benefit regulations and must not impact on the customer's benefit whilst on this programme.

Customers will have a range of needs and require varying levels of support. We would expect there to be a significant proportion requiring intensive assistance.

Each customer must have an initial assessment of need leading to the production of an individual action plan which should be regularly reviewed. This action plan should reflect the local labour market and Jobcentre Plus priorities and have the end goal of sustainable employment.

The individual action plan should address the following elements as required:

- **Job search** support;
- **Work placements/tasters**;
- **Advice and guidance**, which could cover such issues as career choice, financial awareness, health, childcare, disclosure of criminal records etc.;
- **Signposting to Skills for life training** - literacy, numeracy, ICT, ESOL[below Entry Level 3] and financial literacy;
- **Training**. We would expect intensive training to be delivered by organisations contracted to deliver "Skills for Jobs" reflecting priority sectors. The length of training would be dictated by individual need and Sector requirements;
- **Signposting to pre-employment vocational training** – for example a short course relating to a particular recruitment exercise or general training which supplies a skills shortage area;
- **General job preparation training** – when not available elsewhere;
- **Certification courses** e.g. Health and Safety at Work, First Aid at Work, Food Hygiene, etc. when not available elsewhere;
- **In Work Support** which recognises a potential difficulty in making the transition from benefits to work and ensures that once in work the customer remains in work;
- **Mentoring** i.e. providing one to one support throughout the period of the programme;
- **Discretionary funding** which will clearly help the participant overcome a particular barrier and move nearer to or into work;
- **Signposting to Specialist Support Activity** for customers with particular barriers or disadvantages in returning to the labour market – this could include addressing mental and physical health and disability issues etc.;
- **Soft Skills** – life skills, confidence building, motivation, etc.;

- **Signposting** to other sources of support such as other Jobcentre Plus provision, LSC provision, Business Link, etc.

A particular challenge is addressing the needs of those who are not engaged in the labour market or in those activities close to it. These people are sometimes referred to as “hard to reach” or “excluded”. A community empowerment approach was developed in the region during the 2000-2006 ESF Programme. This approach can be effective in engaging those furthest from the labour market through delivering support at grass roots level by community based organisations. It could include community based mobilisation and community based employability projects. Some of the indicative activities described could use a community empowerment approach, where this is the most appropriate means of addressing needs.

### **Activity Hours per week**

Part time and flexible to support the customer, but it is expected that they will in most cases be 15 hrs per week. Any exceptions e.g. a particular client group, should be explained in the tender. Individual participant hours of attendance must be compatible with benefit regulations.

### **Duration**

Length of stay is dependant upon individual need but is expected to be a minimum of 13 weeks as the priority is help for the most excluded and hardest to engage.

Tenders will need to specify how many hours per week the provision will cover and the expected duration.

A customer must exit provision and start employment in order for a provider to claim a job outcome. However, this does not mean that the provider has to stop supporting the customer where in-work support is a feature of the provision and will be managed by contract management.

The expectation is that Job-maets will continue to support the customer even after exit from the programme.

As with all Jobcentre Plus/DWP provision, tracking periods will be as per the current Provider guidance.

## **5. Target Groups**

The following are the broad priority groups that have been identified for ESF action by DWP:

- People on incapacity benefits – particularly those with children;
- Those falling within the Child poverty agenda, including -
  - Lone parents – including support for those with health problems and lacking job search skills;

- Other people with children – including those not on benefit;
- The most disadvantaged – minority ethnic groups including Black and Minority Ethnic Communities (BMEs), offenders/ex-offenders, those with histories of drug and alcohol misuse, the homeless, people with learning difficulties, people with mental health issues, migrant labour, refugees, those who persistently return to claim JSA and those with caring responsibilities;
- People in need of Basic Skills;
- Jobseeker’s Allowance customers;
- Disabled people (particularly those with mental ill health and those with learning difficulties).

Within Derbyshire we have identified as a particular priority the following customer groups:

- People with children, in line with DWP’s number one priority to reduce child poverty;
- Disadvantaged customers – minority ethnic groups, ex-offenders, those with histories of drug and/or alcohol abuse, the homeless, refugees and people aged over 50.

Within this picture certain groups continue to experience significant barriers to employment and skills development – women, those on incapacity benefits, lone parents, older people, offenders and ex-offenders, people from BME communities, those who persistently return to claim JSA and people experiencing multiple disadvantage (including the homeless and people with drug dependency).

