

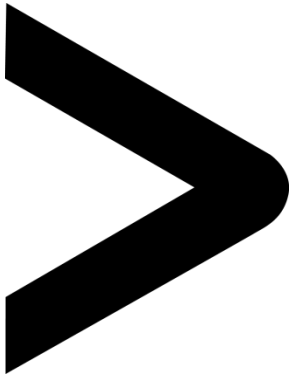


# Partnership Opportunity

Invitation to Tender, August 2021

Progress: Building Better Opportunities for young people across Coventry & Warwickshire

Mental Health **REF:** CovW/1/3/MH2021



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**Overview**

*Groundwork UK is seeking a Specialist Partner to deliver mental health support for 15-24 year old NEET and at risk of NEET young people across Coventry and Warwickshire.*

*This programme is financed by The National Lottery Community Fund and European Social Fund.*

## Context

Groundwork UK is delivering a National Lottery Community Fund (NLCF) and European Social Fund (ESF) co-financed programme called Building Better Opportunities (BBO) in partnership with 10 VCS and statutory organisations.

Progress started delivery in October 2016 and will run until March 2023. Groundwork UK and its partners are delivering 'Progress' – a tailored programme of coaching support and bespoke activities to NEET and at risk of NEET young people aged between 15 and 24, enabling them to access training and employment opportunities. Progress brings together a unique partnership of local organisations – with support from local councils – to transform the prospects of some of the most marginalised young people in Coventry and Warwickshire. Our partnership is ensuring that young people facing the most significant barriers to accessing learning and work are able to recognise their talents and realise their potential, particularly important as we navigate the post Covid-19 lockdown era.

## About 'Progress'

Progress aims to:

- help young people overcome the personal barriers and challenges preventing them from engaging positively in learning or work
- provide a clear pathway for young people to increase their skills and take the first steps on their future career path through training or employment

In order to achieve these aims we have developed a partnership that brings together leading youth and employment charities, organisations specialising in supporting young people with complex needs, colleges and training providers. Together, our focus is on identifying and helping those young people most in need of support including care leavers, lone parents, young offenders, and young people with disabilities.

Progress will support at least 1,777 young people aged 15-24 years old, 40% of which will be unemployed and 60% classed as economically inactive. At least one fifth of those we support will be young people with disabilities and at least one in ten from a minority ethnic background.

Our approach is to work closely together and collaboratively with local stakeholders, in particular local authorities, providing an accessible and responsive service that has helped young people to succeed, and provides clear pathways into positive progressions.

Our delivery model has been designed in consultation with young people and local stakeholders, and draws on a range of successful interventions delivered previously by partners. Central to our model is the deployment of **Progress Coaches** – experienced youth work professionals who build trust with young people, encourage them to set positive goals and help them navigate a tailored path towards employment. Progress Coaches are employed by our End-to-End and Partners who are responsible for the journey of the young person through the programme. **Specialist Partners** work closely with Progress Coaches to provide specialist support services to programme participants. This support is accessed via an internal referral mechanism based on the needs of the individual.

We support young people through a **five-stage process**:

- **Getting on board** - using communications, outreach and referral arrangements with a range of partners to identify those most in need, ensure their eligibility and promote positive engagement in the programme.

- **Preparing and planning** - helping young people to identify hurdles they need to overcome and working together to develop an individually-tailored action plan containing clear goals and fostering ownership from the outset.
- **A pathway to success** - helping young people to access and benefit from specialist support services, offered from within the partnership and through local agencies, to help overcome personal challenges such as mental health issues, debt problems or substance misuse.
- **Building strengths** - using group work, training and volunteering to help young people grow in confidence or acquire new skills that support their journey to employment.
- **Achieving goals** - identifying the most appropriate progression route for each young person, supporting a move into training or work and maintaining contact after the transition to help ensure success is sustained.

Our model is:

- **flexible** - providing intensive, long-term support to those who need it most while ensuring those who are ready to progress aren't held back. This can include both face to face and virtual / remote support.
- **tailored** - offering a bespoke path through the programme based on individual aims and aspirations.
- **trusted** - using youth work approaches to build relationships that offer support and understanding but also push and challenge when required.
- **integrated** - working closely with other local services and provision ensuring clarity for those involved and maximising the impact of the programme.

