

# FE Week

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A City & Guilds Group Collaboration



# AAC

# 2017

CONFERENCE GUIDE



CONFERENCE GUIDE SPONSOR

Apprenticeships are changing.  
**Together let's make them work.**

Apprenticeships:  
**What's your biggest challenge?**


◆ Attracting Apprentices:  
**Where will they come from?**

Come and see us to discuss  
how together we can make  
apprenticeships work for  
your business.

Centre Stand, 22-24 March

[cityandguilds.com/apprenticeships](http://cityandguilds.com/apprenticeships)

[i-l-m.com/apprenticeships](http://i-l-m.com/apprenticeships)



SASE to New Standards:  
**When will you transition?**

End-Point Assessment:  
**How will you prepare apprentices?**



A City & Guilds Group Collaboration

# AAC | 2017

# WELC



**Over 1,000 delegates will be part of the largest apprenticeship conference in the country.**



It is a pleasure to welcome you to the third FE Week Annual Apprenticeship Conference and exhibition (AAC) in partnership with the Department for Education.

AAC has become the flagship apprenticeship event of the year, now attracting over 1,000 delegates from a diverse range of employers and apprenticeship providers.

Over the past year, it has once again been a pleasure to work with the ICC on preparations for AAC. The ICC plays host to hundreds of large exhibitions and conferences every year and we hope that you have a pleasant experience on this occasion.

Across the next three days, we will all be part of the largest apprenticeship conference in the United Kingdom. Ahead of the launch of the apprenticeship levy in April, and

the new 'upper-limit' funding methodology kicking in from May 1, AAC aims to provide you with a vital in-depth three-day policy and practice summit.

The conference will offer a mixture of keynote speeches from Government, senior civil servants and high profile providers and employers. There will also be over 70 in-depth practical workshops from technical specialists and experts in the delivery and assessment of apprenticeships. Our partnership with the DfE has meant that we can offer delegates unprecedented access throughout AAC 2017 to the leading figures in the department responsible for apprenticeship reform.

We're also pleased to have the Institute for Apprenticeships providing two exclusive workshops and a keynote speech from the shadow chief executive, on Day three of AAC.

# OME

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**#FEWEEKAAC17**

Lastly, we would like to take this opportunity to thank all of our fantastic sponsors and supporters. Particular thanks must go to our key partners, the Department for Education, the Association for Employment and Learning Providers, our headline sponsor City & Guilds and ILM and conference sponsors NOCN, Pearson and Smart Assessor.

Please do take the time to have a walk around the exhibition and meet the AAC exhibitors for 2017 and don't forget to take part in our exhibition competition – you could win an Amazon Voucher worth up to £250! More information is available in your delegate bag.

We hope that you have a fantastic time at AAC 2017 and look forward to welcoming you to AAC 2018.

Have a great conference!

SHANE MANN  
MANAGING DIRECTOR | LSECT |  
PUBLISHER OF SCHOOLS WEEK  
AND FE WEEK

NICK LINFORD  
EDITOR OF FE WEEK

**SAVE THE DATE AAC 2018**

**21ST - 23RD MARCH 2018  
THE ICC, BIRMINGHAM**

**VISIT FEWEEKAAC.COM FOR MORE INFO.**



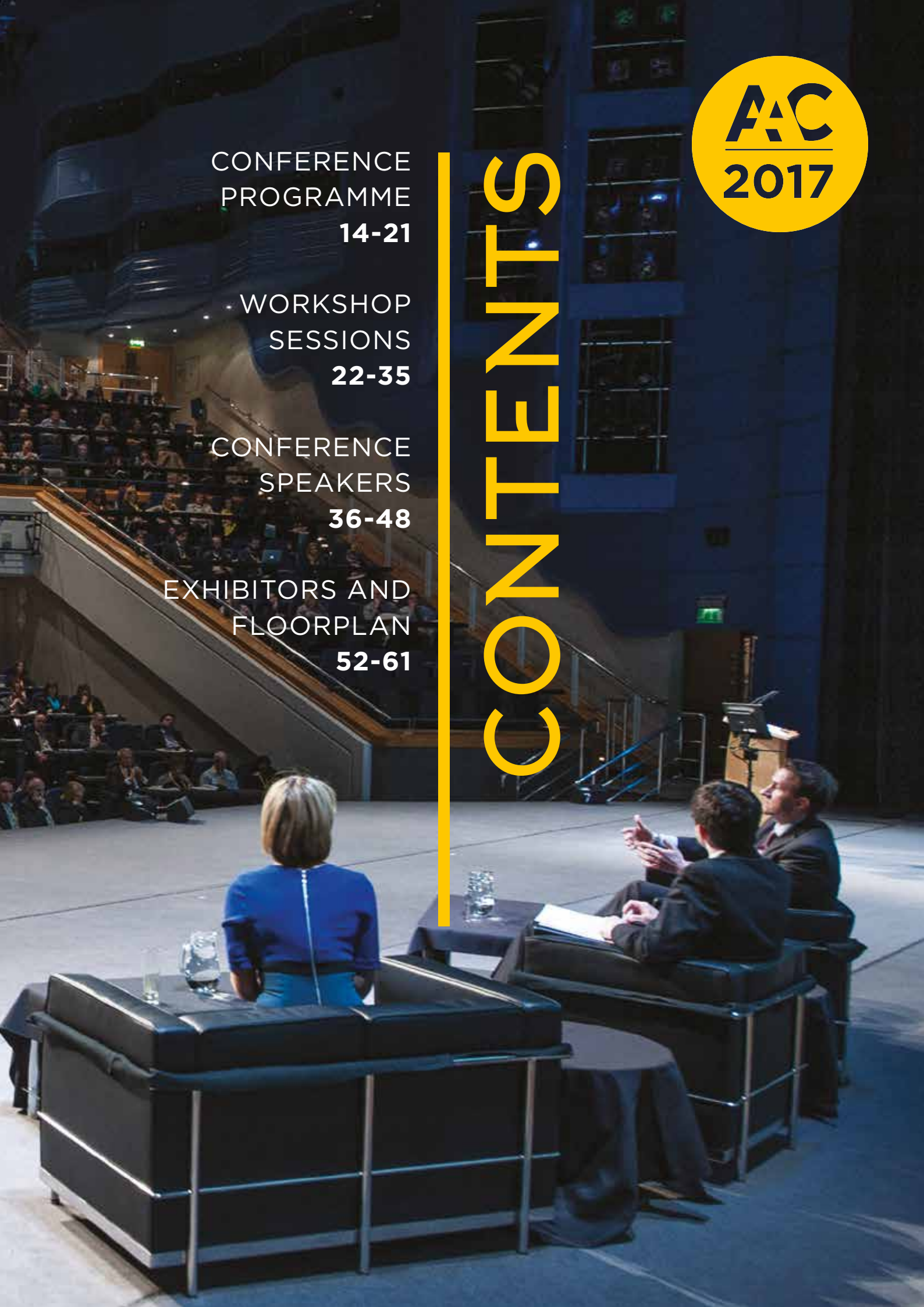
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WELCOME FROM THE CONFERENCE GUIDE SPONSOR



## CMI: Developing True Management Professionals

### Welcome to AAC 2017.

**T**hank you for joining us at this time of great change in the apprenticeship landscape.

CMI is delighted to support this important conference that brings together so many influential voices in the apprenticeships sector.

As the chartered professional body for management and leadership, CMI is proud to have worked with employers and education providers in the development of trailblazer standards in management and leadership apprenticeships.

Poor management currently costs our economy £84bn each year, with four out of five British bosses accidental managers, who have never been professionally trained. The UK needs 2 million new managers by 2024. As such, the new apprenticeships are pivotal to boosting our management talent, developing skilled new leaders, enhancing social mobility and building a gender balanced management pipeline, all of which drives productivity.

The Chartered Manager Degree Apprenticeship was launched in 2015, and it's already the fastest-growing degree apprenticeship. It combines world-class business education, work-based learning and professional development pathways. This

has been followed by team leader and operations manager apprenticeships, and a Master's level apprenticeship is now in development.

Leading employers including Serco, Nestle, Civil Service Learning, Pizza Hut, KFC, Barclays and Boots now run trailblazing CMI management apprenticeship programmes, delivered through FE colleges, private training providers and universities.

We're passionate about creating better-led and managed organisations, and delight in working with learning providers and employers who share this agenda. And in recognition of our commitment to collaboration, we're delighted to have been recognised as Awarding Organisation of the Year by the Federation of Awarding Bodies, the Gold Award winner for Support Organisation to the Apprenticeship Sector at the App4England Awards and for being among the top 100 UK not-for-profit organisations to work for in the Sunday Times Best Companies.

**COME AND VISIT US AT STAND A15 TO FIND OUT MORE ABOUT HOW CMI CAN WORK WITH YOU.**



# USEFUL INFORMATION

## ACCOMMODATION

Accommodation booking services for the conference have been provided by our appointed agency, Conference Care. Please contact them directly on 02476 369726 if you have any questions regarding your accommodation booking.

## BADGES

All registered attendees will receive a name badge which must be worn at all times when in the ICC (with the expectation of the Gala Dinner). If you lose your badge, please visit the registration help-desk in Hall 3 Foyer for assistance.

## CLOAKROOM AND LEFT LUGGAGE

Cloakroom and left luggage facilities are available in the Mall of the ICC free of charge. A complimentary cloakroom facility will be available on the night of the gala dinner. Please note that we are unable to accept responsibility for any theft, loss or damage to personal belongings throughout the duration of conference and associated events.

## DELEGATE LIST

The 2017 delegate list is available on our website. Please note that the delegate list is correct as at Tuesday 21 March. Please visit [feweekaac.com/delegatelist](http://feweekaac.com/delegatelist) to download the list.

## EMERGENCY

In the event of an emergency within the convention centre, please contact the nearest member of the ICC staff.

If it becomes necessary to evacuate the building, participants will be advised via a PA announcement. On hearing such an announcement, please leave by the nearest fire exit and make your way to the assembly point located outside the front entrance of the ICC in Centenary Square.

## EXHIBITION

The exhibition is located in Hall 3, and is open at the times advertised in the programme. Stand locations are available on pages 57-58.

## INTERNET ACCESS

There is free Wi-Fi internet access available throughout the ICC.

## LIABILITY

FE Week assumes no responsibility for injury to persons or damage to or theft of property.

## LUNCH AND REFRESHMENTS

Lunch and refreshments will be available all days of the conference in Hall 3 at the times advertised in the programme.

## MEDICAL ASSISTANCE AND FIRST AID

If you require medical assistance while in the convention centre, please contact the nearest member of ICC staff who will be able to help.

## MOBILE PHONE POLICY

Please make sure that mobile phones are switched to silent operation before entering any of the conference sessions.

## SPEAKERS NETWORKING LOUNGE

FE Week is delighted to be hosting the speakers networking lounge on the Hall 3 gallery. This area restricted to AAC speakers and guests.

## ORGANISERS

The conference is brought to you by FE Week. FE Week is published by Learning & Skills Events Consultancy and Training Limited. Registered in England and Wales. No. 7423341. VAT Number: 103586724 Registered address: 12 Grove Park Road, London, SE9 4QA.

## PHOTOGRAPHY AND FILMING

Photographs will be taken and filming may take place throughout the conference to be used on the FE Week website, newspaper and in future printed and digital materials. Keynote speakers will be filmed and selected sessions will be available to view after the conference. In addition, some breakout sessions organisers may film their respective sessions for their own purposes.



VISIT US AT  
STAND A15

# APPRENTICESHIPS HAVE BEEN TRANSFORMED.




And, with employers, we're taking the lead.

As the only Chartered body dedicated to creating better led and managed organisations, we have been at the forefront of the new Trailblazer apprenticeships.

CMI offer a full suite of leadership and management apprenticeships so, by working with us, you can offer your management apprentices a recognised professional development pathway, ultimately leading to Chartered status.

The time has come to professionalise your managers and leaders.

Take advantage of the possibilities that lie ahead and start your journey with CMI.

-  0333 220 3145
-  [apprenticeships@managers.org.uk](mailto:apprenticeships@managers.org.uk)
-  [managers.org.uk/apprenticeships](https://managers.org.uk/apprenticeships)



Pearson

## Start your new apprenticeships journey here.

From recruitment through on-programme support to end point assessment; from traineeships to degree apprenticeships, we have what you need to find your way.  
Start your journey at [quals.pearson.com/apprenticeships](https://quals.pearson.com/apprenticeships)

**ALWAYS LEARNING**



We are pleased to be a conference sponsor of AAC 2017.



# USEFUL INFORMATION

## QUESTIONS FOR SPEAKERS

If you would like to put forward a question for one of the keynote speakers, there are a number of ways you can do this: email [aac@feweek.co.uk](mailto:aac@feweek.co.uk), write a note and hand it in to a member of staff at the registration desks or simply put your hand up in the audience.

## REGISTRATION

The registration desk is located in Hall 3 Foyer and is open at the following times:

### Date and times

Wednesday 09:00 - 16:00

Thursday 08:30 - 16:00 | Gala Dinner open from 19:15

Friday 08:30 - 13.30

The registration team is available at the desks throughout the times indicated above, to help with any queries you may have and to ensure you get the most out of your time at the conference.

## SMOKING POLICY

All areas of the ICC are non-smoking. A designated smoking area is available at the front entrance to the right of the ICC.

## SOCIAL EVENTS

### Drinks Reception and Gala Dinner Thursday, March 23.

The FE Week Annual Apprenticeship Conference and Exhibition Gala Dinner (kindly sponsored by Learning Curve Group) will take place on Thursday, March 23 with over 500 guests in attendance.

Guests will be treated to an evening of fabulous food and wine,

an inspiring after-dinner speech from our conference host Kirsty Wark and entertainment from The Mini Big Band and of course an opportunity for a dance. The event will provide an opportunity for conference attendees to come together to network, build relationships and most importantly have a jolly good time.

The evening will commence with the Gala Dinner Drinks Reception (kindly sponsored by Mindful Education).

Dress code for the evening is Black tie/formal attire.

### FE Week Gala Dinner tickets:

Limited tickets may be available from the Registration Help-desk. Please visit the registration helpdesk to check availability.

Standard ticket to the gala dinner: £99 + VAT

Please note that full conference tickets include entrance to the Gala Dinner and Drinks Reception.

## SOCIAL MEDIA

Please join the conversation on Twitter, using #FEweekAAC17. You can also tweet FE Week directly @FEWeek. We will be sharing our key learnings throughout the conference and would love to hear your highlights.

## TAXIS

ICC staff at the Information Desk, located in the Mall, will be happy to book a taxi for you. Alternatively you can call TOA Taxis on 0121 427 8888 for a registered taxi service.

## VIEWS OF SPEAKERS

The views expressed by the speakers do not necessarily represent or reflect the actions, policies or views of FE Week.

# AAC 2017 GALA DINNER EV

**T**he FE Week Annual Apprenticeship Conference and Exhibition Gala Dinner (kindly sponsored by Learning Curve Group) will take place on Thursday, March 23 with over 500 guests in attendance.

Guests will be treated to an evening of fabulous food and wine, an inspiring after-dinner speech from our conference host Kirsty Wark and entertainment from The Mini Big Band and of course an opportunity for a dance. The event will provide an opportunity for conference attendees to come together to network, build relationships and most importantly have a jolly good time.

The Rt Hon Robert Halfon MP will also make a special presentation.

The evening will commence with the Gala Dinner Drinks Reception (kindly sponsored by Mindful Education).

Our entertainment for this year's gala dinner will be provide by The Mini Big Band.

The Mini Big Band specialise in performing one of the finest modern swing, jazz and jive shows around. The 10 piece band create a swinging sound like no other; featuring some of the countries finest musicians incorporated into a swinging rhythm section, a powerful 6 piece horn section with a charismatic Rat Pack styled vocalist capable of charming any audience. All of this is mixed with sharp suits, beautiful vintage instruments and an authentic big band stage set, which is sure to give the Gala Dinner a real touch of class.

