

# About JHP Group



- ✓ JHP Group is the UK's **largest provider of integrated training and employment services**
- ✓ Our **national coverage** includes over 110 business centres across England, Scotland & Wales
- ✓ Our **diverse portfolio of contracts** has enabled us to work with over 60,000 learners and clients over the last year
- ✓ We are trading at **£80m** this year, with skills provision delivering £42m and employability programmes delivering £38m
- ✓ Our Apprenticeship achievement rate at **Level 2 is 77.2%** (national average 72.2%) and at **Level 3 is 75.1%** (national average 70.1%)
- ✓ Our Train to Gain achievement rate at **Level 2 is 92.2%** (national average 83.4%)
- ✓ We offer award winning partnership and work with a diverse range of funding bodies and organisations to **deliver seamless, high performing services** for our shared customers, employers and communities including:



The Skills division of JHP Group, JHP Training, delivers Apprenticeships, Train to Gain and commercial programmes with a particular focus on:

Health and Social Care (largest UK provider) • Child Care • Customer Service • Business Administration • ITQ • Retail • Logistics • Team Leading • Call Centre • Security

## Maximising the Minimum Contract Levels Opportunity

*“Building the highest performing Skills Network in the UK”*

### Our Supply Chain Experience

- We currently sub-contract over £6m worth of contract value and manage over 30 providers across the skills and employability markets.
- We operate as a sub-contractor for providers including Serco and Work Directions.
- We are ideally positioned to understand both sides of partnership management and ensure that opportunities are maximised for all parties.

### Interested in working with us?

- We are looking for partnerships with organisations:
- Who deliver in any sectors, but particularly those not in our current portfolio
  - Who pride themselves on being a quality driven organisation
  - Of any size, from £100k to £10m

### Strengthen your Work Based Learning delivery in partnership with one of the best providers in the UK

JHP Group are able to support providers affected by Minimum Contract Levels (MCL) – we can support you whether you require minimum input or access to a fully supported offer. Our flexible approach to partnership working means that you can ‘pick and mix’ the services that truly add value to your business or call off services as you require them. Considerable recent investment in our infrastructure means partnering with JHP Group gives you access to the people and technology that will build success for your organisation.

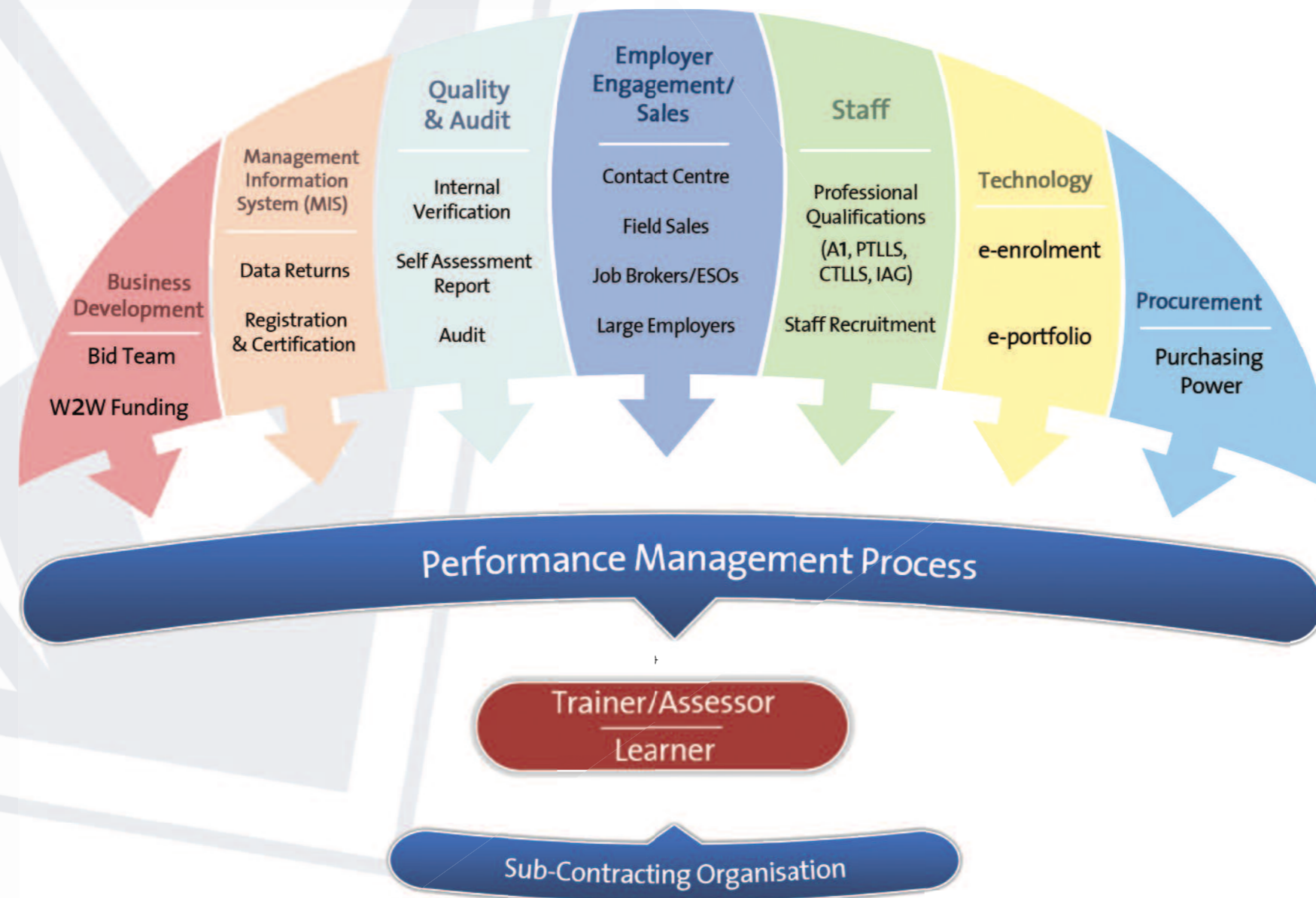
To find out more and to discuss partnership opportunities, please contact