### Locations

Progress supports young people in all parts of Coventry and Warwickshire, with 60% of participants living in priority wards identified by the Coventry & Warwickshire Local Enterprise Partnership (CWLEP). 70% of all activity is focused in Warwickshire. We address known areas of high need and focus efforts to engage young people who may be 'hidden NEETs', affected by isolation and not engaged through other initiatives. Progress partners operate from a range of accessible local delivery hubs, including community buildings and youth clubs giving us capacity in urban centres and reach into more rural areas.

### Outcomes

Progress has been designed to form part of the solution to local challenges, linking with existing services to provide a suite of integrated interventions that will lead to the following outcomes:

- young people demonstrating increased confidence, and self-esteem
- young people with increasingly positive attitudes towards work and their own employment prospects
- young people with better skills for finding and sustaining employment
- young people reporting improved well-being.

To deliver these outcomes, we aim to achieve the following results:

- 23% (409) of participants moving into education or training on leaving the programme
- 5% (89) of unemployed participants moving into employment or self-employment on leaving the programme
- 23% (404) of participants who were economically inactive before joining the programme moving into employment or self-employment, or regularly looking for work, on leaving the programme

### Partnership Management

The Progress partnership is led and managed by Groundwork UK, who are responsible for ensuring high quality and compliant delivery within a supportive partnership framework, geared towards sharing learning and driving continuous improvement. Partnership governance arrangements are underpinned by a Partnership Agreement setting out clear roles and

responsibilities. Partners and stakeholders oversee performance through an inclusive programme steering group.

More information can be found in the Progress Partner Directory here:  
[https://issuu.com/groundworkuk/docs/progress\\_guide\\_-\\_final\\_-\\_digital](https://issuu.com/groundworkuk/docs/progress_guide_-_final_-_digital)

## Opportunity

**Groundwork UK is looking for a Specialist Partner or Partners to help support the high proportion of young people engaging with Progress who are demonstrating mild to moderate mental health concerns. These conditions are both diagnosed and undiagnosed, and can act as a barrier to the young person progressing into education, employment, or training. The specialist service should be designed to address local need in Coventry and/ or Warwickshire, offering a rapid, responsive service to Progress participants, and that helps the programme dovetail effectively with other, existing mental health services.**

Proposals are sought from organisations that can help increase the scope and variety of services that Progress Coaches are able to offer young people, helping to build the confidence and skills needed to progress toward positive outcomes, and to remove barriers. Consultation with existing partners has highlighted high concentrations of low level mental health concerns amongst the young people engaged in Progress to date, with the need for an appropriate, responsive service to help address and manage these concerns. It is anticipated that severe or chronic mental health conditions will need to be referred to existing health services.

Prospective partners should outline the format of their proposed offer in the tender submission document, demonstrating why they deem this to be an effective approach to addressing mild to moderate mental health concerns amongst the target group. This could be in the form of 1-1 counselling or therapeutic services and support, group sessions focused on positive mental health, workshops responding to the needs of the young people on programme, support for Progress Coaches working with young people who are experiencing poor mental health, CPD for staff working on the project, or a combination of these and other approaches.

Participants access Specialist Partner support via a referral from their Progress Coach. Whilst accessing specialist provision, the young person will also continue to work with their Progress Coach. Specialist Partners and Progress Coaches work closely to track the progress of participants and ensure that they are taking the maximum benefit from the programme.

Ideally the new partner(s) will be able to deliver services across Coventry & Warwickshire, but proposals from organisations delivering in specific areas without coverage across all areas will be considered. In these circumstances the full budget would be distributed across a number of successful tenderers.

**Please note** that all Building Better Opportunities activity **must** represent additional activity to any delivery paid for by other means.

### **Funding available:**

A total of **£72,000** is available for the delivery of additional activity for young people across Coventry & Warwickshire. This must provide activities for a minimum of 72 young people, with value for money a key consideration in the assessment of proposals from potential partners. Proposals that can support considerably more than the minimum number of young people, whilst continuing to offer a quality service are welcomed.

Proposals will be considered and a tender / tenders awarded based on the merit of the submissions. Where there is more than one high scoring tender, Groundwork UK reserves the

right to distribute the total funding between multiple organisations in order to obtain the best possible offer for programme beneficiaries.