If you haven't booked your tickets yet to the Gala Dinner please visit the Help Desk to check availability.

## MINI BIG BAND

THE MINI BIG BAND - ONE OF THE UK'S BEST MODERN SWING, JIVE AND JAZZ BANDS



### FE WEEK GALA DINNER TICKETS:

Limited tickets may be available from the Registration Helpdesk. Please visit the registration helpdesk to check availability.

Standard ticket to the gala dinner: £99 + VAT

Please note that full conference tickets include entrance to the Gala Dinner and Drinks Reception.



GALA DINNER SPONSOR



DRINKS RECEPTION SPONSOR



# ENING



## DRINKS RECEPTION

sponsored by **Mindful Education**

🕒 19:15pm - 20:00 pm

📍 Hall 3 foyer

## GALA DINNER

sponsored by **Learning Curve Group**

🕒 20:00 pm - 00:30 am

📍 Hall 4

Dress code: black tie/formal evening attire



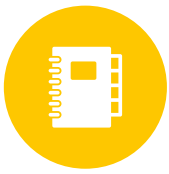
**KIRSTY WARK**  
 AFTER DINNER SPEECH



CONFERENCE  
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# CONFERENCE PROGRAMME





# AGENDA

## WEDNESDAY | DAY 1

### REGISTRATION & EXHIBITOR SHOWCASE OPEN

🕒 09:00 am - 09:45 am 📍 Exhibition - Hall 3

### WELCOME AND OPENING REMARKS

🕒 09:45 am - 09:50am 📍 Auditorium - Hall 1

Kirsty Wark is one of Britain's most highly regarded and versatile presenters. As a regular presenter of BBC2's Newsnight her portfolio has extended from current affairs to the arts; she's a regular presenter of The Review Show and Arts At strands on BBC2.



### SETTING THE SCENE TO AAC 2017

🕒 09:50 am - 10:00 am 📍 Auditorium - Hall 1

Nick will briefly draw of analysis of a pre-conference questionnaire to highlight key areas of opportunity, concern and, in some cases, fear. With little over a month before the new apprenticeship funding system kicks-in, just how are delegates feeling as we launch AAC2017?



### "THE MOST SIGNIFICANT CHANGE IN THE FUNDING OF FE IN A GENERATION" – AN APPRENTICESHIP REFORM UPDATE

🕒 10:00 am - 10:30 am 📍 Auditorium - Hall 1

David Hill is the most senior civil servant leading on the apprenticeship reforms at the DfE. Setting the scene for AAC 2017, David will update providers on the reform programme and growth aims for apprenticeships



## WORKSHOPS | STRAND ONE

🕒 10:40 am - 11:30am 📍 Various locations See page 24 for workshop listings.

If you did not have the opportunity to pre-register for workshops you can do so at the Help Desk in the registration area.

### REFRESHMENT BREAK, EXHIBITION AND NETWORKING

🕒 11:30am - 12:00pm 📍 Exhibition - Hall 3





**EVERYTHING YOU NEED TO KNOW ABOUT 'T LEVELS'**

🕒 12:00pm - 12:45pm 📍 Auditorium - Hall 1

Following the budget announcement excitement, Gemma Gathercole and Nick Linford will present the essential policy update on 'T Levels'.

**APPRENTICESHIPS – THE GOOD, THE BAD AND THE UGLY**

🕒 12:45pm - 13:00pm 📍 Auditorium - Hall 1

Kirsty Wark in conversation with Kirstie Donnelly

FE reform has been coming thick and fast over the past few years and it all started with apprenticeships. While Government policy is moving in the right direction with the shift to employer ownership of skills, it is in the implementation that we will succeed or not. Kirsty and Kirstie discuss what has gone right and where there is room for improvement with the apprenticeship reforms.

**STEERING OUR WAY THROUGH CHANGE**

🕒 13:00pm - 13:15pm 📍 Auditorium - Hall 1

An opportunity to hear the Federation of Awarding Bodies perspective on the incoming changes to apprenticeship reforms and technical and further education.

**WHERE WILL APPRENTICESHIP REFORMS TAKE US IN THE NEXT 3 YEARS? KEYNOTE ADDRESS FROM DAVID HUGHES**

🕒 13:15pm - 13:30pm 📍 Auditorium - Hall 1

David will set out where current reforms are leading us, the positive outcomes which might emerge as well as the risks as we aim for the 3 million target during a time of enormous system, economic and political changes.

**LUNCH BREAK, EXHIBITION AND NETWORKING**

🕒 13:30 pm - 14:30 pm 📍 Exhibition - Hall 3

**WORKSHOPS | STRAND TWO**

🕒 14:30pm - 15:20pm 📍 Various locations See page 26 for workshop listings.

**REFRESHMENT BREAK, EXHIBITION AND NETWORKING**

🕒 15:20pm - 15:50pm 📍 Exhibition - Hall 3

**WORKSHOPS | STRAND THREE**

🕒 15:50pm - 16:40pm 📍 Various locations See page 28 for workshop listings.

**KEYNOTE ADDRESS | SURVIVAL OF THE SMARTEST**

🕒 16:50pm - 17:00pm 📍 Auditorium - Hall 1

Previously the founder of a successful skills assessment technology company [www.silverlining.co.uk](http://www.silverlining.co.uk). After securing equity investment she, and two of her partners, went on to create the Smart Assessor E-portfolio. Fiona is an award winning business woman, Chartered Marketer and currently an MBA student with Oxford Brookes university.

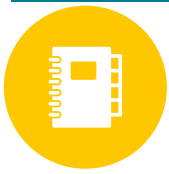
**PROVIDER LEADERSHIP IN CONVERSATION WITH KIRSTY WARK**

🕒 12:45pm - 13:00pm 📍 Auditorium - Hall 1

The key leaders will answer the tough apprenticeship reform questions you want answering.



## AGENDA



# AGENDA

## THURSDAY | DAY 2

### REGISTRATION & EXHIBITOR SHOWCASE OPEN

🕒 08:30 am - 09:30 am 📍 Exhibition - Hall 3

### KEYNOTE ADDRESS | REASONS TO BE POSITIVE: HOW TO MAKE APPRENTICESHIP REFORMS A SUCCESS

🕒 09:30 am - 09:45am 📍 Auditorium - Hall 1

Pearson's President in the UK Rod Bristow will discuss how accurate consideration of employer needs, personalised learning plans, rigorous assessment, and appropriate in-work mentoring are at least as important to the success and reputation of apprenticeships as regulatory and funding issues.



### KEYNOTE ADDRESS FROM KEITH SMITH | UPDATE ON APPRENTICESHIP FUNDING

🕒 09:45 am - 10:30 am 📍 Auditorium - Hall 1

This will be an opportunity to hear the latest developments on apprenticeship funding reform from Keith Smith, Director of Funding and Programmes at the Skills Funding Agency.



## WORKSHOPS | STRAND FOUR

🕒 10:40 am - 11:30am. 📍 Various locations See page 30 for workshop listings.

If you did not have the opportunity to pre-register for workshops you can do so at the Help Desk in the registration area.

### REFRESHMENT BREAK, EXHIBITION AND NETWORKING

🕒 11:30am - 12:00pm 📍 Exhibition - Hall 3



### MINISTERIAL ADDRESS | RT HON ROBERT HALFON MP

🕒 12:00pm - 12:45pm 📍 Auditorium - Hall 1

On the eve of the apprenticeship levy and other key apprenticeship reforms, hear from the minister responsible for it all in his first major apprenticeship speech, since becoming Minister in June 2016. Followed by a Q&A with Kirtsy Wark.



### KEYNOTE ADDRESS FROM SHADOW EDUCATION MINISTERS

🕒 12:45pm - 13:30pm 📍 Auditorium - Hall 1

Labour's shadow education secretary and shadow minister for FE and HE will address the AAC conference on behalf of the Labour Party.



## LUNCH BREAK, EXHIBITION AND NETWORKING

☉ 13:30pm - 14:30pm

📍 Exhibition - Hall 3



## WORKSHOPS | STRAND FIVE

☉ 14:30pm - 15:20pm

📍 Various locations

See page 32 for workshop listings.

## REFRESHMENT BREAK, EXHIBITION AND NETWORKING

☉ 15:20pm - 15:50pm

📍 Exhibition - Hall 3



## WORKSHOPS | STRAND SIX

☉ 15:50pm - 16:40pm

📍 Various locations

See page 33 for workshop listings.

## MAKING TECHNICAL QUALIFICATIONS WORK WITH APPRENTICESHIPS

☉ 16:50pm - 17:05pm

📍 Auditorium - Hall 1

Graham is the Managing Director of NOCN, a leading UK and international Awarding and Apprenticeship Assessment organisation. He is an expert on national skills policy and regularly comments on the apprenticeship reforms, productivity and technical education



## WE KNOW WHAT WE KNOW AND KNOW WHAT WE DON'T KNOW

☉ 17:05pm - 17:20pm

📍 Auditorium - Hall 1

Where are we at and where are we going with apprenticeships and skills - an up to date AELP view and the support we provide to navigate the transition.



## KEYNOTE ADDRESS FROM OFSTED ON THE INSPECTION REGIME FROM MAY

☉ 17:20pm - 17:45pm

📍 Auditorium - Hall 1

In this session delegates will hear from the leaders at Ofsted about how their teams will inspect apprenticeship provision from May. Delegates will also have the opportunity to ask questions.



## AAC 2017 GALA DINNER DRINKS RECEPTION

☉ 19:15pm - 20:00pm

📍 Hall 3 Foyer

Kick-off the Gala Dinner evening with a fabulous drink reception. An opportunity to network delegates and unwind at the end of day two of AAC 2017. This year's drinks reception is sponsored by Mindful Education. (TICKETED EVENT, SEE PAGE 12-13 FOR MORE INFO)



## AAC 2017 GALA DINNER EVENING

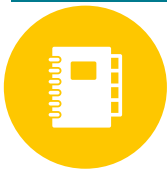
☉ 20:00pm - 00:30pm

📍 Hall 4

The FE Week Annual Apprenticeship Conference and Exhibition Gala Dinner Evening, sponsored by Learning Curve Group, will once again be a fabulous evening for conference delegates. Guests will be treated to an evening of fabulous food and wine, an inspiring after-dinner speech from our conference host, Kirsty Wark and entertainment from the Mini-big Band and of course an opportunity for a dance. The Rt Hon Robert Halfon will also make a special presentation on the evening. Dress code for the evening is black tie/formal. (TICKETED EVENT, SEE PAGE 12-13 FOR MORE INFO)



## AGENDA



# AGENDA

## FRIDAY | DAY 3

### REGISTRATION & EXHIBITOR SHOWCASE OPEN

🕒 08:30 am - 09:30 am 📍 Exhibition - Hall 3

### KEYNOTE ADDRESS FROM THE CHIEF REGULATOR, OFQUAL

🕒 09:30 am - 09:45am 📍 Auditorium - Hall 1

The chief regulator will provide an insight into the role Ofqual play in the employer-led apprenticeship system.



### KEYNOTE ADDRESS FROM KEITH SMITH | UPDATE ON APPRENTICESHIP FUNDING

🕒 09:45 am - 10:00 am 📍 Auditorium - Hall 1

Competitions provide huge benefits to employers, apprentices and their trainers and delegates will be encouraged to get involved. The session will also include a preview to WorldSkills 2017 in Abu Dhabi and TeamUK's hopes for gold.



### THE 1.5 MILLION BUSINESSES THAT GOVERNMENT FORGOT | IN CONVERSATION WITH THE INDUSTRY SKILLS BOARD

🕒 10:00am - 10:30am 📍 Auditorium - Hall 1

Kirsty Wark will speak to leading employers about apprenticeship reforms and how colleges and training providers can best operate in the large employer market.



## WORKSHOPS | STRAND SEVEN

🕒 10:40 am - 11:30am 📍 Various locations See page 34 for workshop listings.

If you did not have the opportunity to pre-register for workshops you can do so at the Help Desk in the registration area.

### REFRESHMENT BREAK, EXHIBITION AND NETWORKING

🕒 11:30am - 11:55am 📍 Exhibition - Hall 3



## WORKSHOPS | STRAND EIGHT

🕒 11:55AM - 12:45pm 📍 Various locations See page 35 for workshop listings.

**LUNCH BREAK, EXHIBITION AND NETWORKING**

☉ 12:45pm - 13:30pm

📍 Exhibition - Hall 3



**KEYNOTE ADDRESS FROM THE INSTITUTE FOR APPRENTICESHIPS**

☉ 13:30pm - 12:30pm

📍 Auditorium - Hall 1

Following consultation on a strategy and operational plan, Peter will outline the final roles and responsibilities for the new 'employer-led regulatory body' that launches in April. Peter will also take delegate questions.



# END OF AAC 2017

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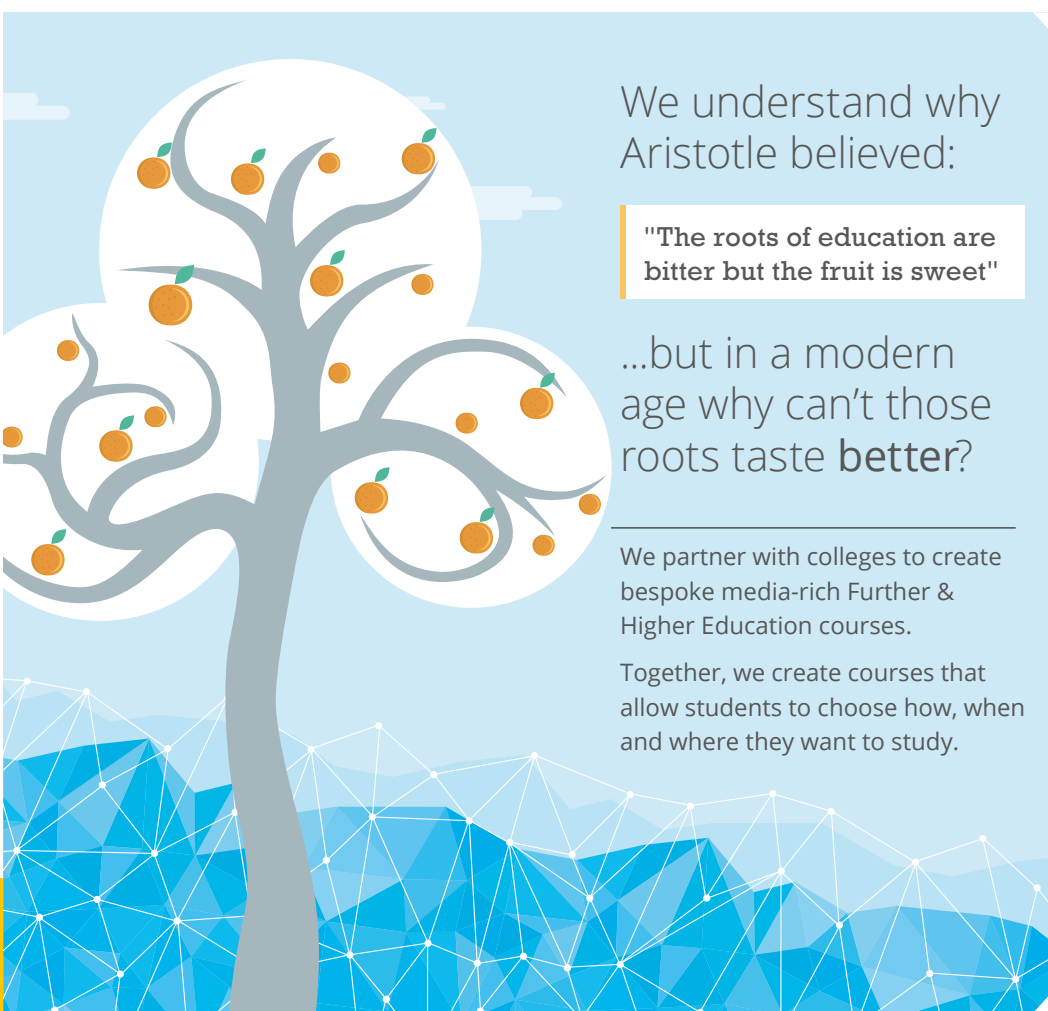
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**#FEWEEKAAC17**



We understand why Aristotle believed:

"The roots of education are bitter but the fruit is sweet"

...but in a modern age why can't those roots taste better?

