



# Greater Manchester Learning Provider Network

Annual Report  
2018-2019

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### Another challenging year!

The past year has been one of continuing change and one that has once again proved challenging for both employers and training providers alike. As we enter into our third year since the Apprenticeship reforms were introduced we are witnessing only a very small increase in the number of starts, which are still only three quarters of pre-reform levels. It is also apparent that Government is not putting enough money into the system to meet the training needs of SMEs despite the fact that £3 billion of unspent levy money is available. Great news though, from January 2020 it appears that there will be no barrier to growth in 16-18 levy and non-levy starts. Starts in 16-18 will be demand led and if a provider is in on RoATP, they will be able to sign up any 16-18 learner.

After what has seemed a very lengthy development phase the devolution of the Adult Education Budget in Greater Manchester is now underway. Prior to devolution there were hundreds of providers delivering programmes to GM residents. Moving forward there are now 36 lead organisations sharing the £88m budget which should lead to far more effective planning, collaboration and impact.

Greater Manchester has now published its Industrial Strategy, which highlighted the critical role that skills play in tackling unemployment and low productivity. GMLPN are represented on the newly formed Employment and Skills Advisory Panel, which will oversee the development of a new work and skills strategy for the city region. In May 2019 alongside the Chamber of Commerce, we jointly hosted Greater Manchester's first Skills Summit. This major event brought together senior figures from industry and technical/vocational education & training together with elected representatives and nationally recognised experts. The outcome is our 'Ambition Statement', which identifies what we consider needs to be done to deliver a 'fit for purpose' work and skills system. In countries with truly

world-class technical education and training systems employers are at the helm; something which is essential if we are to achieve our ambition.

Our work with other provider networks across the North of England has continued to evolve and we have been a driving force behind the creation of the Northern Skills Network.

Work to enhance the take up of Apprenticeships continues. Our successful delivery of the #SEEDIFFERENT campaign, Apprenticeship Ambassadors and the ASK Programme continue to raise the profile of Apprenticeships across the city region and we are pleased that this work will be sustained in the coming year having successfully secured further funding.

One of our primary purposes is to support the network members to adapt and improve the overall quality of provision. We continue to develop our Provider Support Programme delivering a range of workshops and we have also increased the volume of consultancy support that we have brokered on behalf of the network. This work has enabled us to develop a strategic relationship with the Education & Training Foundation and the Professional Exchange network is now well established.

Our commercial agreements bring real benefits to members and we are delighted to have refreshed our agreement with Pearson and also entered into a new agreement with NCFE.

The strength of the network rests upon the active engagement of our members who collectively deliver 98% of the skills provision in Greater Manchester. Thank you to our existing members for their continued support in turning our shared vision into reality. Special thanks go to the Advisory Board members; my co non-executive directors, Nikki Bardsley, Jonathan Bourne, and Debra Woodruff and our Executive Directors Anne and Andy together with the GMLPN team.

### What Next

We will continue to lobby hard on behalf of the network to secure necessary changes to the skills system which will bring real benefits to both learners and employers. This will enable us to influence the development of the work and skills strategy for Greater Manchester independently and in collaboration with key stakeholders such as the GM Chamber of Commerce.

### Mark Currie

### Chair of GMLPN

# Working on Behalf of the Network

## Growing Network

The GMLPN network is growing and we continue to enjoy the support of over 100 organisations. It is encouraging that the majority of enquiries from organisations wishing to join the network come via referrals from other network members and partner organisations.

In a number of cases 'prime' providers have recommended that their sub-contractors and delivery partners join the network. We would like to thank all those who act as such excellent ambassadors for the network.

## Informing & Lobbying

In the last year the extent of our networking and lobbying activity has increased substantially. The predicted fall in starts arising from the Apprenticeship reforms was first identified by GMLPN in 2017 and since then our surveys and reports have been widely circulated.

GMLPN is recognised as an authoritative body with real expertise. During the past year activity has included:

The ESFA seeking our views and insights into the continuing impact of the Apprenticeship reforms.



Education & Skills  
Funding Agency

DfE officials seeking our input.