## Partner Requirements & Further Details

### We are looking for organisations:

- Able to deliver specialist provision in line with the service description and delivery model.
- With delivery history and capacity in Coventry & Warwickshire – ideally with experience of working with NEET / at risk of NEET young people and/or young people with complex or specific barriers to engagement with education, employment or training.
- With experience and track record in supporting young people.
- Committed to open communication and collaborative, partnership-focussed working.
- Ready to commence delivery from September 2021
- Who will add value to the Progress partnership overall, supporting other partners to recruit and progress suitable young people.
- With the experience, capacity and capability to manage the requirements of the European Social Fund.

Existing partners are welcome to apply in the interests of diversifying or increasing their role in the programme, but they will not be at an advantage, with all tenders reviewed objectively and awards made on merit.

### Due Diligence

Successful organisations will be subject to a full due diligence process to assess financial management capacity, financial stability, staffing capacity and relevant policies and procedures. Successful partners will be supported where possible to meet minimum requirements. A Due Diligence Template is available for information on request.

### Delivery Dates

Delivery will need to start during September 2021 and will end in March 2023.

### Partnership arrangements

All partners will sign one shared Partnership Agreement within which all individual targets, profiles and due diligence commitments will be stated. Partners will be expected to operate collaboratively and in the spirit of partnership.

In doing so, there is a requirement to attend partnership meetings and meetings with stakeholders. Partners should expect to attend meetings designed to support ongoing collaboration and service integration at least monthly.

### Funding and Payment

Payment will be made in the form of a **grant**, with a **maximum of 15%** of the grant available to partners to contribute towards **overhead costs**. As an ESF funded grant programme, grant recipients are **not** permitted to generate profit. Grant payments will be made **quarterly in advance** according to an agreed profile, and any underspend or ineligible spend clawed back on a quarterly basis. It is the individual partner's responsibility to ensure that all expenditure is made in line with Big Lottery Fund and European Social Fund requirements. Guidance will be provided in the Partner Agreement and accompanying documents.

### Management Information & Security

Successful partners will be required to use the management information processes and systems provided by Groundwork UK for all young person records and claims, and to comply with data security requirements as outlined in the Partnership Agreement in line with the Data Protection Act.

## Quality, Compliance, and Evaluation

Successful partners will be expected to fully take part in programme-specific quality and compliance activities. Partners will be expected to regularly self-assess delivery quality, and to make files available for regular audits and spot checks by Groundwork UK and the funder. Partners will also be required to work closely with our evaluation partner, and contribute to the external evaluation of the programme.

## Procurement Process

1. With reference to the Scoring Matrix (Appendix C), please complete the following, submitting both documents to [karen.field@groundwork.org.uk](mailto:karen.field@groundwork.org.uk) **and** [contracts@groundwork.org.uk](mailto:contracts@groundwork.org.uk) by **12pm MIDDAY on Friday 27<sup>th</sup> August 2021**:
  - a. **Tender Submission** (Appendix B) and
  - b. **Form of Tender** (Appendix D)
2. Groundwork will assess and score tenders and respond to all tenderers by **5pm on Friday 3<sup>rd</sup> September 2021**.
3. The highest scoring tenderers may be invited to interview at Groundwork UK (Central Birmingham) or via MS Teams on **Wednesday 8<sup>th</sup> September 2021**. Please ensure suitable representatives are available on one of these dates.
4. The outcome of the interviews will be communicated by **Friday 10<sup>th</sup> September**.
5. The successful tenderer(s) to meet with Groundwork UK on **week commencing 13<sup>th</sup> September 2021**.
6. Delivery to commence on or before **20<sup>th</sup> September 2021**.

## Further Information

For further information or clarification please email [progress@groundwork.org.uk](mailto:progress@groundwork.org.uk) stating "BBO Partnership Tender" in the email subject line.