We partner with colleges to create bespoke media-rich Further & Higher Education courses.

Together, we create courses that allow students to choose how, when and where they want to study.

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education

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The ICC  
Birmingham

22-24  
March

14  
Stand

Learn more at [mindful-education.co.uk](http://mindful-education.co.uk)



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# WORKSHOP SESSIONS

## 3. Core P

- Able to deliver commercial employers.
- Building brand offer: the '...
- Increasingly flexible to off

**AAC**  

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**2017**

# WORKSHOP SESSIONS

## STRAND 1: 10.40 AM - 11.30 AM

### WEDNESDAY



#### 📍Hall 9

##### APPRENTICESHIP DELIVERY CONTRACTS WITH EMPLOYERS

Eversheds Sutherland's education team is seeing an increasing volume of requests for support around contracts between providers and employers for the delivery of apprenticeships. This session will cover best practice in putting in place contracts, managing risk in them and other contracts which providers should consider.

*Mark Taylor, Principal Associate, Eversheds Sutherland*

#### 📍Hall 10a (C&G Room)

##### THE NEW SUB-CONTRACTING REQUIREMENTS – PITFALLS AND POSSIBILITIES

From May 2017, the apprenticeship sub-contracting arrangements and funding rules are changing significantly to encompass the added complexities of the different types of providers on who will be delivering. This workshop will explain the sub-contracting regulations for all types of provider, the do's and don'ts, the opportunities and what to be prepared for. If you have never sub-contracted before, or want to ensure your knowledge is updated in preparation for the May changes, this workshop is a must. The workshop is aimed at any organisation on the Register of Apprenticeship Training Providers (RoATP) or wishing to go on the Register, who is considering sub-contracting in any form, as part of their apprenticeship plans.

*Bryony Kingsland, Funding Manager, City & Guilds*

#### 📍Hall 10b

##### COMPLYING WITH THE FUNDING RULES

This session will provide an overview of the Skills Funding Agency's Funding Rules for apprenticeships.

*Dr Sarah Steer, Head of Apprenticeship Policy Implementation, SFA*

#### 📍Hall 11a

##### END POINT ASSESSMENT - THE DIY GUIDE FOR MANAGING AND DELIVERING QUALITY SERVICES TO APPRENTICES

With over 5,000 apprentices now on standard based programmes a new market for end point assessments is emerging and this session will outline the risks and potential rewards for organisations wishing to offer EPA services.

FDQ was one of the first Apprenticeship Assessment Organisations to gain approval to offer EPA services and has spent over a year developing end tests and application processes for Butchery apprentices. The session will provide an insight to the internal and external costs associated with the set up of this new commercial enterprise.

*Terry Fennell, Chief Executive, FDQ*

#### 📍Hall 11b

##### INTRODUCTION TO MENTORING, COACHING/ ASSESSING & TEACHING APPRENTICESHIP STANDARDS

Key to delivering and supporting apprenticeships will be the dual professionalism of individuals. Not only will they expect to have the vocational skills, knowledge and behaviours, but also demonstrate the attributes of a good mentor, coach/assessor or teacher. This session introduces the range of new standards required to be a successful apprentice within the FE sector; whether working within a business, colleges, local authority, private training provider or within public sectors, such as the MOD or NHS environment. The session will provide an opportunity to ask questions from members of the Standards Steering Group.

*Steve Cross, Principal Consultant, ITC Skills*

#### 📍Executive room 1

##### HARVESTING THE REVENUE OPPORTUNITY CREATED BY THE EMPLOYER LEVY

The new Employer levy presents a NOW opportunity for innovative colleges and training providers to transform their apprenticeship revenue, both from the levy fund for

apprenticeships and commercially through workforce development.

Presented by the award-winning technology company Smart Assessor this short workshop is designed to help training providers and colleges learn how they harvest this revenue opportunity for the mutual benefit of their employers, apprentices and existing employees.

*Fiona Hudson-Kelly, CEO, Smart Assessor*

#### 📍Executive room 2

##### STANDARDS-BASED DEGREE APPRENTICESHIPS – OUR EXPERIENCE TO-DATE

UCEM has been delivering standards-based degree apprenticeships in the built environment sector since Sept 2015, making UCEM something of a trailblazing provider. We currently have the largest number of built environment degree apprentices on programme and we consider that our delivery model is both innovative and inclusive. We track apprentice progress through an on-line e-portfolio system that has been customised to cover all aspects of each apprenticeship standard. This is a timely session given the need to move from frameworks to standards and the need to increase uptake of degree apprenticeships.

*John Pratt, Head of Apprenticeship Management, University College of Estate Management.*

*Nick Moore, Dean, Learning and Teaching, University College of Estate Management*

#### 📍Media suite

##### LEADERSHIP – THE KEY TO THE SUCCESS OF YOUR APPRENTICESHIP PROGRAMME

Sir Frank is currently scoping a new Top Leaders programme for the sector, which will inform leadership development for other tiers of leadership. The former chair of CAVTL, he is leading ETF's response to the Sainsbury Review. ETF provides specific leadership development to help apprenticeship delivery.

*Sir Frank McLoughlin, Associate Director of Leadership, Education and Training Foundation*



# MAKE APPRENTICESHIPS MATTER

**NOCN is a top-three Government-approved Apprenticeship Assessment Organisation at the forefront of the reforms, making apprenticeships matter for employers, training providers and apprentices.**

Operational to carry out 'levy-ready' End Point Assessments NOW!

- Supporting employers, training providers and apprentices from pre-assessment to completion with a flexible and cost effective approach
- Approved to deliver End-Point Assessments (EPA) in tandem with providers and employers in seven occupational areas:

- 1 Public Services
- 2 Social Care
- 3 Facilities Management
- 4 Financial Services
- 5 Retail
- 6 Science Technology
- 7 Engineering

**If you haven't selected an AAO for your EPA yet, here's 10 reasons why you should choose NOCN:**

- 1 AAO operationally ready to deliver EPA now
- 2 Transparent and competitively priced EPA fees
- 3 Vocational experience and assessment expertise
- 4 Friendly, flexible and responsive service
- 5 EPA Management IT system: Horizon
- 6 On-going EPA support from pre-assessment to completion
- 7 Client assurance - NOCN regulated by Ofqual with excellent QA processes
- 8 Rapid turnaround of NOCN EPA certificates
- 9 Focus on social mobility and commercial impact, not profit
- 10 An ethos and passion for creating opportunities through vocational skills

**VISIT US AT STAND C5 AND BOOK YOUR FREE APPRENTICESHIP READINESS ASSESSMENT**

Call 0114 227 0500  
[www.nocn.org.uk](http://www.nocn.org.uk)

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 nocn1

 nocn



# WORKSHOP SESSIONS

## STRAND 2: 14.30PM - 15.20PM

### WEDNESDAY



#### 📍Hall 1

##### THE QUALITY OF APPRENTICESHIPS: WHAT WE KNOW FROM INSPECTION

This workshop reviews findings from inspection to highlight best practice in current apprenticeship provision and to discuss common areas for development in provision that we judge to be inadequate or require improvement.

*Chris Jones, HMI, Specialist Advisor Apprenticeships, Ofsted*

#### 📍Hall 9

##### CHARGING STRATEGIES FOR APPRENTICE PROVIDERS

This session will help providers set a strategy for charging employers whether under the Levy or co funded regimes. It will be especially useful for providers who have never charged before

*Matt Garvey, Managing Director, WBTC*

#### 📍Hall 10a (C&G Room)

##### MAXIMISING LEARNER ENGAGEMENT AND COMPLETION – “ASK THE EXPERTS” PANEL SESSION

Did you know that on average a whopping 1/3 of Apprentices fail to complete their programmes? ILM's expert panel discuss the challenges faced with traditional apprenticeships and an approach to leadership which can increase retention and engagement with their programmes. Come along to join the debate and receive our free best practice employer guide to hiring and retaining apprentices.

*Becky James, Director of Business Development & Sales, ILM. Andy Dent, ILM Tracey Matthews, Director of Apprenticeships, Milton Keynes College. Anna Clarke, Head of Apprenticeships, Milton Keynes College. Tracey Bedford, Babcock International. Sam Richards, ILM Marketing Apprentice, Outsource training*

#### 📍Hall 10b (AELP Room)

##### NEW ROLES IN APPRENTICESHIP DELIVERY

This workshop will look at the changing roles for staff whose provider organisations

are delivering or planning to deliver new apprenticeship standards.

We draw on our extensive work with apprenticeship providers, looking specifically at:

- Business development roles
- Trainers and assessors
- Internal quality assurance roles

You'll leave with a simple action plan to take back to your organisation to progress this conversation with colleagues.

*Louise Doyle, Senior Associate, Strategic Development Network*

#### 📍Hall 11a

##### USING YOUR LOAN ALLOCATION TO ENCOURAGE AND SUPPORT PROGRESSION ONTO APPRENTICESHIPS

Advanced Learner Loans have done much to activate a wide of range of learners who otherwise may not have accessed learning opportunities, not only for personal development reasons but also for employment, promotion and further study. In this workshop Beej will demonstrate how effective use of your loan facility can encourage and support progression into apprenticeships, particularly higher level apprenticeships, and those in key growth sectors.

*Beej Kaczmarczyk, Director, Learning Curve Group*

#### 📍Hall 11b

##### APPRENTICE 360 - ATTRACT - ASSESS - ACHIEVE

Available from April 2017, Pearson Apprentice 360 provides engaging, interactive learning content, mapped to SASE and Standards, available wherever your learners are, and however they want to study. Find out how your organisations can benefit, and get a preview of some of the advanced features planned for this flagship tool.

*Suzanna Shutler, National Campaign Manager, Vocational Learning, Pearson*

#### 📍Executive room 1

##### ASSESSMENT INSTRUMENTS - EVERYTHING YOU WANT TO KNOW BUT HAVE NOT THOUGHT TO ASK!

As one of the leading Apprenticeship Assessment Organisations, NOCN has developed a wide range of new instruments to assess apprentices. In this session Jane and Graham will share their expertise gained from developing these tools and give best practice advice.

*Graham Hasting-Evans, Managing Director of NOCN and Jane Jones, Deputy Managing Director*

#### 📍Executive room 2

##### NAVIGATING END POINT ASSESSMENT

A leading provider of quality apprenticeship solutions, NCFE can guide you through the changing apprenticeship standards and lead you through the gateway decision on apprenticeship assessment. Join us for a workshop that offers practical advice on how you can design and execute on the best EPA model for your organisation.

*Charlie Freeman, Apprenticeship Leader, NCFE*

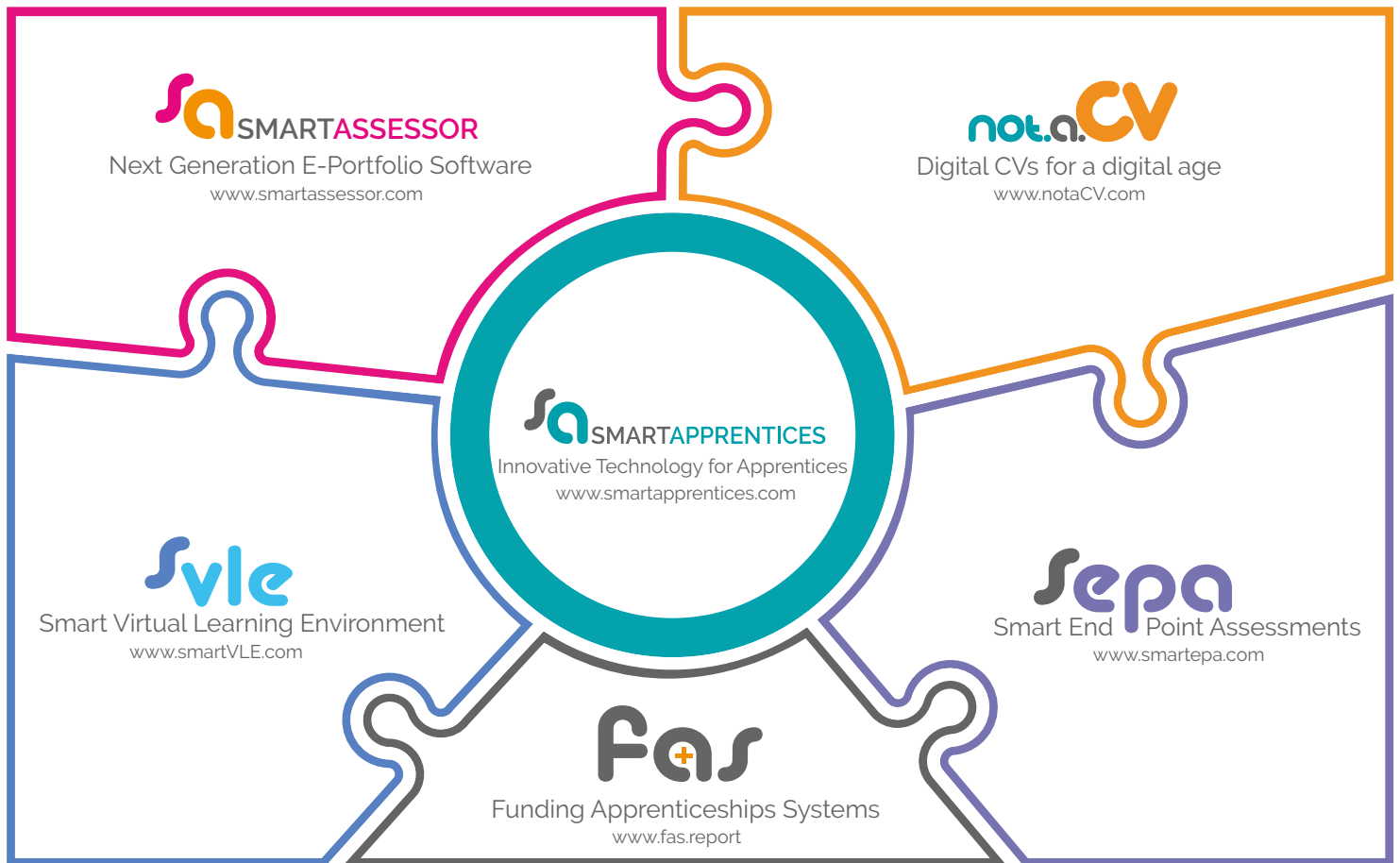
#### 📍Media suite

##### ILR, OFSTED AND AUDIT – HOW TO SET-UP YOUR DATA MANAGEMENT FOR SUCCESS, QUALITY DELIVERY AND COMPLIANCE.

The session is designed for employers and providers who are new to submitting their own ILR, Ofsted and audit requirements. It will help you understand the obligations, risks and benefits surrounding data management for ILR, Ofsted and audit purposes: Your key data recording requirements; the most common (and most high risk) data errors, and how to avoid them; consequences of data errors – understand the risks, both financial and compliance-based; beyond compliance - how to make your learner data work for you.

*Carla Martinho, Head of Data Management Services, Tribal*

# BE SMART, THINK SMART, GET SMART THE APPRENTICESHIP TECHNOLOGY FOR YOU



At Smart Assessor we haven't simply adapted our award winning e-portfolio for trailblazer success, we have created a suite of new fresh and innovative products to help you succeed in the new employer owned apprenticeship world.