Department  
for Education

The Greater Manchester (GM) Employment and Skills Advisory Panel being briefed by GMLPN on the impact of the reforms across the city region.



The Learning and Work Institute meeting with our Advisory board on the work and skills strategy for Greater Manchester.



The Institute for Apprenticeships and Technical Education seeking our input on a wide range of issues including End Point Assessment (EPA).



Our combined lobbying alongside other networks and employer organisations is now beginning to impact. In recent months we have seen:

A reduction in employer Apprenticeships contributions from 10% to 5%.

Greater flexibility for Levy payers to use their unused levy funding including the new Levy matchmaking service in GM.

Revised guidance regarding the 20% off the job requirement.

## Our Team

**Andy Fawcett** - Co-Executive Director

**Anne Gornall** - Co-Executive Director

**Charlotte Cookson** - Project/ Office Manager

**Emma Brennand** - Project Administration  
Apprentice

**James Ridgway** - ASK Programme Coordinator

**Matt Leigh** - Programme Manager

## Our Board

**Andy Fawcett** - GMLPN

**Anne Gornall** - GMLPN

**Debra Woodruff** - The Oldham College

**Jonathan Bourne** - Damar Training

**Mark Currie** (Chair) - Mantra Learning

**Nikki Bardsley** - Seetec





**12** GMLPN Funding Bulletins & **13** GMLPN Bulletins circulated to over **400** individuals across our **100+** members.

**5** GMLPN Network Meetings, welcoming a range of speakers including Ofsted, ESFA, GMCA, IEP, Northern Skills Network, GMCC, DfE (National Retraining Scheme) and Levy Paying employers.

Plus a number of our Commercial Partners!



## Working with Ofsted

We have continued to work closely with Ofsted and three members of our Advisory Board John Whitby, Carol Halford and Mark Currie were members of the Ofsted North West Reference Group during the year.

Bev Barlow, a senior inspector at Ofsted, was a regular presenter at both our GMLPN Network Meetings and also at our Professional Exchanges.

Feedback from the Regional Reference Group and conversations with Bev and other colleagues in Ofsted has been invaluable in helping us to plan workshops which have been well attended and well received.

Over the last twelve months many organisations in the network have been inspected and the overall picture is one of improving quality; a continuing priority for the network.



## Northern Skills Network

During the year GMLPN has been represented on the Board of the Northern Skills Network by Mark Currie and Debra Woodruff and the executive team have continued to provide administrative support. In seeking to respond more coherently to the Northern Powerhouse agenda, GMLPN are now a member of the Northern Powerhouse Partnership Programme.



In partnership with



## Institute of Employability Professionals (IEP)

To support enhanced working amongst those working in employability we have signed an MOU with the IEP.



## Our Advisory Board - 2018/19

**Andy Turner** - Rochdale Council

**Carol Halford** - ProCo NW

**David Gallagher** - Babington Group

**Debra Woodruff** - The Oldham College

**Emma Yorke** - Babington Group

**Jayne Worthington** - The Growth Company

**Jill Nagy** - Rochdale Training

**Jonathan Bourne** - Damar Training

**John Whitby** - STEGTA

**Joy Sewart** - Greater Manchester Chamber of Commerce

**Kelly Baxendale** - Positive Steps

**Kelly Perkin** - Alliance Learning

**Linda Dean** - Total People

**Mark Currie** (Chair) - Mantra Learning

**Nikki Bardsley** - Seetec

**Paul Axon** - Positive Steps

**Tony Brown** - Expanse Group

# Working in Partnership

Over the past twelve months we have worked increasingly closely with our partners in Greater Manchester to improve the quality and impact of the skills system making it more responsive to the needs of individuals and businesses.

## Employment and Skills Advisory Panel

We have sustained our work with the political leaders across Greater Manchester to further inform the skills agenda and its operation. Mark Currie has represented GMLPN on the Skills and Employment Partnership and its successor body, the Employment and Skills Advisory Panel. We have established links with Sean Fielding; Leader of Oldham who has taken over the Education, Skills, Work & Apprenticeship brief.