We are acutely aware of the problems presented by inter-generational worklessness within households and/or families and providers’ proposals should reflect how they intend to address this.

The table below indicates the expected percentage of particular target groups that are expected to use the provision (nb. individual clients may be included in more than one category):

Unemployed	42%
Inactive in the labour market	34%
With disabilities or health conditions	22%
Lone parents	12%
Aged 50 or over	18%
Ethnic minorities	21%
Female	51%

## 6. Geographical Coverage

Derbyshire is a diverse county, with the major centres of population being Derby and Chesterfield. Currently, there is major expansion in the retail sector, particularly in Derby, and opportunities forthcoming in the north east of

the county with the opening of a new motorway junction, M1 J29A, planned for early in 2008. Prospective providers need to be aware that certain parts of the county are remote eg High Peak and public transport is limited.

For Derbyshire District, provision is sought to cover the following geographical areas listed below:

- High Peak, Central and South (Local Authority areas of High Peak, Derbyshire Dales, Amber Valley, Erewash and South Derbyshire).

These areas fall within the boundaries of the established and emerging Employment and Skills Boards in the district.

Some local authority wards have been identified as having an employment rate significantly below the national rate and have, consequently, been designated as deprived wards by Jobcentre Plus. The deprived ward for this area of Derbyshire is Gamesley and we would expect it to be a focus for delivery.

We would expect the successful provider(s) to locate outreach workers in the priority wards listed above as a minimum.

## **7. Eligibility**

Eligibility must be within that specified for Priority 1 of ESF but priority should be given to those client groups detailed in Section 5 (Target Groups).

**Unemployed** – People without a job and available to start work and looking for work.

**Inactive** – People without a job who do not satisfy the criteria for “unemployed”.

## **8. Referrals**

Referrals should match the eligible target groups. Provider should describe in their tender how they will generate sufficient referrals to ensure performance targets are achieved. This may include working closely with Jobcentre Plus Advisers to identify suitable clients but must also show other means of generating referrals. Although Jobcentre Plus will make some referrals it is expected that the provider will generate the majority.

## **9. Coherence and Context with other Provision**

Providers will:

- work closely with Derbyshire DWP/Jobcentre Plus and organisations within Derbyshire’s communities to build constructive working relationships;

- be able to react to future changes in DWP / Jobcentre Plus' emphasis of particular priority groups within the target group;
- have knowledge of other locally funded provision available to customers;
- ensure the customer receives a seamless service, particularly where there are handoffs to other training provision;
- ensure that ESF provision complements "Pathways to Work" personal adviser activity and provision;
- work closely with Jobcentre Plus advisers and the New Deal Prime contractor to ensure that those customers who have been through the New Deal programme more than once are catered for.

Customers will not be able to access provision under this contract if they are attending or are due to attend mandatory New Deal provision. Providers will need to ensure that customers satisfy this criterion.

## **10. Networking / Links**

To meet the requirements of this specification, the successful provider will be expected to demonstrate links they would create with local organisations, with particular focus on the Third Sector, Jobcentre Plus and the organisations contracted to the Learning and Skills Council to deliver "Skills for Jobs".

Innovative and flexible delivery approaches are encouraged, demonstrating effective working with Employment and Skills Boards, Local Strategic Partnerships, local community/neighbourhood/voluntary groups, "Making the Connections", health professionals, children's centres and other specialist services to engage appropriate clients, thereby presenting a seamless service. Outreach workers (Job-maets) will need to be aware of available, suitable employment and provision to move people from welfare to work.

Full details of any partnerships/consortiums/sub-contracting arrangements will need to be fully explained in the tender.

## **11. Marketing**

See Provider Guidance and Specification for England.

## **12. Funding Model Ratio / Volumes**

The funding and payment model will comprise of:

- A delivery payment – that will be paid in 36 monthly instalments, made up of 50% of the contract value;
- Job Outcome Payments – paid on a unit price basis. The outcome payments will make up the remaining 50% of the contract value;
- Tolerances will be applied to planning assumptions as set out in the Invitation to Tender (ITT) to enable the management of provider funding arrangements.

The indicative number of participants for this contract is in excess of 4,100.

The indicative minimum number of participants going into work on leaving the provision is 1,400.

The provider is responsible for sourcing, arranging and funding childcare, travel costs and additional support.

Facility for Discretionary Funding is included in the indicative contract value and providers should identify the amount to be used and how it will be allocated