



Skills Office
Network

Dynamic Purchasing System

Opportunities with Skills Office Network

What is the Dynamic Purchasing System?

Essentially, the Dynamic Purchasing System (DPS) operates in a similar way to a job search website.

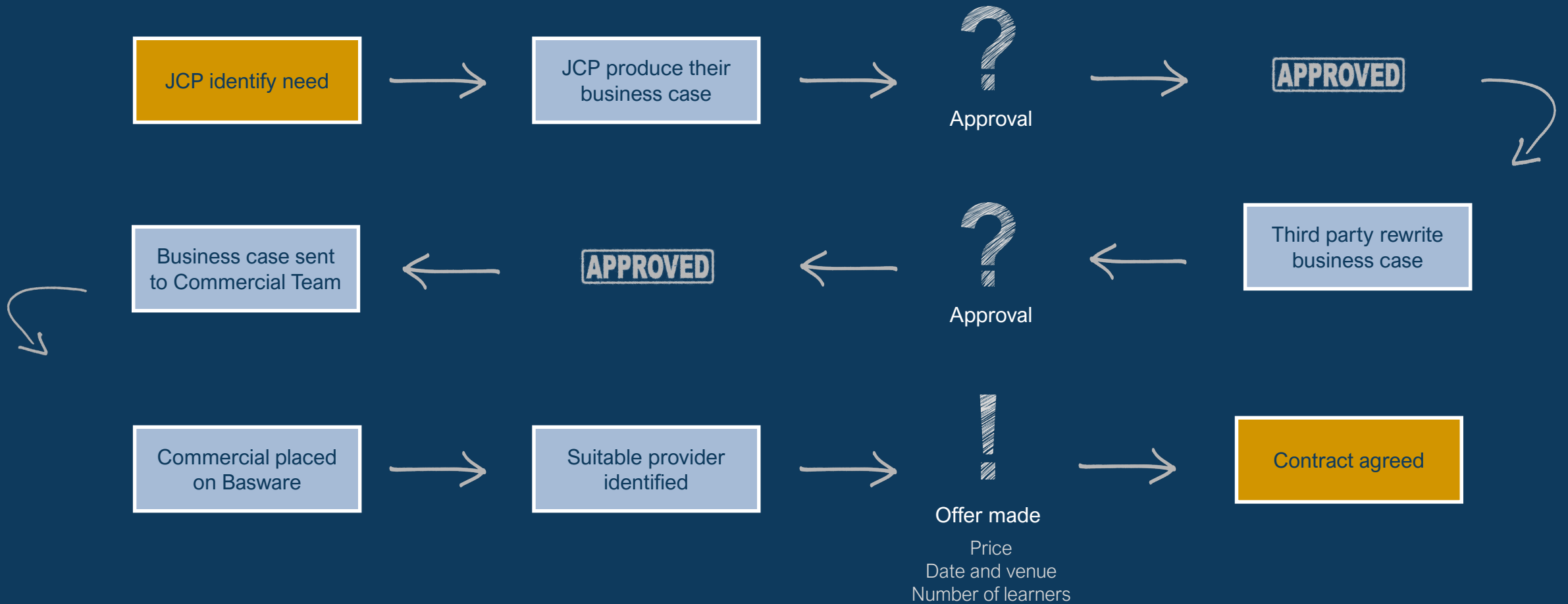
1. The Department for Work and Pensions (DWP) create business cases that outline the support their customers need and the training they need to move closer to, or into, employment.
2. Once business cases are approved, a commercial opportunity is placed on Basware.
3. On Basware, you can upload 'offers' which detail the programmes you can deliver and how they benefit learners/ claimants
4. The DWP Commercial team then matches commercial requests against offers to identifies the best fit.
5. When a match happens, contracts are likely to follow.

What Are the Opportunities?

- A share of the £35 million allocated per year for the DPS.
- Ability to deliver an unlimited number of courses.
- Access to upload 1,000 different offers.
- 5 diverse routeway and 8 client group options.
- Deliver courses from 2 days to 12 weeks.



How Does It Work?



How Do You Make an 'Offer'?

Offers must demonstrate quality, innovation, value for money and an awareness of the local labour market.

A successful offer will detail:



- 1 An overview of how your offer supports objectives.
- 2 Evidence of how your offer will support learners.
- 3 Performance expectations supported by robust rationale
- 4 Evidence of how you will manage performance.