A central thrust of our work has been to explain to partners the factors contributing to the significant reduction in Apprenticeship starts and to lobby Government to bring about change. We are delighted that the Greater Manchester Combined Authority (GMCA) have continued to invest in the #SEEDIFFERENT campaign and Apprenticeship Ambassador Programme helping to raise the profile of Apprenticeships across the city region.

## The Greater Manchester Industrial Strategy

Work is underway to develop the Work and Skills Strategy which will be a key dimension of the overarching Industrial Strategy. The Learning and Work Institute are undertaking some of the development work and our Advisory Board hosted a workshop with them as part of the consultation.

## Devolution of the Adult Education Budget

Throughout the year we have sought to support GMCA to achieve a smooth transition of the management of the devolved Adult Education Budget. The procurement process was not without its glitches but having reduced the number of organisations delivering AEB in GM from several hundred to 36 there is a real opportunity to create a more joined up system.

## Enhancing Careers Education, Information, Advice and Guidance (CEIAG)

We have continued to work with partners to enhance CEIAG across the city region.

We have been directly involved in supporting GMCA to develop a new careers portal for Greater Manchester anticipating that this will roll out from September 2019 onwards. The development team have attended network meetings to ensure that providers are kept up to date regarding this critical development and we are committed to supporting a successful implementation encouraging providers to actively support the new system.

## Supporting Talent Match and Hidden Talent

As members of the Talent Match Steering Group we have worked with a range of partners to support the work of the Talent Match project. During the lifetime of the project a depth of real knowledge and expertise has been developed in supporting 'hidden' young people to progress into sustained employment and in working with employers to provide opportunities. Moving forward GMLPN will continue to work with GMCVO to disseminate and embed this good practice amongst the skills provider networks.



## Network Meetings

We have used the Network Meetings to enable organisations who are leading on major initiatives across GM to inform and update the Network, including:

- Adult Learning Improvement Network
- CognAssist
- Institute of Employability Practitioners
- Manchester City Council | Supporting Youth Provision into SEND Apprenticeships
- Maximus | Working Well Early Help Programme
- Mencap
- National Careers Service
- The Growth Company | SEDA Project
- The Co-Op

## Supporting Local Activity

In addition to our work at Greater Manchester level we have also supported local activity through our relationships with Local Authorities and local networks. Examples include:

- Presentations at local network meetings
- Supporting local careers events
- Supporting local employer events
- Providing information to Local Authorities on request



Greater Manchester Skills Summit 2019

In May 2019, alongside the Greater Manchester Chamber of Commerce we jointly hosted GM's first ever Skills Summit which brought together over 100 senior figures from both industry and technical/vocational education & training together with nationally recognised experts and political leaders including Andy Burnham. The event was jointly sponsored by Pearson and the Institute of Civil Engineers.

Our aim was to consider the key challenges facing the work & skills system in GM and to identify those areas where increased collaboration and joint action will enhance effectiveness and impact.

The outcome of the Summit is our Ambition Statement - "From Ambition to Action", which identifies what needs to be done in order deliver a 'fit for purpose' work and skills system and will underpin our joint development work and our lobbying activity in the coming months.

A central theme is to achieve a step change in the level of employer engagement across all aspects of the technical education and vocational skills training system.

This statement endorsed by employers and education & training organisations will help to shape the development of the GM Work and Skills Strategy and will directly contribute to the work of the GM Employment and Skills Advisory Panel.



Greater Manchester  
Chamber of Commerce



# Supporting the Network

Over the period of the last 12 months we have witnessed a steady increase in the number of network organisations seeking direct one to one support from GMLPN. This has embraced a wide range of issues and topics. The majority of enquiries have arisen from the ongoing consequences of the Apprenticeship reforms, the revised RoATP processes and increased scrutiny of sub-contracting arrangements. In addition new providers have contacted us following Ofsted monitoring visits as they prepare for full inspection.

The support we are able to provide ranges from one-to-one conversations to commissioning consultancy support from recognised experts. In recognition of the particular challenges faced by new and growing training providers the Board approved a package of support which we are pleased to report will remain viable throughout 2019/20.