Shh... can't tell you anymore because it's top secret... except that we will be launching this range of exciting new technologies exclusively at the AAC conference.

As an award winning fast growth company we are always looking for experienced Assessors to join our growing customer service team; if you would like to know more contact [lisa.taylor@smartassessor.co.uk](mailto:lisa.taylor@smartassessor.co.uk)

Visit stand c6 at the AAC Conference 22-24 March 2017 for a sneak peak...

[www.smartapprentices.com](http://www.smartapprentices.com)

# WORKSHOP SESSIONS

## STRAND 3: 15.50 PM - 16.40 PM

### WEDNESDAY



#### 📍Hall 9

##### ASSESSING APPRENTICES – LESSONS FROM OFQUAL'S EXTERNAL QUALITY ASSURANCE

As one of the options for external quality assurance, Ofqual reviews assessment plans to check they can lead to valid end-point assessments. This workshop will provide advice on creating assessment plans and developing end-point assessments from them, using the lessons learned from the reviews carried out. The workshop will also explain what external quality assurance from Ofqual looks like in practice.

*Catherine Large, Director of Vocational Qualifications, Ofqual*

#### 📍Hall 10a (C&G Room)

##### DIFFERENTIATING YOUR OFFER TO ATTAIN A HIGH QUALITY MARKET POSITION

The new structure of apprenticeships introduces flexibility to the roles of the employer and provider, the design of on-programme training and therefore, the price of delivery. In this new system, how will providers differentiate their offer to engage employers, attract recruits and ensure a quality experience? The City & Guilds "quality apprenticeships model" has been developed with employers and defines the quality that is derived from, the job role content, on-the-job training, off-the-job training and the staff involved; all leading to good results in end-point assessment.

*Caroline Roberts, Caroline Roberts Head of Policy, Governance & Stakeholder Recognitions*

#### 📍Hall 10b (AELP Room)

##### NEW ROLES IN APPRENTICESHIP DELIVERY

This workshop will look at the changing roles for staff whose provider organisations are delivering or planning to deliver new apprenticeship standards.

We draw on our extensive work with apprenticeship providers, looking specifically at:

- Business development roles
- Trainers and assessors
- Internal quality assurance roles

You'll leave with a simple action plan to take back to your organisation to progress this conversation with colleagues.

*Louise Doyle, Senior Associate, Strategic Development Network*  
*Chris Cherry, Senior Associate, Strategic Development Network*

#### 📍Hall 11a

##### SUPPORTING DELIVERY OF MATHS AND ENGLISH IN APPRENTICESHIPS

The session will draw on the learning from the Foundation's successful maths and English pipeline programme. The programme this year had a strand that was focussed on enhancing and expanding the level of maths and English support available to a range of different groups through online learning opportunities, development of mentor training opportunities and piloting employer-provider protocols. The workshop will present reflections from this work and provide the opportunity to find out about the support that is available to maximise the outcomes of maths and English in apprenticeships. Delegates will also have the opportunity to help shape and influence future support programmes.

*Ian Grayling, Executive Director, CETT Academy and Stella Turner, Head of Qualifications and Delivery*

#### 📍Hall 11b

##### TOP TIPS FOR POSITIVE MEDIA COVERAGE

The FE sector often complains that media isn't interested in them - in this session Ruth will discuss how organisations can change their approach to get more media coverage.

*Ruth Sparkes, Managing Director, EMPRA*

#### 📍Executive room 1

##### APPRENTICES AT THE TOP TABLE

The National Society of Apprentices is pretty young, we've only been around for 3 years. We've been busy though. Supporting other apprentices to make apprenticeships better. During this session you'll meet apprentices who have been influencing decision makers

both where they live and work and but also on a national scale. We'll be talking about 3 things: How much influence do your apprentices have within your organisation? What matters most to your apprentices? How can we work together? The society has a clear aim, to ensure excellent apprenticeships for all, with apprentices themselves making change.

*Ben Kinross, Apprentice Engagement Officer, National Society of Apprentices*

#### 📍Executive room 2

##### WINNING OVER EMPLOYERS AND APPRENTICES WITH YOUR BLENDED DELIVERY OF THE NEW APPRENTICESHIP STANDARDS

In this workshop we look at the potential impact of the levy and new apprenticeship standards on apprenticeship providers. We explore how providers can meet employer's requirements, win business and go above and beyond employer's expectations utilising technology.

- Identify how your apprenticeship model will meet employers' requirements over and above your competitors' offer
- Understand the options available to apprentices and their employers with a blended learning model
- Raise awareness of added value opportunities for employers and apprentices with a blended learning model

*Carolyn Lewis, Managing Director, Vocational Innovation Ltd*

#### 📍Media suite

##### STRATEGIES HELPING THOSE FURTHEST FROM THE LABOUR MARKET ACCESS APPRENTICESHIPS

Rathbone (a national youth charity) have developed a range of strategies over the past 18 months aimed at increasing access to apprenticeships for those furthest from the labour market and least likely to be attracted by formal traditional recruitment practices. By utilising various funding pots, targeting activity and designing specific packages to address barriers, Rathbone has significantly increased

its cohort of 16 -18 year olds on apprenticeship programmes and now have achievement and retention rates in excess of 90% for this cohort, maximising funding and meeting employer needs.

*Duncan Nicholson, Strategic Partnership  
Manager, Rathbone/Intraining (INCG Group)*

## Navigate your Apprenticeship Levy opportunity.

CACHE operates in the following areas:

- Health and Social Care
- Childcare
- Dentistry
- Education and Training

Visit: [levy.cache.org.uk](http://levy.cache.org.uk)  
Email: [levy@cache.org.uk](mailto:levy@cache.org.uk)  
Call: 0191 240 8950

**Speak to us  
at The Annual  
Apprenticeship  
Conference,  
22 - 24 March at  
Stand C3.**



**cache**  
nurturing achievement

# WORKSHOP SESSIONS

## STRAND 4: 10.40AM-11.30AM

### THURSDAY



#### 📍Hall 1

##### END-POINT ASSESSMENT - THEORY AND PRACTICE

How will EPA work? How can we partner with Pearson to deliver it? We'll look into this critical topic, what's involved, and some specific examples of standards and assessment models to enable you to continue to deliver apprenticeships with confidence. We'll also cover Pearson's role as a registered assessment organisation and the steps we're taking to partner with providers.

*Gary Tovery, Head of Employer and Stakeholder Relationships, Pearson BTEC & Apprenticeships, Pearson & Nathan Cookson, Sector Manager, Business Skills, Pearson.*

#### 📍Hall 10a (C&G Room)

##### DEVELOPING THE RIGHT SYSTEMS AND PROCESS TO SUPPORT SME'S AND MICRO-BUSINESSES WITH APPRENTICESHIPS

From May 2017, a new funding system means that non-levy paying employers will need to financially co-invest 10% towards apprenticeship training for all ages. How are you engaging with SMEs and do you have the systems and process in place to support these employers deliver high quality apprenticeships?

City & Guilds and AELP have teamed together to bring you a solution focussed provider readiness workshop to explain the new requirements and what systems and processes will need to be place to ensure SME's and micro-businesses can continue to engage with apprenticeships.

We will cover:

- A summary of funding changes for non-levy payers & associated incentive payments available for both employers and training providers
- Contract negotiation and engagement - reviewing what skills and tools you need to consider equipping your sales / engagement teams with and reviewing how training providers might position co-investment

with SMEs to contribute towards the cost of apprenticeship training

- Practical ideas on finalising contracts and setting up payment processes

*Paula Gibson, Business Solutions Manager, City & Guilds*

#### 📍Hall 10b (AELP Room)

##### THE IMPACT OF END-POINT ASSESSMENT ON APPRENTICESHIP STANDARD PROVIDERS

The workshop will look at how a provider's organisation might change as end-point assessment becomes a reality.

We'll consider a range of issues including:

- Independence and managing conflicts of interest
- Your relationship with employers
- Preparing your apprentices for end-point assessment

You'll leave with a simple action plan to take back to your organisation to progress this conversation with colleagues, potential assessment organisations and employers.

*Chris Cherry, Senior Associate, Strategic Development Network*

#### 📍Hall 11a

##### GOING FOR GOLD: HOW COMPETITIONS CAN ASSIST CPD

WorldSkills UK is launching a Professional Development Programme for teaching professionals and employers. Combining the latest global thinking in apprenticeship and technical skills delivery with WorldSkills UK's knowledge of producing world-beating apprentices, the organisation's CPD Programme informs how competition based activity can raise standards in any teaching or training programme. The Performance Management workshop is designed to introduce the concepts of performance management into the classroom and aid in the understanding of psychology of learning and act as a "taster" session for participants

*Sue Simpson, WorldSkills UK Trainer, WorldSkills UK*

#### 📍Hall 11b

##### GROWING APPRENTICESHIPS THROUGH HUB AND CLEARING HOUSE MODEL WITH LEPS

Apprenticeships already deliver real benefits to businesses and young people: new reforms aim to boost these even further.

This workshop will give you a taster to focus on the challenges ahead for the work based learning sector and how learning providers can grow Apprenticeships. You will hear about an Apprenticeship Hub model and ideas of how they can be implemented within your local area, strengthening relationships with your Local Enterprise Partnership.

*Helena Baxter, Owner, HP Consultancy and Training*

#### 📍Executive room 1

##### DEFINING THE 'STANDARD' THROUGH EXPERT JUDGEMENT

The session will be divided into two parts: Setting standards – discussion of different types of standards, and methods for setting standards Maintaining standards – discussion of what it means to maintain standards, methods of doing so, which will be exemplified largely by the reform of vocational qualifications in the UK

*Sally Brown, Head of Policy, Cambridge Assessment*

#### 📍Executive room 2

##### CREATING A TALENT PIPELINE FOR THE FUTURE

The session looks at delivering high quality work placements from both a provider and employer perspective. It considers how work experience and traineeships can act as pre-apprenticeship programmes and how they and the apprenticeship itself can be structured in a way that provides a high quality experience for the learner and tangible outcomes for all concerned.

*Rod Naikel, Chief Executive, Fair Trainw*

Media suite

**RECOGNISING AND DEVELOPING  
APPRENTICESHIP CHAMPIONS IN  
SECONDARY SCHOOLS (ENGLAND)**

Amazing Apprenticeships is running a project with the National Apprenticeship Service to recruit 1000 Apprenticeship Champions in secondary schools throughout England. We want to support, praise and reward those individuals who are positively promoting apprenticeships and encourage and inspire them to do even more. Join us to hear how we can make it easier to improve apprenticeships careers advice in schools.

*Karen Kelly, Associate Consultant*

**ncfe.**

**let's get to work.**

We can support you in navigating the apprenticeship levy opportunity.

NCFE is an approved end-point assessment organisation currently on the register for the following subject areas:

- Customer Service
- Business, Leadership and Management
- Hospitality
- Professional Services

Talk to us at  
The Annual  
Apprenticeship  
Conference,  
22 - 24 March at  
Stand C3.

# WORKSHOP SESSIONS

## STRAND 5: 14.30PM-15.20PM

### THURSDAY



#### 📍Hall 1

##### OFSTED EXPECTS ...

This workshop considers the myths and legends about Ofsted's expectations of apprenticeship providers.

*Chris Jones HMI, Specialist Advisor Apprenticeships, Ofsted*

#### 📍Hall 10a (C&G Room)

##### SHINING A LIGHT ON THE OPPORTUNITIES OF END-POINT ASSESSMENT

City & Guilds is currently recognised to deliver end-point assessment (EPA) for 17 occupations. We are working with providers and colleges to establish a supporting role for them going forward. This session will highlight the opportunities and challenges from an employer, provider and EPA organisation perspective. We will cover: · Why EPA is important · Decisions you will need to make as a provider · Assessment plans and assessment delivery · Quality in EPA · The cost of EPA · What City & Guilds will be looking for in partners to meet the EPA demand going forward

*Bill Twigg, Apprenticeships Manager, City & Guilds*

#### 📍Hall 10b (AELP Room)

##### THE IMPACT OF END-POINT ASSESSMENT ON APPRENTICESHIP STANDARD PROVIDERS

The workshop will look at how a provider's organisation might change as end-point assessment becomes a reality.

We'll consider a range of issues including:

- Independence and managing conflicts of interest
- Your relationship with employers
- Preparing your apprentices for end-point assessment

You'll leave with a simple action plan to take back to your organisation to progress this conversation with colleagues, potential assessment organisations and employers.

*Chris Cherry, Senior Associate, Strategic Development Network*

#### 📍Hall 11a

##### A PARTNERSHIP MODEL FOR POST-REFORM SUCCESS

How can a tripartite partnership between employers, providers and awarding organisations deliver learners success and contribute to business growth in the post-reform environment? Drawing on the experiences of a major employer and a large provider, this session - hosted by Pearson - will look at how each has adapted their strategy and delivery approach to positive effect in response to the new apprenticeships regime, and the lessons these can offer for the sector as a whole.

*Host: James Emmett - Director of Strategic Relationships*

*Panel member one: Cindy Rampersaud - Senior Vice President BTEC and Apprenticeships*

#### 📍Hall 11b

##### NAVIGATING END POINT ASSESSMENT

A leading provider of quality apprenticeship solutions, NCFE can guide you through the changing apprenticeship standards and lead you through the gateway decision on apprenticeship assessment. Join us for a workshop that offers practical advice on how you can design and execute on the best EPA model for your organisation.

*Charlie Freeman, Apprenticeship Leader, NCFE*

#### 📍Executive room 1

##### HOW THE PUBLIC SECTOR MAXIMISE IT'S INVESTMENT IN THE APPRENTICESHIP LEVY

Building on Greater Manchester's experience of collaborative working across the public sector and devolution deals, this session will: \* Highlight best practice and pitfalls in developing a shared services model of supporting apprenticeship delivery \* Identify how through workforce development plans and Talent Strategies investment can be maximised to support the development of a future workforce through creation of cross

organisational development activity

*Nic Hutchins, Head of Youth Initiatives, Greater Manchester Combined Authority*

#### 📍Executive room 2

##### LEVY - ENABLING EMPLOYERS TO UNDERSTAND THEIR WORKFORCE'S TRAINING REQUIREMENTS

Learning Curve Group (LCG) provide services to over 4'500 employers a year. The launch of the Apprenticeship Levy has been designed to encourage businesses to use apprenticeship programmes to help reduce their skills gap. The session will share an insight in to LCG's approach to encouraging businesses to reflect on their organisational needs and how they might further develop and grow their internal L&D offering, to provide solutions and improve performance KPIs. LCG will be joined by some of their current clients to provide live examples and further insight for delegates.

*Rob Kleiser, Executive Director, Learning Curve Group*

#### 📍Media suite

##### APPRENTICESHIP AUDIT AND COMPLIANCE - NOW AND BEYOND

The session would focus on the outcomes of 15/16 funding audit re Apprenticeships and common themes. It would then explore current year ending on audit of the levy. We hope to make this a joint session with the FASST team from the SFA.

*Karl Bentley, Funding Audit Manager, RSM UK Audit LLP*



# WORKSHOP SESSIONS

## STRAND 6: 15.50PM-16.40PM

### THURSDAY



#### 📍Hall 1

##### FOR EMPLOYERS - AWARENESS OF AND PREPARATION FOR THE LEVY

This workshop is specifically designed for employers. It will help employers who may be in scope to pay the levy by taking them through the following stages of employer preparedness: awareness, understanding, planning and registration. By the end of the workshop employers will know how to work out if they are in scope for the levy and if they are what opportunities are available to them in the reformed Apprenticeship world.