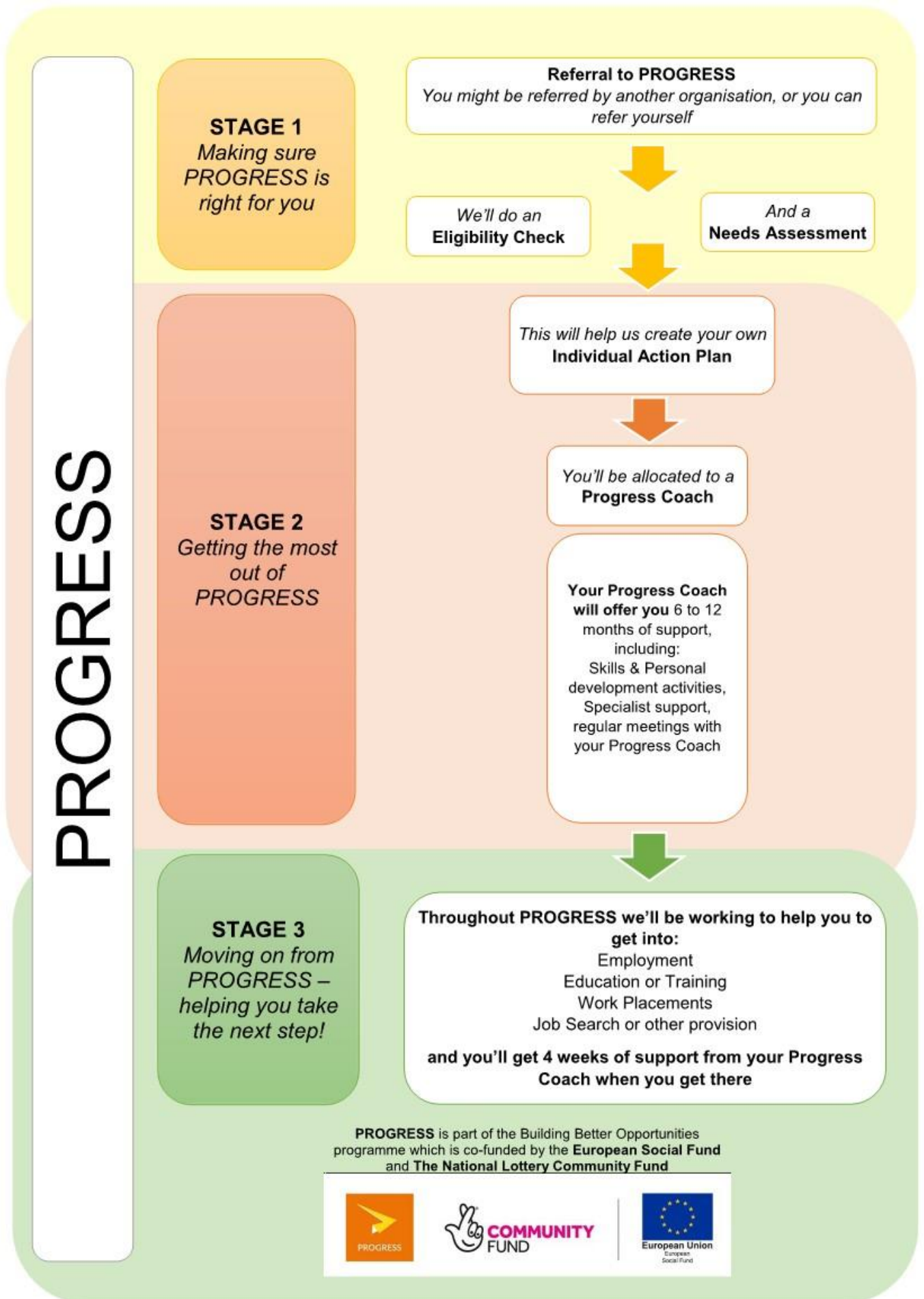
The final deadline for tender-related questions is **midday, Wednesday 25<sup>th</sup> August 2021**.

More information regarding BBO Progress, can be found on the Groundwork website <http://www.groundwork.org.uk/progress>

Full details of the Building Better Opportunities programme, and the original specification for this project (Coventry and Warwickshire, Project 3 of 3 - Sustainable integration for young people) can be found on the National Lottery Community Fund website:  
<https://www.tnlcommunityfund.org.uk/funding/programmes/building-better-opportunities>

Full guidance documents from The National Lottery Community Fund can be found here:  
<https://www.tnlcommunityfund.org.uk/funding/programmes/building-better-opportunities/building-better-opportunities-resources>

# APPENDIX A: Customer Journey





## **APPENDIX B: Tender Submission Template**

Please refer to separate document

BBO\_ITT\_SpecialistPartners\_April17\_MH\_AppB\_SubmissionTemplate\_FINAL.docx

## **APPENDIX C: Scoring Matrix**

Please refer to separate document

BBO\_ITT\_SpecialistPartners\_April17\_MH\_AppC\_ScoringMatrix\_FINAL.pdf

## **APPENDIX D: Form of Tender**

Please refer to separate document

BBO\_ITT\_SpecialistPartners\_April17\_MH\_AppD\_FormofTender\_FINAL.docx