*"I would thoroughly recommend any organisation delivering Government funded training in the Greater Manchester area to join the GMLPN. Since joining, Train'd Up have consistently received friendly, knowledgeable and practical consultancy support on a number of funding and quality assurance matters. This support has helped us to further develop our provision both locally and nationally."*



To encourage new start up training providers we have introduced a reduced annual membership fee.

In a number of cases we have been able to provide support to new and growing providers by signposting them to experts in other training providers who are members of the network.

*"We all came away loads of new information, clarity on priorities and reassurance on the elements that were on the right track."*

**THE APPRENTICE**  
and **TRAINING PARTNERSHIP**

Organisations have sought one-to-one support across a wide range of topics reflecting the increasing complexity of the operational environment for providers of skills training, including:

- ESFA Minimum Levels of Performance
- ESFA Apprenticeship & AEB Funding Rules
- Sub-contracting
- Pre ESFA audit & compliance checks
- ILR and Data submissions
- Nominee training and mock Ofsted inspection
- Safeguarding & Prevent
- RoATP Applications
- AEB bidding applications in the devolved areas and advice on contractual issues
- Securing a 'prime' provider
- Recruitment and outplacement

## Provider Support Programme

Throughout the year, we have facilitated a number of Provider Support Programme workshops within four key themes:

- Audit & Compliance
- Bidding & Procurement
- Quality
- Safeguarding

**59** organisations and **138** individuals have been supported by a Provider Support Programme Workshop.

**30+** organisations have been supported through our consultancy support.



*"The Greater Manchester Learning Provider Network has been so supportive, providing individual advice to myself and colleagues and working with us as a Learning Provider giving effective and constructive advice, guidance and support to achieve our business aims and objectives. Always willing and flexible, providing examples where needed and always checking and following up to ensure all our needs have been met"*



Independent Training  
& Education Consultants

## Marina Gaze

Marina works with providers, to help them improve their offer to learners, and improve people's life chances through learning. Since leaving full-time employment with Ofsted in 2015 Marina has **specialised in supporting senior leaders to rapidly improve the quality of provision.**

She has 23 years' experience of inspecting colleges and is a current Ofsted inspector. As Ofsted's Deputy Director for Further Education and Skills, she was responsible for the continuous development of Ofsted's inspection policy and methodology.

Marina is a college governor and is used to helping governor colleagues interpret and understand the significance of key data. She has helped several colleges and providers put key performance measures in place so governors can hold senior leaders to account, and quickly intervene where performance is not good enough.

## Kath Townsley

A current Ofsted Inspector (a retired senior HMI for Learning and Skills), Kath is **highly skilled in carrying out challenge and improvement visits** that clearly identify the strengths and areas for improvement in independent learning providers, colleges and community learning services.

After a thorough review of leadership and management and the quality of teaching and learning, Kath supports leaders to produce an action plan of priorities to help drive the improvements needed to make sure that apprentices and learners are getting the best possible experience.

A number of approaches work well, from a short visit, to a longer, deeper review, in all cases working with organisations and their staff to help them to be more effective in their own self-evaluation. Kath also offers support to review and improve the effectiveness of your self-evaluation, observations of teaching, learning and assessment and safeguarding arrangements.

## Margaret Hobson

Margaret has several years' experience at a senior level in **developing and managing quality improvement** as well as chairing the North West Quality Network.

Margaret worked as a senior regional curriculum advisor for a national awarding body working with a range of FE & Skills providers to develop their provision, including delivering regional networks and training.

Margaret has post-doctoral training and experience in developmental psychology and working with learners with special education needs and/or disabilities. She became a full-time ALI inspector in 2002, followed by working for Ofsted as a lead inspector across the full range of inspection remits until 2016. Since then she has worked with a range of FE & Skills providers using a coaching method to help them to understand the quality issues and improve their provision.

Margaret brings to her consultancy the knowledge and understanding that results from many years of experience, having been privileged to inspect and learn from outstanding provision across the country.