*Greg Dean, Head of Large Employer Engagement Strategy, SFA*

#### 📍Hall 10a (C&G Room)

##### YOU'RE HIRED – CLOSING THE LEADERSHIP SKILLS GAP WITH MANAGEMENT APPRENTICESHIPS

Skilled leadership is in short supply. Less than one third of UK organisations are confident they have access to the leaders they need to succeed. And the war for talent is only going to intensify post-Brexit.

*Becky James, Director of Business Development & Sales, ILM*

#### 📍Hall 10b (AELP Room)

##### HIGHER AND DEGREE LEVEL APPRENTICESHIPS

- Recruitment – including recruiting existing employees/development of 'substantive' new skills
- Progression both in terms of quals and future careers
- How to balance the development of skills etc in the role with the requirements of the Degree
- Off the job training
- Benefits to the business.

*Alison Cox, CMI Head of Apprenticeships, CMI*

#### 📍Hall 11a

##### WORKING WITH THE NHS ON APPRENTICESHIP DELIVERY

The NHS are going to be the largest Levy paying employer in the UK. Apprenticeship

strategy is a key focus moving forward and with a target of 28,000 starts for 17/18 we need to ensure that providers are prepared and equipped to meet our needs. Partnership delivery will be key as many Trusts have extensive in-house expertise and we need a core bank of national providers who we can commission to work with us and deliver high quality programmes and ensure we can maximise our Levy spend. The NHS also has specific restraints around delivery and recruitment and knowledge on how to overcome these are crucial for providers.

*Lucy Hunte, Apprenticeship Lead, Health Education England*

#### 📍Hall 11b

##### BOOKING AND MANAGING THE EPA FOR YOUR APPRENTICES - HOW WILL IT ALL WORK?

How will booking and managing end-point assessments actually work? Graham and Jane will take you through the new NOCN EPA Management system to demonstrate how employers, trainers and assessors will use the system in practice.

*Graham Hasting-Evans, Managing Director of NOCN and Jane Jones, Deputy Managing Director*

#### 📍Executive room 1

##### HARVESTING THE REVENUE OPPORTUNITY CREATED BY THE EMPLOYER LEVY

The new Employer levy presents a NOW opportunity for innovative colleges and training providers to transform their apprenticeship revenue, both from the levy fund for apprenticeships and commercially through workforce development.

Presented by the award-winning technology company Smart Assessor this short workshop is designed to help training providers and colleges learn how they harvest this revenue opportunity for the mutual benefit of their employers, apprentices and existing employees.

*Fiona Hudson-Kelly, CEO, Smart Assessor*

#### 📍Executive room 2

##### IMPROVING QUALITY AND INSPECTION GRADES OVER TIME.

What the best providers are doing to improve performance, prepare for inspection and manage quality of programmes through their delivery partners.

*Dave Baber*

#### 📍Media suite

##### FOR LARGE AND MEDIUM EMPLOYERS – APPRENTICESHIPS & TRAINING THROUGH COLLABORATION & PARTNERSHIPS

We look at how working in a partnership model can bring a coherent approach to managing learning and development in medium and large organisations.

Collab Group and Mindful Education explore how collective working models can enable the delivery of consistently high quality, responsive and bespoke Apprenticeships & Training. Challenges of multi-site and large geographic spread can be overcome though not a local "seller and buyer" relationship, but wider partnerships that are founded on and built for mutual benefit for the long-term.

*Mark McKenna, MD, Mindful Education & Ian Pretty, CEO, Collab Group of Colleges*

# WORKSHOP SESSIONS

## STRAND 7: 10.30AM-11.30AM

### FRIDAY



#### 📍Hall 1

##### SUBCONTRACTING

*Kenneth Marshall, Skills Funding Agency*

#### 📍Hall 10a (C&G Room)

##### THE NEW SUB-CONTRACTING REQUIREMENTS – PITFALLS AND POSSIBILITIES

From May 2017, the apprenticeship sub-contracting arrangements and funding rules are changing significantly to encompass the added complexities of the different types of providers on who will be delivering. This workshop will explain the sub-contracting regulations for all types of provider, the do's and don'ts, the opportunities and what to be prepared for. If you have never sub-contracted before, or want to ensure your knowledge is updated in preparation for the May changes, this workshop is a must. The workshop is aimed at any organisation on the Register of Apprenticeship Training Providers (RoATP) or wishing to go on the Register, who is considering sub-contracting in any form, as part of their apprenticeship plans.

*Bryony Kingsland, Funding Manager, City & Guilds*

#### 📍Hall 10b (AELP Room)

##### HIGHER AND DEGREE LEVEL APPRENTICESHIPS

- Recruitment – including recruiting existing employees/development of 'substantive' new skills
- Progression both in terms of quals and future careers
- How to balance the development of skills etc in the role with the requirements of the Degree
- Off the job training
- Benefits to the business.

*Alison Cox, CMI Head of Apprenticeships, CMI*

#### 📍Hall 11a

##### CONTRACTS - WHAT DO ALL THESE CONTRACTS MEAN AND HOW WE GOING TO MANAGE THEM?

So many contracts, so little time! NOCN's MD Graham will explain the various contracts required for all parties involved in the apprenticeship system and suggest effective ways to manage them to reduce risk and complexity.

*Graham Hasting-Evans, Managing Director, NOCN*

#### 📍Hall 11b

##### INSTITUTE FOR APPRENTICESHIPS – USE OF DATA

*Dr Alex Wilson Deputy Director, Data Science Unit, Institute for Apprenticeships*

#### 📍Executive room 1

##### MAKING APPRENTICESHIPS ACCESSIBLE FOR ALL

If we are ambitious for our young people, businesses and the wider economy, then we need to ensure that Apprenticeships are open to all – with no participation penalty for particular groups of young people. This is not currently the case: ethnic minorities are significantly under-represented, as are people with disabilities or mental health issues, and those leaving care or caring for others. Huge gender disparities also exist, with apprenticeships in low-paid sectors dominated by women. Drawing on recent research and practice, this workshop will share good practice on how to successfully recruit and support greater diversity within your apprenticeship programme.

*Fiona Aldridge, Assistant Director, Learning and Work Institute*

#### 📍Executive room 1

##### HARVESTING THE REVENUE OPPORTUNITY CREATED BY THE EMPLOYER LEVY

The new Employer levy presents a NOW opportunity for innovative colleges and training providers to transform their apprenticeship revenue, both from the levy fund for apprenticeships and commercially through workforce development.

Presented by the award-winning technology company Smart Assessor this short workshop is designed to help training providers and colleges learn how they harvest this revenue opportunity for the mutual benefit of their employers, apprentices and existing employees.

*Fiona Hudson-Kelly, CEO, Smart Assessor*

#### 📍Media suite

##### USING AEB FUNDING STREAMS TO DEVELOP LEVY AND APPRENTICESHIP ACTIVITY

This workshop will explore opportunities provided by the Adult Education Budget to promote and increase the level of apprenticeship activity in your organisation. Effective use of the entitlements for English and maths, first level 2 and 3 for 19-23 year old learners and 19-24 traineeships can increase the employability skills of learners, prepare them more effectively for employment and apprenticeships, and also strengthen your links with and engagement of employers. Local devolution of AEB will also require a more focussed approach to progression into employment with apprenticeships. Beej will reflect on his experience of using the AEB in this way with a wide range of providers, including FE colleges and independent learning providers.

*Beej Kaczmarczyk, Director, Learning Curve Group*

#### 📍Hall 9

##### BALFOUR BEATTY BRATHAY APPRENTICESHIP CHALLENGE 2017

A team of apprentices from Balfour Beatty currently taking part in The Brathay Apprentice Challenge will talk about the current perceptions that society has on apprenticeships and the hope to raise the profile of apprenticeships. Sharing first-hand knowledge on their experience of being an apprentice and why they encourage employers to implement extra-curricular activities on their apprentices.

*Apprentices from Balfour Beatty*

# WORKSHOP SESSIONS

## STRAND 8: 11.55AM-12.45PM

### FRIDAY



#### 📍Hall 1

##### BACK TO THE FUTURE: INSPECTING STANDARDS BASED APPRENTICESHIPS

This workshop reflects on the potential changes to inspection practice as the transition to standards based apprenticeships gains pace.

*Chris Jones HMI, Specialist Advisor Apprenticeships, Ofsted*

#### 📍Hall 9

##### COLLABORATION NOT NEGOTIATION. MAKING THE REFORMS WORK FOR ALL - EMPLOYER PERSPECTIVE

The government talk of suppliers and employers negotiating 'the best deal'. We believe this is the wrong approach to making the reforms work for all and organisations should be collaborating with providers to get the best outcomes for the learners. Our case study shows how by working together you can get so much more.

*Karen Bailey, head of competence development, Volvo Group UK and Eire*

#### 📍Hall 10a (C&G Room)

##### BEING THE PROVIDER OF CHOICE TO HELP GET EMPLOYERS LEVY-READY

City & Guilds will be joined by an expert employer panel to guide providers on supporting employers optimise their levy contributions. Our 6-step process will help you guide employers on developing their HR People Plan, reviewing current training provision and designing their apprenticeship programme and delivery methods. This session will give you real insight into what levy-paying employers want from providers in this new system and how you can become the provider of choice.

*Paula Gibson, Business Solution Manager, City & Guilds*

#### 📍Hall 10b (AELP Room)

##### LIVING TOGETHER WITHOUT FALLING APART: LEGAL ASPECTS OF APPRENTICESHIP REFORMS

Paul Vollers, Penny Bygrave and Oliver Wills, Partners or Bircham Dyson Bell.

*Paul Vollers, Penny Bygrave and Oliver Wills,*

#### Partners or Bircham Dyson Bell.

#### 📍Hall 11a

##### EXPERIENCES OF DEVELOPING DEGREE APPRENTICESHIPS

With the introduction of the apprenticeship levy, it is anticipated that degree apprenticeships will expand significantly in number. A number of higher education providers will have developed degree apprenticeships in order to meet the expected demand from employers, and this session would provide an opportunity for interested providers to discuss their experiences and exchange ideas. Rather than a session that involves the presenting of information by a speaker, we envisage facilitating discussion amongst participants enabling them to exchange experiences and insight.

*Darren Watson, HE Policy Adviser, Subjects and Skills, HEFCE*

#### 📍Hall 11b

##### FUTURE APPRENTICESHIPS - SUPPORTING THE DELIVERY OF APPRENTICESHIP STANDARDS

This workshop will focus on the key areas that providers need to consider when thinking about delivering apprenticeship standards. It will cover areas including employer engagement and business development, organisational change management, plus where to find information about policy decisions as soon as they are made. Attendees will have the opportunity to hear from a provider who is delivering apprenticeship standards, explore and discuss the resources available through the Future Apprenticeships Portal including the provider toolkit, and to find out about the in depth support that is available through the Future Apprenticeships programme.

*Alison Morris, Head of Technical and Vocational Education and Training, Education and Training Foundation. Sam Moorwood, Head of Employer Partnerships at Sheffield Hallam University*

#### 📍Executive room 1

##### DELIVERING THE STANDARDS THAT EMPLOYERS WANT

Best practise session demonstrating how

to integrate professional qualifications into new apprenticeship standards. Ensuring that employers and individuals get the qualifications they value whilst meeting all apprenticeship rules. This session will help providers to build popular, high value apprenticeships using the new standards and the professional qualification market.

*Richard Marsh, Apprenticeship Partnership Director, Kaplan Plc*

#### 📍Executive room 2

##### SUPPORTING APPRENTICES WITH MENTAL HEALTH CHALLENGES

Mental Health is extremely high on the agenda at the moment, particular around supporting young people in further education. In preparation for the levy, Remploy on behalf of Access to Work launched the mental health support service for apprentices. This is aimed supporting individuals who are experiencing mental health challenges retain employment. It is envisaged that this Workshop would cover the service and what it entails, along with appropriate strategies and techniques in order to support the mental well-being of apprentices.

*Chris Kingsbury, Disability Consultant, Remploy Limited*

#### 📍Media suite

##### THE ROLE OF THE INSTITUTE FOR APPRENTICESHIPS | DRIVING THE QUALITY OF APPRENTICESHIPS IN ENGLAND

Government has decided to establish a new independent, public body to make sure apprenticeships are of the highest quality they can be. The Institute for Apprenticeships launches next month, providing a sustained focus on quality in a sector that is undergoing huge amounts of change. This workshop will set out how the Institute will deliver on its role as the regulator of apprenticeship standards and assessment plans, embedding the central role that employers must play in the apprenticeships system if it is to operate effectively.

*Ana Osbourne, Deputy Director Approvals and Mike Keoghan, Deputy Chief Executive, IfA*



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# HEADLINE PROFILES



# SPEAKERS PROFILES

## KEYNOTE SPEAKERS

### KIRSTY WARK CONFERENCE CHAIR

Kirsty Wark is one of Britain's most highly regarded and versatile presenters. As a regular presenter of BBC2's Newsnight her portfolio has extended from current affairs to the arts; she's a regular presenter of The Review Show and Arts At strands on BBC2. In 2015, she hosted Edinburgh Nights (BBC2), presenting interviews

and performances from across the Edinburgh arts festivals.

In May 2014, Kirsty fronted the critically acclaimed and controversial BBC2 documentary Blurred Lines: The New Battle of the Sexes exploring whether attitudes towards women in society, online and the media signified a liberation or a modern misogyny.



### BEN BLACKLEDGE DIRECTOR OF EDUCATION AND SKILLS COMPETITIONS, WSUK

Having held senior policy roles within government and not for profit organisations, Ben is responsible for driving WorldSkills UK's programme of work both in the UK and internationally. Working in partnership with representatives from government, industry and education, he leads on the UK-wide initiative to embed skills competitions methodology into apprenticeship and training programmes,

raising standards and ensuring more young people are being equipped with the right skills to help businesses better compete globally.

Overseeing the programme of national skills competitions, Ben also ensures that the UK remains at the forefront of international skills development in his role of Technical Delegate at WorldSkills Europe and WorldSkills.



**FRIDAY 24TH**  
Apprentices going for gold - lessons from WorldSkills  
🕒 09:45 - 10.00  
📍 Hall 1

### ROD BRISTOW PRESIDENT, PEARON

Rod Bristow is President, UK & Core Markets for Pearson. Core Markets include those 100+ countries with, in general, developed economies and education systems.

In 2010, Rod became President for Pearson UK and was appointed to lead all other Core Markets for Pearson in January 2014.

Rod has worked in education, publishing and assessment for thirty years in

universities, schools, colleges, professional training and learning technologies in the UK and Internationally. He is a Trustee for the Education and Employers Taskforce, a Fellow of the Royal Society for Arts, Governor for Sir Charles Kao University Technical College and past President of the Publishers Association. He is also Chair of the judging panel for the National Teaching Awards.



**THURSDAY 23RD**  
Reasons to be positive: how to make Apprenticeship reforms a success  
🕒 09:30 - 9:45  
📍 Hall 1

**KEYNOTE SPEAKERS**

**SALLY COLLIER**  
CHIEF REGULATOR, OFQUAL

Sally Collier was appointed Chief Regulator of Ofqual in April 2016. Her previous roles include: Chief Executive, Crown Commercial Service  
Managing Director, Government Procurement Service  
Director of Procurement Policy and Capability, Cabinet Office  
The Chief Regulator is also the CEO of

Ofqual. It's their role to: make sure the organisation carries out the board's strategy make sure the organisation has the resources and structure it needs to do its work effectively develop policies and programmes for the board to approve developing and maintaining relationships with government and other major stakeholders



**FRIDAY 24TH**  
Keynote address  
🕒 09:30 – 9:45  
📍 Hall 1

**MARK DAWE**  
CHIEF EXECUTIVE, AELP

Mark was appointed as the new Chief Executive of AELP in March 2016 succeeding Stewart Segal following his announcement to step down in January 2016. He is on the Board of WorldSkills Uk and the Ufi Trust as well as a range of government boards such as the SFA / EFA advisory board and the DfE's Apprenticeship Stakeholder Board.

years. He is currently a governor of Sawston Village College and Stapleford Community Primary School and a scout leader. Mark has a wealth of experience across a board spectrum in the education field. Prior to his role at OCR, Mark was Principal of Oaklands FE College having been Deputy Director and AELP Board Director, FE Strategy at the Department of Education and Skills and before that as Deputy Director, Adult Basic Skills Strategy Unit after joining the department in 2003.



