

SLIC Training Ltd Business Plan 2008-11

Our Vision

Our purpose is to deliver the knowledge and skills development which enables individuals and businesses to succeed and prosper in the twenty first century.

We will achieve our Vision by being Responsive, regularly reviewing and enhancing the services we provide. We will ensure that our courses, programmes and services continuously improve and are tailored to demand.

Our Mission

To inspire Employers and Individuals by the delivery of quality education and training.

Our Approach

In the education and skills sectors we operate in we will be the provider of (first) choice for individuals and businesses. We will provide quality delivery and support and continuous responsive development of new programmes.

Values

As much as we are a Limited Company we are also a values driven one. We will achieve our vision by being true to important core values.

Our values define us internally and externally, they guide our behaviour, provide a shared identity and depict a contract with each other and with our clients.

Our Values Statement

- We treat everybody as an individual and support her or him accordingly
- We work together and support each other to achieve success
- We act always with integrity and professionalism
- We are committed to our learners and employers

Sectors and Markets

Introduction

Clearly identifying the markets we operate within is important. It adds to the definition of who we are and what we do, providing clarity for ourselves and for the people and employers we serve. We chose our markets because of the strengths and capabilities we have and the skills we can bring to provide the best service for our clients.

The employer engagement markets we will operate in during the lifetime of the plan are:-

- Train to Gain learners and employers
- Apprenticeships
- Offenders
- Full Time learners

- Helping employers and individuals meet legislative requirements through training
- Specific Employer Engagement Support and Consultancy
- Unemployed clients
- Bespoke Training

The 14-19 Markets we will operate in during the lifetime of the plan are:-

- 14-19 Diploma in 3 lines
- Jigsaw in Chesterfield and South East Derbyshire
- Full cost bespoke provision
- Young apprentices

Our target sectors are:-

- Land based
- Health and Social Care
- Public Sector
- Hospitality
- Retail

It is recognised that sectors have differing needs and a range of options in terms of products, funding and delivery patterns must be developed to best meet employer needs. It is also recognised that SLIC is not in a position to effectively meet all these potential needs and therefore links with partner organisations is key.

We see our activities within these markets as follows:

- (1) NVQs and Skills for Life
Vocationally related programmes at levels two and three and numeracy and literacy support (Skills for Life)
- (2) Apprenticeships
- Both levels of apprenticeships but in selected vocational areas
- (3) Full Time provision but in selected vocational areas
- (4) Training for Offenders (OLASS)
- (5) Employer Engagement
Full Cost programmes for business clients
Train to Gain supported programmes
Consultancy

Aims

- To Develop a Marketing Strategy and roll out to Employers and Learners.
- To develop and maintain strong partnerships with a wide range of organisations and agencies in order to meet the wide needs of learners and employers, underpinned by strong systems and procedures for referrals, funding and client management

- To deliver a responsive service and quality provision in target sectors and markets, continually enhancing our programmes and services and thereby growing the business
- To develop an infrastructure and skilled workforce to successfully deliver contracts, achieving a good Ofsted inspection and smooth audit(s)
- To maintain a secure financial base and excellent business processes, to achieve continuous improvement in organisational efficiency, effectiveness and value for money
- To provide high quality resources and facilities for our learners and staff
- To improving the quality, motivation, skills and commitment of our staff

RISK

The planned reduction, by the LSC, of adult funding will place a greater emphasis upon growing provision that is not LSC supported. The machinery of government change means new relationships must be developed with the local authorities, SFA, YPLA, DIUS and JCP to name a few as the LSC are phased out. It is recognised that there is greater potential for this in some sectors than others. The strategy is therefore to diversify income streams through various activities including:

- Full cost income generation
- Bidding for ESF, DWP and other funded work
- Developing strong relationships for sub-contractual arrangements
- Making effective use of labour market intelligence to develop provision where there is demand and jobs
- Developing consultancy support in identified areas
- To respond to the needs of a diverse customer base which includes: learners, employers, offenders, unemployed.
- European Market

Train to Gain

Train to Gain is a very high priority for SLIC Training Ltd. During the period of the plan SLIC will grow its capacity and enter into partnerships with other providers and employers to deliver into the following sectors:

- Land based
- Retail
- Hospitality
- Health and Social care adults and children.

○ Business and Administration

Targets

- 1) Achieve matrix standard by June 2009
- 2) Achieve Training Quality Standard by December 2009
- 3) To deliver 1000 Train to Gain in Yr1, 2 and 3
- 4) To deliver 100 Apprenticeships' Yr 1, 150 yr2 and 200 yr3
- 5) To deliver 25 Full Time learners Yr 1, 100 yr2 and 150 yr3
- 6) To generate £30,000 through full cost and consultancy work in Yr1, £60,000 in yr2 and £100,000 in yr3
- 7) Engage in 14-19 Diplomas from September 2010 in at least 3 diploma lines
- 8) Increase capacity with Jigsaw project in Chesterfield and South East Derbyshire and also additional areas.
- 9) Grow links and business in European markets.