*"There are some processes that a company has to go through, such as during a procurement. In order to ensure that the details and explanations on your application are written in a way that maximises your companies profile as a credible choice, we enlisted the help of the GMLPN's "In House team", and received one to one support from them. They provided support and guidance based on their experience and knowledge, which helped us to produce an application that resulted in a positive result."*



## Phil Barnett

The Safe and Equal Learning Partnership offers a range of **staff development in safeguarding and equality & diversity** for the further education and skills sector. Their programmes take account of legislation and Ofsted inspection. They are practical, participative, draw on best sector practice and are certificated.

## Alex Miles

WYLP provide in-house support sessions which cover the **key data requirements for managing ESFA contracts**, the use of reporting structures and the types of data analysis and information gathering required for ESFA FAM audits and Ofsted.

## Professional Exchange

Commissioned by the Education & Training Foundation, the Professional Exchange Project is now in its third year.

The project provides an opportunity for practitioners and experts to work together, learn from each other and successfully adapt to the Apprenticeship and Technical Education Reforms in the following areas:

English, Maths & Digital

Equality & Diversity

Improving Quality

New & Growing Training Providers

Safeguarding

Recruiting Learners

Work Placements

*"Through participating in the Exchange it has had a positive impact. Not only for me as a practitioner but for my organisation also. We have developed a new progress review form to meet the new standards and also introduced a more robust work scrutiny policy. I have worked with another provider to complete dual observation and standardisation and have built some new relationships with other providers."*



*"The main outcome from my participation has been establishing a strong network of quality practitioners across a range of other training organisations; this is already proving invaluable and I have kept in touch with some of them outside the meetings."*

*My participation has changed my practice to enable us to:*

- Identify new systems that we are looking to introduce to support our delivery, in particular SISRA to record observations of teaching and learning as we were able to see this in operation with another provider*
- Further develop our progress tracking system following discussion within the Improving Quality group*
- Extend our list of mental health referral agencies following discussion and sharing of information at E&D group*

*Overall the whole project has been one of the best things GMLPN has done, as there is so much value in discussing issues with fellow practitioners."*



The  
Growth  
Company  
Education  
& Skills

Since the start of the Project, as a Network we have:



**HELD OVER 60  
PROFESSIONAL  
EXCHANGE MEETINGS**



**ENGAGED WITH 84  
ORGANISATIONS**



**ENGAGED WITH 365  
DIRECT PARTICIPANTS  
WHO SHARED THEIR  
LEARNING WITH:**



**372 INDIRECT  
PARTICIPANTS**

## Taking Teaching Further (TTF)

Delivered in partnership with the Greater Manchester Chamber of Commerce, the Taking Teaching Further project is divided into two distinct phases:

Phase One brought together **35** Further Education Institutions (FEIs) including FE Colleges and Independent training Providers and **26** employers into four sector-based Industry Boards:

Childcare/Education

Construction

Digital

Engineering/Manufacturing

The partnership facilitated the four Industry Boards for the purpose of brokering exchanges between employers and FEIs as well as to understand some of the challenges encountered by each sector in GM.

**51 exchanges have been developed between FEIs and employers across the four sectors.**

The types of exchanges can be broadly divided into the following four categories:

Curriculum Design

Teacher Placements

Employer Masterclasses

Equipment and Facilities Review

Phase Two builds upon the success of the exchanges and discussion of the Industry Boards to develop two toolkits:

The Curriculum Co-Design Toolkit will support FEIs and employers to collaborate on co-designing and developing curricula for T-levels and Apprenticeships that enable learners to develop the skills and behaviours required for employment.

The LMI E-Toolkit will provide models and solutions to address gender, pay, ethnicity and social mobility gaps, as well as provide up to date information on skills shortages in the region and resulting employment opportunities.



Greater Manchester  
Chamber of Commerce

EDUCATION & TRAINING  
FOUNDATION



# GROWING APPRENTICESHIPS

For almost a decade GMLPN, working alongside our partners in both Government and the Greater Manchester Combined Authority, have delivered projects to increase the awareness and understanding of Apprenticeships amongst young people, schools and parents/carers. This work is now having real impact. Providers and schools are reporting that many more young people now recognise the value of the Apprenticeships as an effective route into their chosen career.