**WEDNESDAY 22ND**  
Provider leadership  
🕒 17:00 to 17:40  
📍 Hall 1

**THURSDAY 23RD**  
Keynote address  
🕒 17:05 – 17:15  
📍 Hall 1

**KIRSTIE DONNELLY MBE**  
MD CITY & GUILDS

Kirstie is the Managing Director of City & Guilds and joined in 2011. Throughout her career Kirstie has spearheaded the development of award winning products and services across the adult and consumer learning market place and is a passionate advocate of the role of digital and social media in transforming how people live, learn and work. Her commitment to this area was recognised when she was awarded

an MBE in the Queens Honours for her services to e-learning in the FE/Adult sector in 2011.

Her career highlights include nine years with learndirect where she was Director of Products and Marketing and created the first large scale brand and online offer in the provision of adult learning.



**FRIDAY 24TH**  
The 1.5 million businesses that Government forgot  
Apprenticeships – the good, the bad and the ugly  
🕒 10:00 – 10:30  
🕒 12:45pm – 13:00pm  
📍 Hall 1  
📍 Hall 1

# SPEAKERS PROFILES

## KEYNOTE SPEAKERS

### PAUL EELES

CHAIR, FEDERATION OF AWARDING BODIES

Paul has over 29 years' experience in the post-16 skills sector, including seven years as a lecturer and 13 years managing work based learning with colleges and independent providers. Prior to his current role as Chief Executive of the Skills and Education Group, comprising ABC Awards, ASDAN and emfec, Paul worked at the Association of Employment and Learning Providers (AELP) as Director of Sector Reforms and 14 to 19. Alongside his current

role, he is also the Regional Director for the Association of Colleges East Midlands and Chair of the Federation of Awarding Bodies (FAB).

Paul holds a Degree in Business Management, a Post Graduate Diploma in Training Management from the University of Wolverhampton and a Masters in Personnel and Development from the University of Plymouth.



WEDNESDAY 22ND

Keynote address | thoughts from FAB

🕒 13:00 - 13:15

📍 Hall 1

### GEMMA GATHERCOLE

HEAD OF FUNDING AND ASSESSMENT, LSECT

Gemma joined Lsect in February 2017, bringing with her over a decade of experience in the further education sector. She works on a range of funding and assessment related projects, including consultancy and training, with an initial focus on Apprenticeship reforms.

Prior to joining Lsect, she spent 11 years with exam board OCR, latterly as their Head of Policy - FE and Funding. In that role, she was responsible for influencing

Further Education policy development, managing stakeholder relations and keeping OCR staff up-to-date on the ever-changing world of further education and skills policy. She has previously held a number of roles relating to different aspects of vocational qualifications; spending more than five years in vocational qualifications development.

Gemma holds a 2:1 Honours degree in Political Science from the University of Birmingham.



WEDNESDAY 22ND

Everything you need to know about 'T Levels'

🕒 12:00 - 12:45

📍 Hall 1

### DOMINIC GILL

APPRENTICESHIP LEAD AT MICROSOFT

Dominic Gill is Consultant Apprenticeship Policy Lead for Microsoft UK. He joined the organisation in 2006 as a contract consultant working with various regional government departments as well as Microsoft's Channel Partners. He has led Microsoft's Apprenticeship activity since its inception in 2008 which includes the award-winning Microsoft Partner Apprenticeship Program. Dominic represents Microsoft in various policy groups including City & Guilds Industry

Skills Board and has been heavily involved in the current Apprenticeship Reforms.

Dominic is also Managing Director of Intequal, a Microsoft Learning Partner delivering Digital Tech Apprenticeships as well as commercial IT training, is a trustee of UFi Charitable Trust and has recently founded a US Apprenticeship Consultancy called Franklin Apprenticeships.



FRIDAY 24TH

The 1.5 million businesses that Government forgot | In conversation with the Industry Skills Board

🕒 10:00 - 10:30

📍 Hall 1



## KEYNOTE SPEAKERS

## RT HON ROBERT HALFON MP

### MINISTER OF STATE FOR APPRENTICESHIPS AND SKILLS

Robert Halfon was appointed Minister of State at the Department for Education on 17 July 2016. He was elected Conservative MP for Harlow in May 2010.

He attended the University of Exeter, where he read for a bachelor of arts degree in politics before a master of arts in Russian and East European politics.

Robert Halfon was Co-Chairman and then Vice Chairman of the Further Education, Skills and Life-Long Learning All-Party Parliamentary Skills Group.

Between July 2014 and May 2015 Robert was Parliamentary Private Secretary to the Chancellor. He served as Minister without Portfolio from May 2015 until July 2016.



**THURSDAY 23RD**

Ministerial address

🕒 12:00 - 12:45

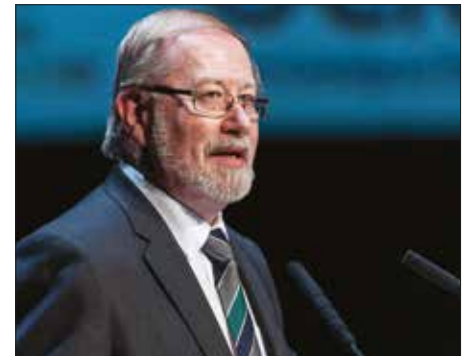
📍 Hall 1

## GRAHAM HASTING-EVANS

### MANAGING DIRECTOR OF NOCN

Graham is an expert on national skills policy and regularly comments on the apprenticeship reforms, productivity and technical education. Graham has worked extensively in the private and public sector; highlights include working on major international infrastructure projects, managing local authority public services, leading teams in Whitehall, and directing vocational training delivery as

part of the 2012 London Olympics team to ensure a lasting local skills legacy. Now at the helm of NOCN, he has successfully led it to become one of the market-leading Apprenticeship Assessment Organisations, delivering independent End-Point Assessment of apprentices in a range of sectors, including financial services, engineering and public services.



**THURSDAY 23RD MARCH**

Making technical qualifications work with apprenticeships

🕒 16:50 pm - 17:05pm

📍 Hall 1

## DAVID HILL

### DIRECTOR OF APPRENTICESHIPS, DEPARTMENT FOR EDUCATION

David Hill was appointed Director of Apprenticeships at the Department for Education in October 2015, where he is responsible for leading the Government's Apprenticeship Programme.

He was Director of Strategy, Communications and Private Office in the Department for Communities and Local Government from 2013 to 2015,

and previous roles include Principal Private Secretary to the Secretary of State for Communities and Local Government (2011-2013); Deputy Director, International Climate Change in the Department of Energy and Climate Change (2009-2011); and Deputy Director, Housing Supply in DCLG (2007-2008). David was a member of the DCLG Board from 2013 to 2015



**WEDNESDAY 22ND**

"The most significant change in the funding of FE in a generation" – an apprenticeship reform update

🕒 10:00-10:30

📍 Hall 1

# SPEAKERS PROFILES

## KEYNOTE SPEAKERS

### FIONA HUDSON-KELLY CEO, SMART ASSESSOR

Previously the founder of a successful skills assessment technology company [www.silverlining.co.uk](http://www.silverlining.co.uk). After securing equity investment she, and two of her partners, went on to create the Smart Assessor E-portfolio.

Fiona is an award winning business woman, Chartered Marketer and currently an MBA student with Oxford Brookes university. Fiona is mum to four grown up children Richard, Bradley, Emma

and Saoirse and whilst she has enjoyed combining her career with being a hands-on parent she is now enjoying the extra time available now that they are embarking on their own journeys in life. Aside from studying for her MBA Fiona enjoys being active, long country walks with her children and dog, cycling holidays and traveling are amongst her favourite pastimes.



**WEDNESDAY 22ND MARCH**  
Keynote address | **Survival of the smartest**  
🕒 16:50 – 17:05pm  
📍 Hall 1

### DAVID HUGHES CEO, ASSOCIATION OF COLLEGES

David Hughes became Chief Executive of the Association of Colleges in September 2016. Before that he was CEO at Learning and Work Institute, a leading think tank, research and policy organisation which was formed in 2016 from a merger he led between NIACE and Inclusion. From 2000 to 2011, David worked in senior roles at the Skills Funding Agency (SFA) and the Learning and Skills Council (LSC). At the LSC and SFA David led the funding and improvement relationships with colleges and providers

and successfully took on trouble-shooting roles to rescue crises in capital funding and Educational Maintenance Allowances. David has held many Board and Committee roles, including a few years as Vice-Chair of the East Midlands Regional Assembly in the 1990s. He played a leading role in establishing the new Education and Training Foundation in 2013 and has established and supported several third sector organisations.



**WEDNESDAY 22ND MARCH**  
Where will apprenticeship reforms take us in the next 3 years? | **Provider leadership in conversation with Kirsty Wark.**  
🕒 13:15 pm – 13.30pm  
📍 Hall 1  
🕒 17:00 pm – 17.40pm  
📍 Hall 1

### JOHN HYDE CBE EXECUTIVE CHAIRMAN, HIT TRAINING

John has 29 years' experience in Work Based Learning (WBL) for the hospitality industry. John was instrumental in founding G10, a trade association for the 10 largest training providers in the UK. G10 successfully negotiated the role of the private training provider with the new Learning and Skills Council that replaced the Training and Enterprise Councils in 2001. G10 later evolved into AELP, the current WBL trade association.

Recognising the potential to up-skill the hospitality industry with the new Train to Gain programme in 2006, John returned to the sector to found HIT, with several of his colleagues from Hospitality Plus. Today it has grown to be the largest provider of Hospitality Apprenticeships in England with a stunning 70% success rate. HIT is 87% owned by its own staff and directors. John is a director of AELP and represents AELP at several government committees.



**WEDNESDAY 22ND MARCH**  
Provider leadership in conversation with Kirsty Wark  
🕒 17:00 pm – 17.40pm  
📍 Hall 1

## KEYNOTE SPEAKERS

**ANTHONY IMPEY**

FOUNDER AND CEO OF OPTIMITY

Anthony Impey is Founder and CEO of Optimity, a fast-growth company that is fixing London's business broadband using pioneering wireless technology that replaces the need for fibre optics. The businesses has growth is a result of its commitment to developing talent, particularly through apprenticeships.

He started Tech City Stars and before

creating Tech Up Nation- a social enterprises that helps local young people start careers with companies in East London's tech sector.

He is vice chair of the government's Apprenticeship Stakeholder Group and sits on City & Guilds' Industry Skills Board, FSB's Education Committee and Guildhall's Creative Entrepreneurs Advisory Board.

**FRIDAY 24TH**

The 1.5 million businesses that Government forgot | In conversation with the Industry Skills Board

🕒 10:00 - 10:30

📍 Hall 1

**PAUL JOYCE HMI**

DEPUTY DIRECTOR, FE &amp; SKILLS, OFSTED

Paul Joyce joined Ofsted as an HMI in 2005. He regularly leads both college and secondary school inspections and has led several national surveys. He has significant teaching experience and has a Master's in education. Prior to working for Ofsted, Paul worked as a consultant for the former DfES and held various

curriculum and senior management roles in both specialist and general further education colleges. His particular areas of expertise are in construction, planning and the built environment, in 14-19 education, in teaching and learning and in leadership and management.

**THURSDAY 23RD**

Keynote address from Ofsted on the inspection regime from May

🕒 17:15 - 17:45

📍 Hall 1

**DAME ASHA KHEMKA DBE**

IFA BOARD MEMBER AND PRINCIPAL &amp; CEO WEST NOTTS COLLEGE

Dame Asha was recognised for her services to education in the 2009 New Year's Honours list with an OBE and in 2008 was awarded a national Asian Woman of Achievement award.

In 2014, she earned more accolades for her services to education. She became the first Indian born in living memory to

receive a DBE and later in the year she was presented with the inaugural Dadabhai Naoroji Award for Education.

Dame Asha was also named 'Woman of the Year' at the GG2 Leadership Awards for her outstanding work and commitment to improving and providing a fair education for all.

**WEDNESDAY 22ND MARCH**

Provider leadership in conversation with Kirsty Wark

🕒 17:00 pm - 17.40pm

📍 Hall 1

# SPEAKERS PROFILES

## KEYNOTE SPEAKERS

### PETER LAUENER

SHADOW CHIEF EXECUTIVE OF THE INSTITUTE FOR APPRENTICESHIPS (IFA)

Peter Lauener was appointed Chief Executive and Accounting Officer when the Education Funding Agency (EFA) was formed in April 2012 and to the role of Chief Executive of the Skills Funding Agency (SFA) in November 2014. Peter holds both roles concurrently and has separate accountability for each agency's budget.

The chief executive is a member of the

Department for Education Board and attends the Performance, Management and Audit and Risk Committees. They are responsible for the leadership and day-to-day management of the Education Funding Agency (EFA), an executive agency of the Department for Education that funds education and manages capital programmes.



**FRIDAY 24TH**

Apprentices going for gold - lessons from WorldSkills Apprenticeships

🕒 09:45-10.00  
📍 Hall 1

Keynote address from the Institute for Apprenticeships

🕒 13:30-14.:30  
📍 Hall 1

### NICK LINFORD

AUTHOR OF THE COMPLETE GUIDE TO FUNDING APPRENTICESHIPS

Nick Linford is editor of FE Week as well as an expert in further education funding and performance systems.

He runs a series of popular workshops, conferences and webinars about funding and data, which have been attended by more than 15,000 people in the last six years.

Nick is also author of the Complete Guide to Funding Apprenticeships ([www.lsect.co.uk/guide](http://www.lsect.co.uk/guide)), two books about funding and

data published by Pearson and founded Lsect's weekly newspapers: FE Week ([www.feweek.co.uk](http://www.feweek.co.uk)) and Schools Week ([www.schoolsweek.co.uk](http://www.schoolsweek.co.uk)).

Prior to setting-up Lsect in 2010 Nick established an education think tank at the publishers Pearson, and before that was for seven years Director of Planning and Performance at the Lewisham College, during which time they achieved an Ofsted grade one.



**WEDNESDAY 22ND**

Setting the scene to AAC 2017

🕒 09:50-10:00  
📍 Hall 1

**WEDNESDAY 22ND**

Everything you need to know about 'T Levels'

🕒 12:00 - 12:45  
📍 Hall 1

### GORDON MARSDEN MP

SHADOW MINISTER FOR HE AND FE & SKILLS

Gordon serves in the Opposition Front Bench Team as Shadow Minister for Higher & Further Education and Skills, along with being chairman of Parliament's all-party group for Veterans. He's campaigned ceaselessly in Parliament to highlight the particular needs and priorities of Blackpool and other seaside towns.

Gordon spends his time in Parliament lobbying for Blackpool and taking issues on behalf of his constituents. In the

19 years he has been the MP, he has a proven track record in helping to bring major regeneration to the town, the new tramway and the Cardiac Centre as well as the funding package which brought the renewed Tower and Winter Gardens. When Parliament isn't sitting Gordon visits local community groups and events in Blackpool and is working hard alongside Labour-run Blackpool Council on behalf of residents in the town.



**THURSDAY 23RD MARCH**

Keynote address from shadow education ministers

🕒 12.45pm - 13:30pm  
📍 Hall 1

## Enabling change and creating growth opportunities

Support with capacity building of adult skills provision

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# SPEAKERS PROFILES

## KEYNOTE SPEAKERS

### MARK MAUDSLEY

CEO, GTA ENGLAND

Mark has been in post as CEO of GTA England since spring 2011. He has been involved in developing Trailblazer Apprenticeship Standards with employers in the Automotive, Aerospace and Advanced Manufacturing and Engineering sector; developing the Peer Review process which is an essential part of the GTA England Quality Assurance arrangements; and securing competitive procurement arrangements for members.

