

BARNSLEY METROPOLITAN BOROUGH COUNCIL

North Area Council:
Monday 15th May 2017

Agenda Item: 7

Report of the
North Area Council Manager

NAC Opportunities for Young People –Procurement Update

1.0 Purpose of Report

To update the North Area Council on the progress that has been made by the working group to develop a project to meet the priority – *Opportunities for Young People*.

2.0 Recommendation

That the North Area Council note the progress to date for this project's development.

3.0 Background

- 3.1 In April 2016 it was agreed that although the Area Council have been very pleased with the Summer Internship project and can see that it has produced good outputs and exciting outcomes, the Area Council would like to explore a more targeted piece of work
- 3.2 North Area council representatives identified that they would like to develop a project that is specifically aimed at re-engaging young people who have triggered the Risk of NEET (Not in Education, Employment or Training) Indicator (RONI). It is hoped this would enable early preventative action to be taken and help improve life chances for the young people who meet the criteria.
- 3.3 Chris Sorby, Team Manager in Education Services and the Area Manager met with representatives from all the schools eligible to participate in the project to consult with them prior to finalisation of the specification. The majority of the schools were keen to participate in the programme. However the schools were disappointed that the Summer Internship programme has been discontinued.

- 3.4 A procurement pack was subsequently produced which included the following objectives:

For Participating Young People

- Improve attendance by an agreed % from the end of Year 10 until the end of Year 11
- Ensure GCSE target grades are achieved and in some cases exceeded
- Ensure progression into positive post 16 destinations
- Stay in Post-16 learning for at least 12 months

4.0 Co-production and Contract Management

- 4.1 It has been acknowledged that to ensure this project is successful ongoing knowledge, support and advice will be needed from the Skills, Enterprise and Employment Service.
- 4.2 It has been agreed that the development, procurement and contract management is conducted jointly for the duration of the project to maximise the likelihood of success.

5.0 Intended Area Council Input

- 5.1 Contract Value: approximately **£55,000 - £60,000 per annum** (Accommodating: two part time staff, plus contract management, activities and overheads.)
- 5.2 Contract Length: 18 months working with a cohort of 20 young people. With the option to extend by a further two years (+1+1). A 6 month break clause is incorporated in the contract.
- 5.3 Price : Quality Split for procurement: 20:80

6.0 Procurement Update

- The project was advertised on YORtender between Wednesday 26th October and noon on Wednesday 30th November.
- Eight providers returned tender pack although only seven could be scored due to the eighth provider failing to provide financial information.
- The panel completed that quality scoring between the 6th December 2016 and the 19th December. At which point the moderation meeting was held.
- As stipulated in the procurement plan three providers were invited to attend interview on the 19th January 2017.

- The preferred provider later failed their financial check and it was not felt to be in the interest of the North Area to let the contract to the provider who finished in second position.
- Procurement's Category Manager has recommended that to increase the likelihood of successfully letting the contract, a market consultation event should be conducted. The information gleaned will be utilised to enhance the specification and evaluation criteria.

7.0 Market Consultation

- 7.1 A market consultation event was held at the Digital Media Centre on 26th April.
- 7.2 20 people signed in for the event, including two councillors from the North Area, Cllr Leech and Cllr Lofts.
- 7.3 The round table discussions were challenging. Providers said that the commissioners needed to define and explain the service that they wished to procure more clearly. The scope was currently too broad for effective development at an open event.
- 7.4 Several providers stated that this cohort were the concern of schools, not the local authority. One provider stated that schools could not be absolved of their responsibility.
- 7.5 It was felt that running three cohorts of 20 young people from three consecutive year groups was too much to manage effectively because of pinch points in delivery. It would need a very large organisation deliver a rolling programme.
- 7.6 To overcome 7.5 provider suggested working with a small cohort over a longer period to maximise the likelihood of long term, sustained change.
- 7.7 Prioritising the involvement of the schools was highlighted repeatedly to ensure that any offer enhances the existing provision in school.
- 7.8 Providers also advised that the budget is too small for the size and anticipated complex needs of the cohort. Currently the budget is not viable.
- 7.9 All provision must be person centred – *“one size doesn't fit all”*. This will increase the likelihood of protracted engagement.

8.0 Recommendations

That the project is delayed until further development work can be completed with the schools, with more emphasis on 'doing with, not doing to'. If schools do not actively engage in this process then the Area Council should consider aborting the project and identify an alternative service to help address this priority area.

9.0 Risk

- 9.1 The delay caused by the outcome of the procurement exercise has meant that the project will not start until the new financial year.
- 9.2 Working with only one cohort rather than a rolling programme could turn schools off and damage relations if it is not successful. It would need to be understood from the outset that the offer has changed and the proposed service provision is a pilot.
- 9.3 The anticipated variation to specification could mean that the budget allocated to this project needs to be increased.

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