Providers are reporting increased interest from better qualified young people. Importantly we are also witnessing both increased interest and recruitment from amongst BAME communities who were hitherto under-represented amongst apprentices with particular interest in engineering and science & technology related occupations.

## THE APPRENTICESHIP HUB - #SEEDIFFERENT

Funded by the GMCA, since 2015 the **#SEEDIFFERENT** campaign has been raising awareness & changing perceptions of Apprenticeships across Greater Manchester.

In 2018/19 the project has increased it's presence online by maintaining engaging social media channels and posting relevant, up to date GM Apprenticeship information on the website.

We have continued to work closely and build relationships with the both the GMCA and all 10 local authorities to ensure a joined up approach to promoting and raising awareness of Apprenticeships across GM.

As part of the project, we have attended a number of Multi-School Careers Fairs including:

Bolton Futures4Me	Trafford Careers Fair
Bury Careers Fair	Tameside Careers and Apprenticeships Exhibition
Skills North West	UK University and Apprenticeships Search Fair

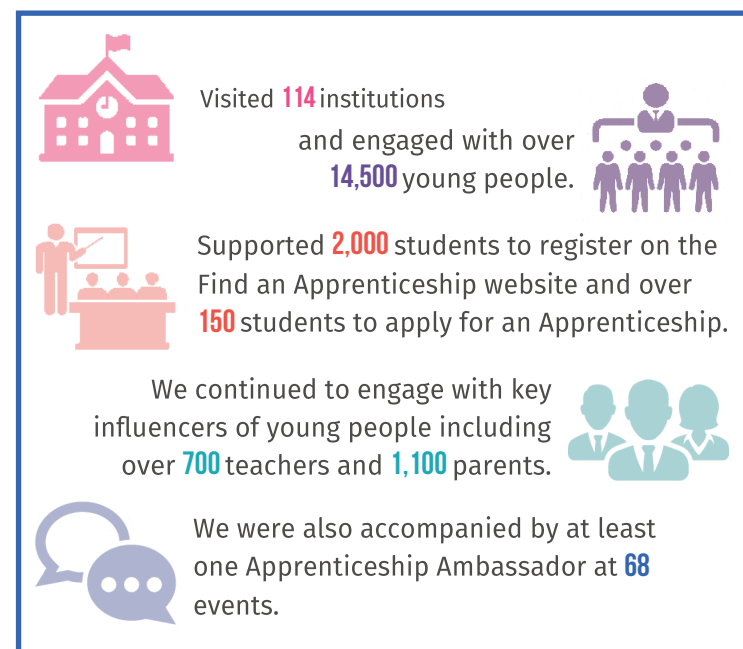
We have led on the launch and promotion of the GM SME Apprenticeship Support Package, also funded by GMCA, which includes employer engagement workshops, a continuation of the Stimulating Employer Demand for Apprenticeships (SEDA) project and employer grants of up to £3000 for taking on an apprentice.

The project is continuing throughout 2019/20.

## APPRENTICESHIP SUPPORT AND KNOWLEDGE (ASK) FOR SCHOOLS PROGRAMME

The Apprenticeship Support and Knowledge (ASK) programme is an ESFA funded programme aimed at raising awareness of Apprenticeships to students in Years 10-13, as well as supporting students to register and apply using the Find an Apprenticeship website.

During the 2018-19 academic year we:



The project is continuing in 2019/20.

## MANCHESTER CITY COUNCIL OPTIONS EVENINGS

Manchester City Council (MCC) contracted GMLPN to provide impartial Apprenticeship information to parents of students in Years 8 and 9 at their GCSE Options Evenings.

During the 2018-19 academic year we attended 9 Manchester schools and engaged with approximately 123 parents.

We were supported by colleagues from MCC who also gained feedback from parents on their understanding of Apprenticeships. The feedback indicated that as a result of the engagement, parents were more likely to encourage their child to take up an Apprenticeship.

It was extremely pleasing to note that almost every parent we spoke to reported that their understanding of Apprenticeships had increased.