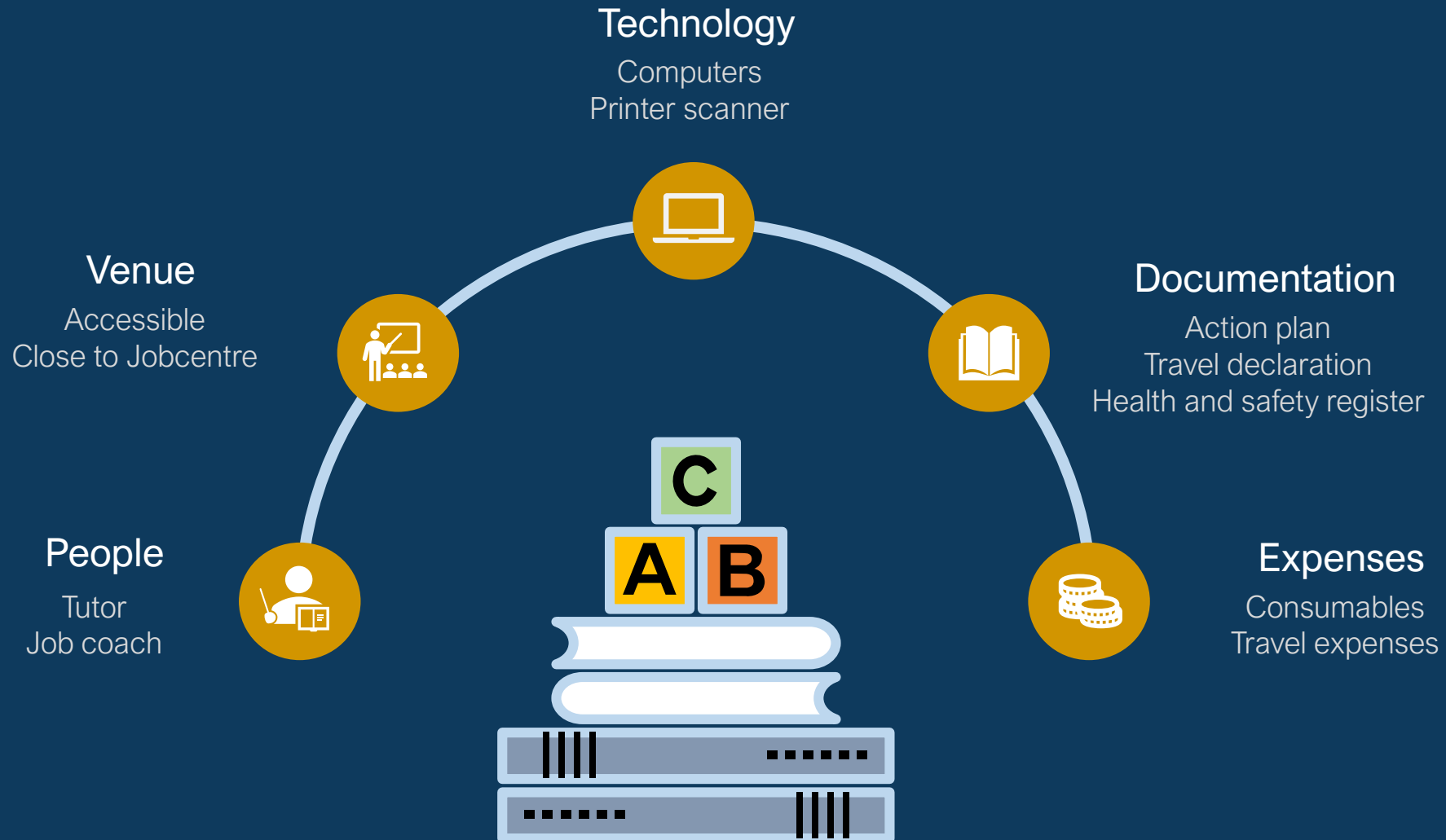
What Are the Routeway Options?

Route	Overview	Example Funding	Payment Schedule			Performance Targets	
			Start	Complete	Job Outcome	Action Plan	Job Outcome
R1	Developing motivation and confidence to help learners move closer to employment.	£800	30%	70%	-	100%	-
R2	Providing learners with the skills to move into work.	£1300	20%	30%	50%	100%	40%
R3	Supporting learners in becoming self-sufficient jobseekers who move closer to, or into, work.	£1500	10%	30%	60%	100%	45%
R4	Supporting learners in becoming self-sufficient jobseekers and providing them with the skills to move closer to, or into, work	£2000	10%	30%	60%	100%	60%
R5	Building motivation and confidence to support learners with significant barriers move closer to, or into, work.	£2000	20%	50%	30%	100%	30%

What Are the 8 categories?

Route	Overview	Example Funding	Payment Schedule			Performance Targets	
			Start	Complete	Job Outcome	Action Plan	Job Outcome
1	Engagement with customers	£800	30%	70%	-	100%	-
2	Moving Towards Work - supporting customers with confidence to move closer to work	£800	30%	70%	-	100%	-
3	Support for hardest to help with complex & multiple barriers	£900	30%	70%	-	100%	-
4	Supporting the hardest in to work	£1200	20%	50%	30%	100%	30%
5	Addressing Barriers and Supporting into work	£1200	10%	30%	60%	100%	45%
6	Skills for work	£1500	10%	30%	60%	100%	60%
7	Getting Jobs	£1200	10%	30%	60%	100%	45%
8	Keeping jobs	£700	25%	75%	-	100%	-

What Do You Need to Deliver a Course?



How Can We Support?



Discover

Undertake regional analysis
Identify opportunities
Produce options



Develop

Feasibility study
Financial modelling
Training & implementation



Design

Produce innovative offers
Showcase capability
Align to DWP regional objectives



Manage

Bravo & Basware Mgmt.
Claim maximisation
Manage referrals & invoicing



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