Mark has been involved in the post 16 education sector for over 30 years with a broad range of experience in contract and relationship management with partner organisations including private training providers including GTA's; FE Colleges, Sixth Form Colleges, Local Authority and Business Link. The variety of roles undertaken developed his commitment to the quality improvement agenda



**FRIDAY 24TH**

**The 1.5 million businesses that Government forgot | In conversation with the Industry Skills Board**

🕒 10:00 - 10:30

📍 Hall 1

### DR SUSAN PEMBER OBE

DIRECTOR OF POLICY AND EXTERNAL RELATIONS, HOLEX

Sue Pember, a former senior government official, acts as HOLEX Director of Policy and External Relations.

Sue has extensive experience of teaching and leading adult education services and has worked in colleges, local education authorities and government.

As the former lead Director for Adult and

Further Education in the Department for Business Innovation and Skills (BIS) she gained extensive experience of working with ministers and departmental board members. She led and orchestrated several national policies that have widened participation in adult education, including being the architect and leader of the Skills for Life (English and maths) Strategy.



**WEDNESDAY 22ND MARCH**

**Provider leadership in conversation with Kirsty Wark**

🕒 17:00 pm - 17.40pm

📍 Hall 1

### ANGELA RAYNER MP

SHADOW SECRETARY OF STATE FOR EDUCATION

Angela was elected as Ashton-under-Lyne's MP in 2015.

Born in a deprived area, Angela grew up on a council estate, went to the local state school and left at 16 when she was pregnant, after being told she would never amount to anything.

Angela is 35 years old and is married to Mark, who is a full-time trade union official. Two of her children have disabilities and she is the main carer for her mother, who is bi-polar.

She is a member of the Labour Women's Network, the Fawcett Society and Fabian Society.



**THURSDAY 23RD MARCH**

**Keynote address from shadow education ministers**

🕒 12.45pm - 13:30pm

📍 Hall 1



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**KEYNOTE SPEAKERS**

**KEITH SMITH**

DIRECTOR, FUNDING AND PROGRAMMES, SKILLS FUNDING AGENCY

Keith Smith has worked in the skills system for more than 20 years. He has worked closely with unemployed people running local job clubs and implementing local employment projects.

In recent years he has been leading the development and delivery of the national

further education and apprenticeship funding systems. Keith has been a governor of a number schools and university technology colleges.



**THURSDAY 23RD MARCH**  
Update on apprenticeship funding  
🕒 09:45am - 10:30am  
📍 Hall 1

**CAROLE STOTT MBE**

CHAIR OF WORLDSKILLS UK

Carole is Chair of WorldSkills UK which governs and directs the nation's largest showcase for vocational training, skills and careers, delivering the hugely popular event at the NEC in Birmingham as well as supporting a range of local initiatives across the country.

Carole is Chair of the Board of the Association of Colleges and also chairs its charitable Trust, which oversees the AoC Beacon Awards and Gold Awards.

Carole is also a governor and chair of Bath College, her local FE College.

Professionally she is a qualified teacher and has had a long career in adult and further education. She has held a number of CEO positions, including CEO of a national qualification awarding body. She was awarded the MBE in 2012 for services to adult education.



**FRIDAY 24TH**  
Apprentices going for gold - lessons from WorldSkills  
🕒 09:45 - 10.00  
📍 Hall 1





**VISIT THE AELP COFFEE SHOP EXCLUSIVELY AT AAC 2017**  
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We proudly represent over 800 training providers and believe that together, through a collective voice, we can turn our sector's challenges into opportunities.

As our membership expands and diversifies we're continuing to make enhancements at AELP for the benefit of members.

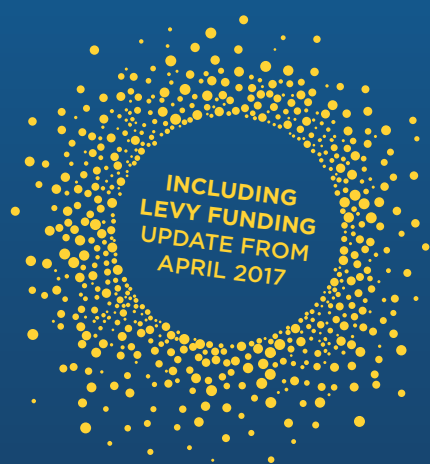
Our strengthened team are here to support you and your organisation. With membership fees starting from as little as £350 we're an affordable and effective option.



**OUT NOW!**

# THE COMPLETE GUIDE TO FUNDING APPRENTICESHIPS

NICK LINFORD



AN **ESSENTIAL GUIDE**  
TO THE FUNDING FOR  
EVERY **APPRENTICESHIP**  
**FRAMEWORK** AND  
**STANDARD** IN ENGLAND



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# Print Advertising WITH FE WEEK FOR 2017

Education leaders read FE Week. Our editorial content is strong on policy news, which attracts switched-on, highly engaged readers. Our specialist readership means your print job adverts will be seen by the decision-makers and talented professionals in the world of education, guaranteeing maximum penetration with your target audience. Share your recruitment opportunities with our influential audience through print advertising with FE Week.

## New Features

### YOUR ADVERT AT THE CENTRE OF FE WEEK

Our recruitment pages are now in the middle of the newspaper, no longer in the back, ensuring that your vacancy will be seen by all FE Week readers

### YOUR ORGANISATION ON OUR NEW CONTENTS PAGE (PAGE 2)

Book a half page advert or larger, and have your organisation's logo alongside a preview of your vacancy seen at the start of the newspaper

### INTERACTIVE PRINT ADVERTS IN OUR DIGITAL EDITION

When accessing our digital editions, subscribers can click on your advert and be taken directly to your online listing, where they can apply for the vacancy

### EXTRA SOCIAL MEDIA EXPOSURE

Book a half page or larger, and receive additional Social Media Exposure on Facebook, Twitter and LinkedIn

Here at FE Week we believe that print advertising is still one of the most effective methods of recruitment marketing. We have strived to ensure our service is up-to-date, relevant, and coherent with customer feedback.

## Prices start from £640 plus vat

A wide-range of advert sizes available starting from an eighth page ranging to double page spread.

**FREE** Online FEATURED LISTING included with every print advert booked.



CONFERENCE  
GUIDE SPONSOR

# EXHIBITORS





# EXHIBITORS

STAND NUMBER	ORGANISATION
F11	ACTIVE INFORMATICS
C7 - STRATEGIC PARTNER	AELP
F22	BABCOCK ASSESSMENTS LTD
A1	BIIAB
C8	BKSB
A15	CHARTERED MANAGEMENT INSTITUTE
CENTRE 1 - HEADLINE SPONSOR	CITY & GUILDS AND ILM
F5	COGNISOFT LTD
A20	DIGITAL ASSESS
A8	DRAKE LANE ASSOCIATES
F10	ECONOMIC MODELLING
A10	EDUCATION & TRAINING FOUNDATION
A17	EDUWEEK JOBS
F3	E-LEARNING MARKETPLACE LTD
F12	FORSKILLS LTD
A7	GATEWAY QUALIFICATIONS
A16	GETMYFIRSTJOB - TALENTPORTAL
A12	INNOVATE AWARDING
A18	INSTITUTE OF THE MOTOR INDUSTRY
A21	INSTRUCTURE GLOBAL LTD

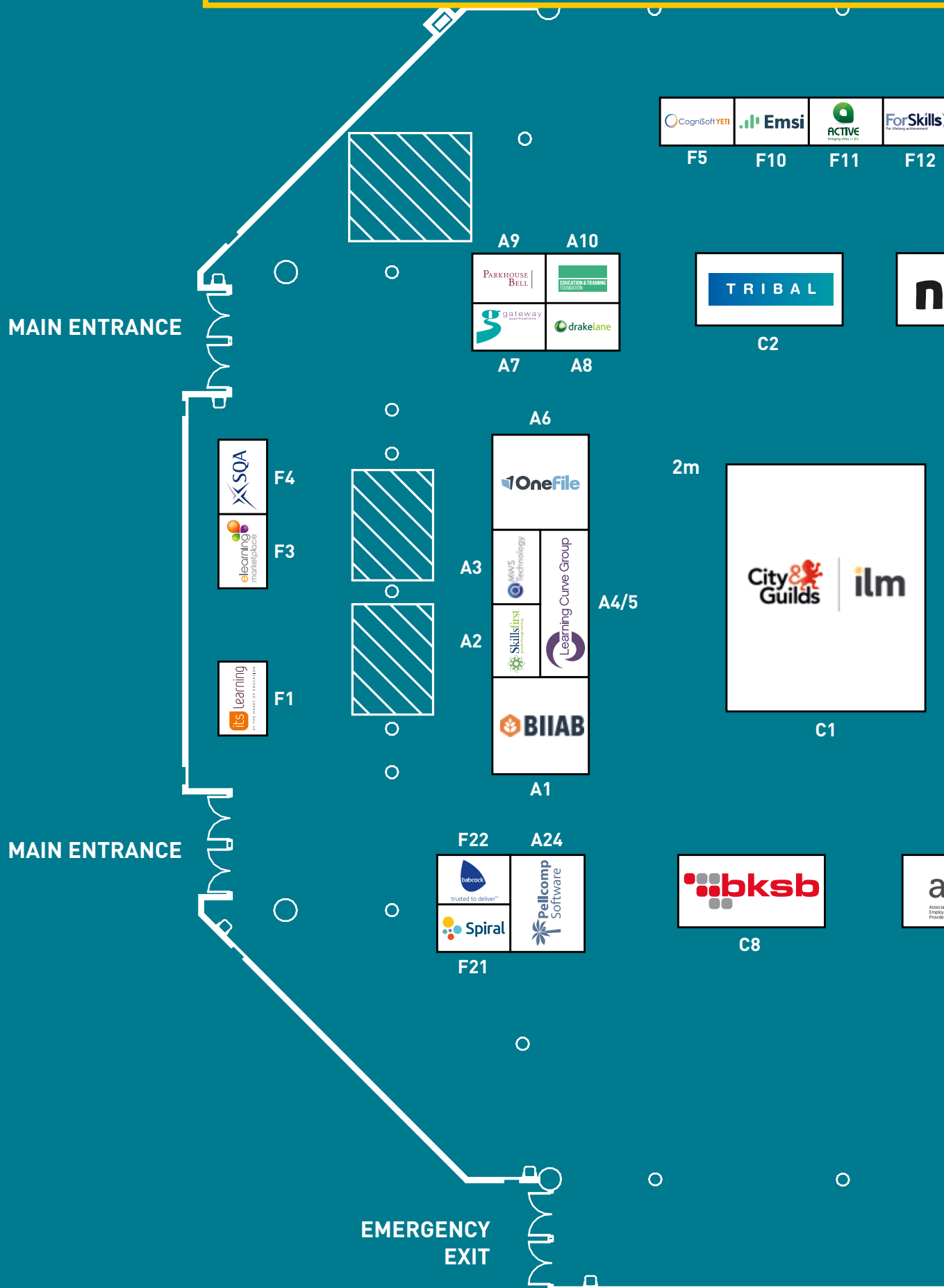
EXHIBITION SPONSOR



**TRIBAL**

STAND NUMBER	ORGANISATION
F1	ITSLEARNING
A22	LASER SYSTEMS
A4	LEARNING CURVE GROUP
A5	LEARNING CURVE GROUP
A13	MINDFUL EDUCATION
A14	MINDFUL EDUCATION
A3	MWS TECHNOLOGY - APTEM
C3 - REGISTRATION SPONSOR	NCFE
C5 - CONFERENCE SPONSOR	NOCN
A6	ONEFILE
A9	PARKHOUSE BELL LTD
C4 - CONFERENCE SPONSOR	PEARSON
F23	PELLCOMP SOFTWARE LTD
A2	SKILLSFIRST AWARDS
C6 - CONFERENCE SPONSOR	SMART ASSESSOR
F21	SPIRAL.AC   DIGITAL LEARNING
F4	SQA - SCOTTISH QUALIFICATIONS AUTHORITY
A19	THE COMPLETE GUIDE TO FUNDING APPRENTICESHIPS
A11	THE HIGHFIELD GROUP
C2 - EXHIBITION SPONSOR	TRIBAL GROUP

# EXHIBITION FLOOR





# FLOOR PLAN

EXHIBITION SPONSOR

TRIBAL

cfe.

C3

GET-IN

A11		A12	
mindful education			

C4

A13/4

A15		A16	
ED Week		IMI INSTITUTE OF MOTOR INDUSTRY	

C5

A17

A18

A19		A20	
	Laser Systems		

C6

A21

A22

Catering point

elp

C7

EMERGENCY EXIT

SERVERY

EMERGENCY EXIT



#FEWEEKAAC17

# EXHIBITORS



## F11

### ACTIVE INFORMATICS

Connect employer engagement CRM from Active enables simple and effective apprenticeships management. From initial lead generation, through to apprentice placement, Connect includes a live job feed from Indeed, integration with Mailchimp; as well as links to NAS.

[www.activeinformatics.com](http://www.activeinformatics.com)

## C7 | STRATEGIC PARTNER

### AELP

The Association of Employment and Learning Providers (AELP) is the national trade association representing providers involved in skills and employment delivery, responding to the needs of employers, learners and the local communities. One voice, making a difference.

[www.aelp.org.uk](http://www.aelp.org.uk)

## F22

### BABCOCK ASSESSMENTS LTD

Babcock Assessments is an approved End Point Assessment Organisation listed on the government's Register of Apprentice Assessment Organisations.

We are approved to deliver the end-point assessments for the following standards, with a commitment to applying to the Register for more apprenticeship standards as they are approved for delivery.

[www.babcockinternational.com](http://www.babcockinternational.com)

## A1

### BIIAB

Offering over 220 Qualifications and Apprenticeship Frameworks in 25 "Service" Sectors, including Health and Social Care, Business Skills, Retail and Hospitality, the BIIAB is fast becoming the Awarding Organisation of choice for Work Based

Learning Providers, FE Colleges and Employers.

Our ongoing advice, guidance and support to Centres and our quality assurance through delivery and assessments means the BIIAB are ideally placed to support you to ensure and evidence that your learners are End-Point Assessment ready, using key quality assurance milestones with auditable records.

[biiab.bii.org/contact-us](http://biiab.bii.org/contact-us)

## C8

### BKSB

bksb® is the UK's most popular online GCSE and Functional Skills Solution and won 'ICT Company of the Year' at the Bett Awards 2016. Last year, over 1.5 million learners used our online assessments and learning resources to improve their skills in English, maths and ICT.

[www.bksb.co.uk](http://www.bksb.co.uk)

## CENTRE 1 | HEADLINE SPONSOR

### CITY & GUILDS

City and Guilds are the leading skills development organisation, providing services to training providers, employers, and trainees across a variety of sectors to meet the needs of today's workplace. Their qualifications are valued by employers across the world, helping individuals develop their talents and abilities for career progression.

[www.cityandguilds.com](http://www.cityandguilds.com)

## A15

### CHARTERED MANAGEMENT INSTITUTE

CMI and its services helps hundreds of organisations across public, private and the third sector tackle key HR issues such as talent management, employee engagement and managing change.

[www.managers.org.uk](http://www.managers.org.uk)

## F5

### COGNISOFT LTD

CogniSoft is an industry specialist software company and a leader in technology. Since the company was first established in 1984, our dynamic approach has attracted customers who value being heard.

[www.cognisoft.co.uk](http://www.cognisoft.co.uk)

## A20

### DIGITAL ASSESS

Digital Assess is a leading supplier of evidence based assessment product that empowers learners to evidence the application of their acquired knowledge through demonstrable skills, be this in the classroom or work place. Our assessment technologies are used by centres, training providers and accreditation bodies to support the delivery, assessment and verification of vocational qualifications and apprenticeships across the UK and internationally.