The project is continuing in 2019/20.

## THE GM APPRENTICESHIP AMBASSADOR PROGRAMME

The GM Apprenticeship Ambassador Programme has received a funding boost from GMCA that has enabled us to recruit a further **54** ambassadors from our members and GM employers since May 2019.

The ambassadors represent a broad range of sectors and levels and are able to share their positive Apprenticeship experiences with young people and employers. This year also marked an important milestone for GMLPN; in total we have now trained over **400** Apprenticeship Ambassadors.

The project is continuing throughout 2019/20.

“ The Apprenticeship Ambassador Programme has helped me gain confidence in both networking and public speaking while promoting apprenticeships. I think it is extremely important to share my experiences and encourage more people to explore the possibility of becoming an apprentice. While I was choosing my career path, there was little focus on apprenticeships as a valid career route and I am happy to be changing that in the Greater Manchester area by attending Apprenticeship Ambassador events.”

CHARLOTTE HOUGHTON - JOHN HOGG



“ I feel it is important to promote apprenticeship programmes so that people are aware of all their available options at important cross roads in their lives. Being an ambassador has helped me to connect to people and develop my people and communication skills. It has also helped me gain more confidence and experience delivering presentations.”

MARK KAY - CO-OP I.T



“ I get to share my apprenticeship story and hopefully get young people enthusiastic about becoming an apprentice. If my experiences can inspire just one person to look into apprenticeships, and gain an opportunity that is the right choice for them, then it's worth it. Without someone informing me about my apprenticeship scheme, I wouldn't be where I am today.”

EMMA NOLAN - THALES UK



“ I think it has been great to be involved in the Apprenticeship Ambassador programme. I think it is important for apprentices to become a part of the programme as it allows them to share their experiences to those that are unsure of their own future. As a university graduate I wish I had someone come to me before choosing that path so they could share their experience of doing an apprenticeship.”

CIARAN SMITH - TRAFFORD COUNCIL



#SEEDIFFERENT  
THINK APPRENTICESHIPS

**GMCA** GREATER  
MANCHESTER  
COMBINED  
AUTHORITY

 Apprenticeships

# Commercial Partners



MWS Technology's flagship product **Aptem** is a combined platform for the delivery of apprenticeships and vocational training. Aptem does it all. From employer engagement CRM and recruitment, through to administration, learning, funding and reporting, Aptem addresses it all in one, easy-to-use interface.

Contact: David Devine | [davidd@mwstechnology.com](mailto:davidd@mwstechnology.com) | 020 7870 1000 | [www.aptem.co.uk](http://www.aptem.co.uk)



**Bluestone Leasing** are a leading independent, specialist asset finance company in the UK. They deliver a wide range of financial products and services including vehicle leasing right through to funding major capital investment projects.

Contact: Richard Tamlyn | [gmlpn@bluestoneleasing.com](mailto:gmlpn@bluestoneleasing.com) | 01924 790 680 | [www.bluestoneleasing.com](http://www.bluestoneleasing.com)



**Hurst**, an industry experienced accountancy firm, familiar with various government funding streams and able to advise providers on adapting their business strategy to respond.

Contact: Helen Beasant Roberts | [hbr@hurst.co.uk](mailto:hbr@hurst.co.uk) | 0161 477 2474 | [www.hurst.co.uk](http://www.hurst.co.uk)



**MPLOY Solutions** provide work placement solutions for study programmes and T-Levels. They source employers across all industry sectors and job types as well as assessment and preparation for learners.

Contact: Norma Guest | [normaguest@mploysolutions.co.uk](mailto:normaguest@mploysolutions.co.uk) | 01606 828 382 | [www.mploysolutions.co.uk](http://www.mploysolutions.co.uk)



**NCFE** can offer up to 25% discount to GMLPN Members across their huge range of products as well as world class customer service and end-to-end support including dedicated account management, easy to use platforms, bespoke training and much more. They offer a huge range of fundable qualifications at all levels and sizes to support your learners through every stage of their journey and fill the skills gaps in your region.