John Deaville, Business Development Director  
Email: [john.deaville@jhp-group.com](mailto:john.deaville@jhp-group.com) • Phone: 07880 781 832

### Benefits of a Partnership with JHP Group

- Deliver using your company name to retain your profile and brand awareness
- Guaranteed contract level for indefinite period (subject to quality of delivery)
- Opportunities for contract growth including access to our market leading business development team





## Business Development

- Business Development team whose bidding skills have secured over **£120m** worth of new contract value in the last two years.
- Funding from our **Welfare to Work (W2W)** contracts including programmes for finding jobs and sustaining clients in work.

## Management Information System (MIS)

- **Fully outsourced MIS** and Learner Management service – this can be extended to other contracts held to reduce licence fees and staffing costs.
- Real-time information on learners, funding and overall performance communicated on **easy-to-read digital dashboards** for record, reference and performance management purposes.

## Quality and Audit

- **Dedicated Internal Verification (IV)** team covering many sectors – no direct delivery by IV team ensures conflicts of interest are avoided.
- Full **Self-Assessment support** including evidence assessment, validation and benchmarking.
- Extensive **audit team** to ensure your data and processes meet the needs of the funding and regulatory bodies.

## Employer Engagement

- In-house **Contact Centre** with over 40 'skill-specific' staff who engage hundreds of SMEs every day to **generate leads** – all staff have a detailed knowledge and understanding of work-based learning qualifications and funding eligibility.
- **Field Sales team** of over 40 who engage employers and their staff face-to-face to **secure starts**.
- Over 50 **Employment Support Officers (ESOs)** **match 16-18 year old learners with employer vacancies** to generate starts.
- Contracts with large national employers provide a constant supply of **high-quality learners**.

## Staff

- **Virtual Academy** delivering teaching, assessing, IAG and professional qualifications using distance learning technologies – your staff can be upskilled with minimal disruption and time away from their job role.
- **Recruitment team** with proven track record in both the Skills and W2W arenas can source staff to ensure that your workforce remains effective and efficient.

## Technology

- **e-enrolment system** to upload learners' details on the day of registration – allowing the learner to begin their programme sooner and gives financial benefits to you as a provider by reducing the time needed to draw down funding.
- **e-portfolio** delivery to improve the learner experience and deliver staff efficiency leading to higher achievement rates and more timely completions (with associated funding benefits).

## Procurement

- Purchasing power gives access to **significant discounts** on products and services including infrastructure, such as IT equipment, mobile phones and contracts, office space and furniture.