[digitalassess.com/](http://digitalassess.com/)

## A8

### DRAKE LANE ASSOCIATES

Specialising in software solutions, training and consultancy for the further education sector, we work with the full range of organisations, including colleges, private training providers, local authorities, awarding bodies and audit companies.

[www.drakelane.co.uk/](http://www.drakelane.co.uk/)

## F10

### ECONOMIC MODELLING

EMSI believe that the key to creating a better national economy is to achieve better connectivity between education providers, economic developers and employers at the local and regional level. Their vision is to

facilitate this connectivity by joining these sectors together through the common language of data. To achieve this, they employ a team of expert economists, data scientists and software programmers to build a dataset that is not only highly granular and extremely robust, but also accessible and easy to use.  
[www.economicmodeling.com](http://www.economicmodeling.com)

## A17

### EDUWEEK JOBS

Education leaders read FE Week. Our editorial content is strong on policy news, which attracts switched-on, highly engaged readers. This makes EduWeek Jobs the ideal place to advertise your roles in further education. Our specialist readership mean your adverts will be seen by talented staff in the world of education, guaranteeing maximum quality exposure. EduWeek Jobs is a new recruitment solution from FE Week and Schools Week.  
[www.educationweekjobs.co.uk/](http://www.educationweekjobs.co.uk/)

## F3

### E-LEARNING MARKETPLACE LTD

The eLearning Marketplace saves you time, is cost effective and simple to use. Our aim is to be the single source of e-learning for buyers, making the locating, comparing and purchasing of digital learning products simple and effective. We save you time and take the burden out of searching for e-learning that meets your needs by finding the sellers of e-learning covering a wide range of subjects. Whether you're looking for an engaging e-learning course to develop your staff's team leading skills, you want to enhance your employability, find a course to support an apprenticeship programme or you're a trainer looking for a digital resource to embed into your delivery, the eLearning Marketplace is the place to be.  
[www.elearningmarketplace.co.uk](http://www.elearningmarketplace.co.uk)

## A10

### EDUCATION & TRAINING FOUNDATION

The Education and Training Foundation works with teachers, trainers, leaders and employers. We give them the professional development that helps them deliver excellent further and vocational education and training.  
[www.et-foundation.co.uk](http://www.et-foundation.co.uk)

## F12

### FORSKILLS LTD

ForSkills is the market leader for on-line assessment and diagnostic software for English and Maths in the vocational sector. Our customers are mainly training and apprenticeship providers and FE colleges. More than 7 in 10 learners at training providers use our products and services.

ForSkills is part of the NCFE group of companies.

[www.forskills.co.uk](http://www.forskills.co.uk)

## A7

### GATEWAY QUALIFICATIONS

Gateway Qualifications is an Awarding Organisation offering Apprenticeships, Vocational Qualifications, Functional Skills, ESOL and Access to HE Diplomas, designed in collaboration with providers and employers to help your organisation and your learners achieve.

[www.gatewayqualifications.org.uk](http://www.gatewayqualifications.org.uk)

## A16

### GET MY FIRST JOB - TALENT PORTAL

GetMyFirstJob is a Social Enterprise committed to ensuring that young people can find the best work options for them and to reduce youth unemployment. We do this by working with a wide range of schools, colleges, providers and employers to make opportunities easily accessible. We're also proud to be backed by Nesta Impact Investments and City and Guilds. Their support allows us to make a big impact across the UK.

[www.getmyfirstjob.co.uk](http://www.getmyfirstjob.co.uk)

## A11

### THE HIGHFIELD GROUP

Highfield is the global leader for international qualifications, training materials and e-learning, and also the winner of the Queen's Award for Enterprise. At Highfield, we effectively support the delivery of compliance, apprenticeship and work-based learning qualifications across multiple sectors, alongside providing solutions for end-point assessment systems. Our blended-learning solutions cover multiple subject areas including food safety, health and safety,

security, licensing, health and social care, customer service, retail, logistics and many more. Over 15,000 trainers and training centres deliver our qualifications across 30 countries, with millions of learners using our materials and e-learning courses every year.  
[www.highfieldabc.com](http://www.highfieldabc.com)

## CENTRE 1 | HEADLINE SPONSOR

### ILM

ILM is the leading specialist provider of leadership qualifications in the UK. Last year, over 70,000 people enhanced their skills and performance with ILM, including 14,000 management apprentices. We believe that great leaders can come from anywhere. With the right support, anyone can grow and develop to make a real difference to their team and organisation. Which is why we help individuals from all levels to realise and apply their potential, so that the organisations they work for can reap the benefits.

[www.i-l-m.com/](http://www.i-l-m.com/)

## A12

### INNOVATE AWARDING

Innovate Awarding is a national awarding organisation regulated by Ofqual and Qualifications Wales, with a passion for doing things differently. We provide a range of vocational qualifications to FE colleges, training providers and employers, and we are working alongside them to revolutionise the way in which they are delivered and assessed. We offer a great range of qualifications in multiple sectors but we can also develop fully bespoke qualifications to a timescale that suits the customer. We pride ourselves in our excellent customer service and responsiveness to business needs.

[www.innovateawarding.org](http://www.innovateawarding.org)

## A21

### INSTRUCTURE GLOBAL LTD

Instructure isn't a traditional education company; it's a technology startup with an open, progressive attitude. That means we're able to meet the demands of our customers in education, but also encourage them to adopt new ways of thinking. Our goal is to create products that make a real, tangible difference to the lives of teachers and students.

[www.instructure.com](http://www.instructure.com)

# EXHIBITORS



## F1

### ITS LEARNING

itslearning is Europe's largest provider of cloud-based learning platforms, used by millions of tutors, students and administration staff around the world. We provide much more than just a product; we create an integrated digital learning environment that enables training to be delivered whenever and wherever you need it.

[itslearning.com/uk/](http://itslearning.com/uk/)

## A22

### LASER SYSTEMS

Laser Systems are the creators of Laser e-portfolio and online, interactive teaching and learning resources. Our team of IT, education, and assessment professionals, along with occupationally competent subject specialists, work to ensure the Laser is intuitive for all learners and staff. Each set of our learning resources are thorough and engaging, and can be used as part of a wider lesson plan or by individual learners to independently increase their understanding. Laser e-portfolio, CPD short courses, and learning resources are used by Schools, colleges, training providers, and businesses across the UK and internationally.

[lasersys.co.uk](http://lasersys.co.uk)

## A4-A5

### LEARNING CURVE GROUP

Learning Curve Group specialises in education and training that supports the needs of three client groups; FE providers, employers and learners. Our combination of expertise and experience has created a sought-after model of success and a reputation for pioneering market leading learning.

[www.learningcurvegroup.co.uk](http://www.learningcurvegroup.co.uk)

## A13-A14

### MINDFUL EDUCATION

(Drinks Reception Sponsor 2nd Stand)

Mindful Education specialise in creating bespoke media-rich further & higher education courses. In partnership with colleges, we design courses that are highly flexible, allowing learners to choose how, when and where they want to study. Our aim is to deliver high quality teaching that empowers learners, minimizes disruption to employers and delivers tangible results in the workplace.

[mindful-education.co.uk/](http://mindful-education.co.uk/)

## A3

### MWS TECHNOLOGY - APTEM

MWS believe that collaboration is the key to successful apprenticeship delivery. Apprenticeships succeed when providers, employers and apprentices all work together with a clear understanding of what needs to be done. Aptem has been specifically designed to support this collaboration, so that every participant can see what they need to do and then do it.

[www.mwstechnology.com/](http://www.mwstechnology.com/)

## C3 | REGISTRATION SPONSOR

### NCFE

Awarding Organisation NCFE is a registered educational charity with a legacy in learning that starts from 1848. Today, NCFE offers over 500 nationally accredited qualifications to over 480,000 learners per academic session, across more than 2,000 active centres.

[www.ncfe.org.uk](http://www.ncfe.org.uk)

## C5 | CONFERENCE SPONSOR

### NOCN

NOCN is a leading awarding organisation and top three Government-approved Apprentice Assessment Organisation (AAO) that has been creating opportunities for almost 30 years. We are trusted and recognised by employers, training providers and learners in the UK and internationally, providing a high quality, flexible service

[www.nocn.org.uk](http://www.nocn.org.uk)

## A6

### ONEFILE

From apprenticeships to professional progression, OneFile transforms learning and development into an immersive learning experience. Our simple software supports 200 training providers and over 300,000 learners worldwide. Users can set learning objectives, promote training resources, measure progress and perform skills assessments – creating a culture of lifelong learning.

[www.onefile.co.uk](http://www.onefile.co.uk)

## A9

### PARKHOUSE BELL LTD

Parkhouse Bell is an international executive search and recruitment business specialising in the Education, Skills, Employment Services and Healthcare sectors. Our mission is to provide world-class recruitment and consultancy solutions that enable employers to flourish, and our candidates to maximise their career potential.

Parkhouse Bell provides executive search services for senior & board level appointments, and senior recruitment for professional and managerial roles. We offer permanent and interim management staffing solutions and operate across the UK, Middle East and Australia.

[www.parkhousebell.com](http://www.parkhousebell.com)

## C4 | CONFERENCE SPONSOR

### PEARSON

#### Conference Sponsor

Pearson is the world's learning company, with expertise in assessment, teaching and learning services powered by technology. Our mission is to help people make progress through access to better learning. We believe that learning opens up opportunities, creating fulfilling careers and better lives.

[uk.pearson.com](http://uk.pearson.com)

## F23

### PELLCOMP SOFTWARE LTD

Pellcomp Software Ltd supply the PICS Learner Management System to over 450 training providers in the UK. PICS is a fully featured MIS for managing government funded training programmes, including apprenticeships. PICS provides a full set of tools for training providers supporting paperfree working from initial enquiry, through sign up and delivery to outcome tracking and MI dashboards and automatic scheduled reporting.

[www.pellcomp.co.uk](http://www.pellcomp.co.uk)

## A2

### SKILLS FIRST AWARDS

Skillsfirst Awards is a national awarding organisation, offering vocationally related qualifications in a range of service related sectors, including Health & Social Care, Childcare, Business Services, Recruitment and Social Media. Our Functional Skills solution is very popular, with excellent testing flexibility, results turnaround and competitive fees.

[www.skillsfirst.co.uk](http://www.skillsfirst.co.uk)

## C6 | CONFERENCE SPONSOR

### SMART ASSESSOR

Smart Assessor is an electronic collection of a learner's skills and knowledge, which is assessed by their tutor against a training standard or qualification and replaces paper

portfolios.

Perfect for apprentices, work based learners, classroom students and anyone undertaking training, as you can replace paper evidence with videos, photos and voice recordings as evidence of competence and the portfolio is always available, both offline and securely on the web.

Assessors and tutors can track learner progress dynamically to achieve timely completions.

[www.smartassessor.co.uk/SAAssessor/Account](http://www.smartassessor.co.uk/SAAssessor/Account)

## F21

### SPIRAL AC | DIGITAL LEARNING

Spiral transforms any classroom into a live learning space with collaborative apps for everyday learning activities.

[spiral.ac](http://spiral.ac)

## F4

### SCOTTISH QUALIFICATIONS AUTHORITY

The Scottish Qualifications Authority (SQA) is an international leader in education and training; we also assess and award qualifications and offer educational support services throughout the UK.

With over 100 years' experience in educational support, we help organisations to realise their potential and achieve their ambitions.

We work closely with training providers, colleges and employers to develop and deliver qualifications and assessments. We work with all sectors and business types offering a wide range of services tailored to their needs.

Experts in assessment, we are renowned for our quality and customer service.

[www.sqa.org.uk/sqa/70972.html](http://www.sqa.org.uk/sqa/70972.html)

## A19

### THE COMPLETE GUIDE TO FUNDING APPRENTICESHIPS

The Complete Guide to Funding Apprenticeships 2016/17 edition, sponsored by NOCN, is created by Author Nick Linford and published by Lsect Ltd.

[www.apprenticeshipfundingguide.com](http://www.apprenticeshipfundingguide.com)

## A18

### THE INSTITUTE FOR THE MOTOR INDUSTRY

Institute of the Motor Industry (IMI) is the professional body for individuals working in the motor industry and the authoritative voice of the sector.

[www.theimi.org.uk/](http://www.theimi.org.uk/)

## C2 | EXHIBITION SPONSOR

### TRIBAL GROUP

Tribals vision is simple. It's to create, build and deliver a range of world-class technology based products and services that help education, learning and training customers to deliver excellence.

[www.tribalgroup.com](http://www.tribalgroup.com)

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**SCHOOLS WEEK**  
**AND FE WEEK**

# ED Week

**UNLIMITED  
ONLINE  
PACKAGE  
OFFERS**

## **NEW UNLIMITED ONLINE JOB ADVERTISING PACKAGES**

Purchase your package for 2017 to make big savings. Rates displayed are per school or college. Group and MAT rates are available.

## **12 MONTHS UNLIMITED BASIC LISTINGS £3,000**

Unlimited online listings for your organisation during 2017. Basic listing includes your company logo, unlimited text, attachments and are emailed to relevant job seekers.

**UNLIMITED  
OFFERS**



Our new jobs board, Education Week Jobs, brings together readerships from both FE Week and Schools Week. Not only are we using the latest jobs board platform, our increased online presence ensure your online listing are seen by education professionals from across the industry and beyond. Our audience comprises headteachers, college principals and governors; FE lecturers and primary and secondary teachers; not to mention policy experts, multi-academy trust executives and business managers. Share your recruitment opportunities with our enormous online audience on [educationweekjobs.co.uk](http://educationweekjobs.co.uk)

## **12 MONTHS UNLIMITED FEATURED LISTINGS £5,000 +35% off recruitment adverts in Schools Week & FE Week**

Ensure your advert stands out! Unlimited featured online listings for your organisation during 2017. Featured listings include, enhanced visibility on our website, posted via our social media accounts, included within our weekly jobs email sent to over 30,000 education professionals and all the benefits of a basic listing: your company logo, unlimited text, attachments and emailed to relevant job seekers.

**T R I B A L**

# Helping providers set up for success - whatever your delivery model

## **Learner Management Systems**

A single supplier solution to manage the entire learner journey, influencing higher engagement across all your learners, staff, delivery partners and employers.

## **Funding and data management expertise, when you need it**

Adopt efficient business processes and meet the latest compliance and funding guidelines by embedding best practice when it comes to managing your learner data.

## **Quality Improvement and preparing for Ofsted**

Advice and online solutions from the sector experts making quality improvement visible, manageable and continuous, and getting you and your delivery partners inspection-ready.

**VISIT THE  
TRIBAL STAND (C2)  
TO FIND OUT HOW WE ARE  
HELPING TRAINING PROVIDERS,  
COLLEGES AND EMPLOYERS GET  
THE VERY BEST OUT OF THEIR  
APPRENTICESHIP DELIVERY**



**[INFO.TRIBALGROUP.COM/APPRENTICESHIPS](http://INFO.TRIBALGROUP.COM/APPRENTICESHIPS)**

### **Becoming an employer provider?**

We can help you create a robust operational delivery model based on our best practice methodology

VISIT US AT  
STAND A15






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Chartered Manager Degree Apprenticeship.

Reap the rewards of professionalising your management by offering your staff access to a world-class business education, work-based learning and development through to Chartered Manager status.

The Chartered Manager Degree Apprenticeship provides on-the-job education for non-graduate managers and school leavers alike to gain a management degree and professional accreditation.

Start your journey with CMI:

-  0333 220 3145
-  [apprenticeships@managers.org.uk](mailto:apprenticeships@managers.org.uk)
-  [managers.org.uk/apprenticeships](http://managers.org.uk/apprenticeships)