Contact: Veronica Callender | [veronicacallender@ncfeorg.uk](mailto:veronicacallender@ncfeorg.uk) | 0772 059 3005 | [www.ncfe.org.uk](http://www.ncfe.org.uk)



**Pearson** work in partnership with members to create and provide learning solutions that work. They offer products and services across a range of sectors, for every step of an individual's learning journey. From qualifications and learning resources to bespoke sales and marketing support, they can provide you and your learners with the best options to achieve their full potential. GMLPN members can be eligible for up to a 25% discount.

Contact: Rachael Beasley | [rachael.beasley@pearson.com](mailto:rachael.beasley@pearson.com) | 07850 643 218 | [qualifications.pearson.com](http://qualifications.pearson.com)



**Peninsula Partnership** is the leading HR, employment law and Health & Safety consultancy firm. They help more small businesses in the UK than anyone else, taking care of the details and leaving you free to see the big picture.

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**SISRA Observe** is a bespoke web-based service that supports your CPD processes – from recording and analysing all types of observations, to identifying individual development needs and facilitating self-reflection.

Contact: Charlotte Harling | [enquires@sisra.com](mailto:enquires@sisra.com) | 0870 7576 750 | [www.sisra.com](http://www.sisra.com)



**The Leadership Team** are a specialist growth consultancy that support hundreds of education providers across the UK by providing advice and guidance throughout the life of a Training Provider.

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Whether Business Supplies, Print & Promotion, Mail & Fulfilment, Signage & Exhibition, Workwear & PPE, Business Interiors and Managed Print Services, **Zen Office** are here to provide the Network with total business solutions. Allowing GMLPN members to consolidate their purchases and gain considerable savings.

Contact: Alex O'Sullivan | [alexosullivan@zenoffice.com](mailto:alexosullivan@zenoffice.com) | 0345 123 2984 | [www.zenoffice.com](http://www.zenoffice.com)



# The Network

On behalf of the Executive Team, we would like to thank the following organisations for their continued support:

Acacia Training	Michaeljohn Training School
Alliance Learning	NGTC Training
Antrec	Norman Mackie & Associates
Apprentify*	North Lancs Training Group
Armstrong Learning	North of England Training
Aspire Education Academy	North West Skills Academy
Babington Group	NowSkills
Back 2 Work Complete Training	Oldham College
Bamboo Training and Apprenticeships	Oldham Council
Bolton College	OTC
Bolton Security*	Pathway First
Bright Direction Training	Pearson
Brighter Beginnings Day Nursery	People Plus*
Burnley College	Plato Training UK
Bury College	Positive Steps
Care Assessment Training Service	QA
Cheadle and Marple Sixth Form College	Rathbone
CILEX Law School	Rochdale Borough Council
Damar Training	Rochdale Training Association
DH Associates	STEGTA
Dentrain Professionals	Salford City College
DMR Training and Consultancy	Seetec
DPG	SS Simon Jude CofE Primary School
Elevated Knowledge	Standguide
Elysium Training & Consultancy*	Stockport College
ESG Skills	SETA
Estio Training	Street League
Evolve Academy*	System Group*
Expanse Group	Tameside Adult and Community Education
Fir Tree Fishery	Tameside College
FLM Training	The Apprentice Academy
Focusing First on People	The Apprentice and Training Partnership*
ForViva*	The Growth Company - Education & Skills
GMCVO	The Manchester College
GP Strategies	The Northern Care Alliance
Greater Manchester Chamber of Commerce	The Training Brokers
Groundwork	The White Room
Heyrod Construction	Think Employment
Hopwood Hall College	Total People
ITEC*	Trafford College Group
Inspiring Healthy Lifestyles	Train'd Up Railway Resourcing
Jarvis Training Management	Training 2000
JTL	Transport Training Academy
Juniper Training	University of Bolton
Kaplan Financial	University of Law*
Key Training	University of Salford*
learnirect	Utility & Construction Training
Learning Curve Group*	Vita Skills
Lite	WEA
Manchester First	Wigan & Leigh College
Manchester Metropolitan University	Wigan Council
Mantra Learning	YMCA Training

\* joined the Network in 2018/19.



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