



Department
for Work &
Pensions

Dynamic Purchasing System

South East Regional Meeting – 9th March 2017 – Chris Davison

What is the Dynamic Purchasing System?

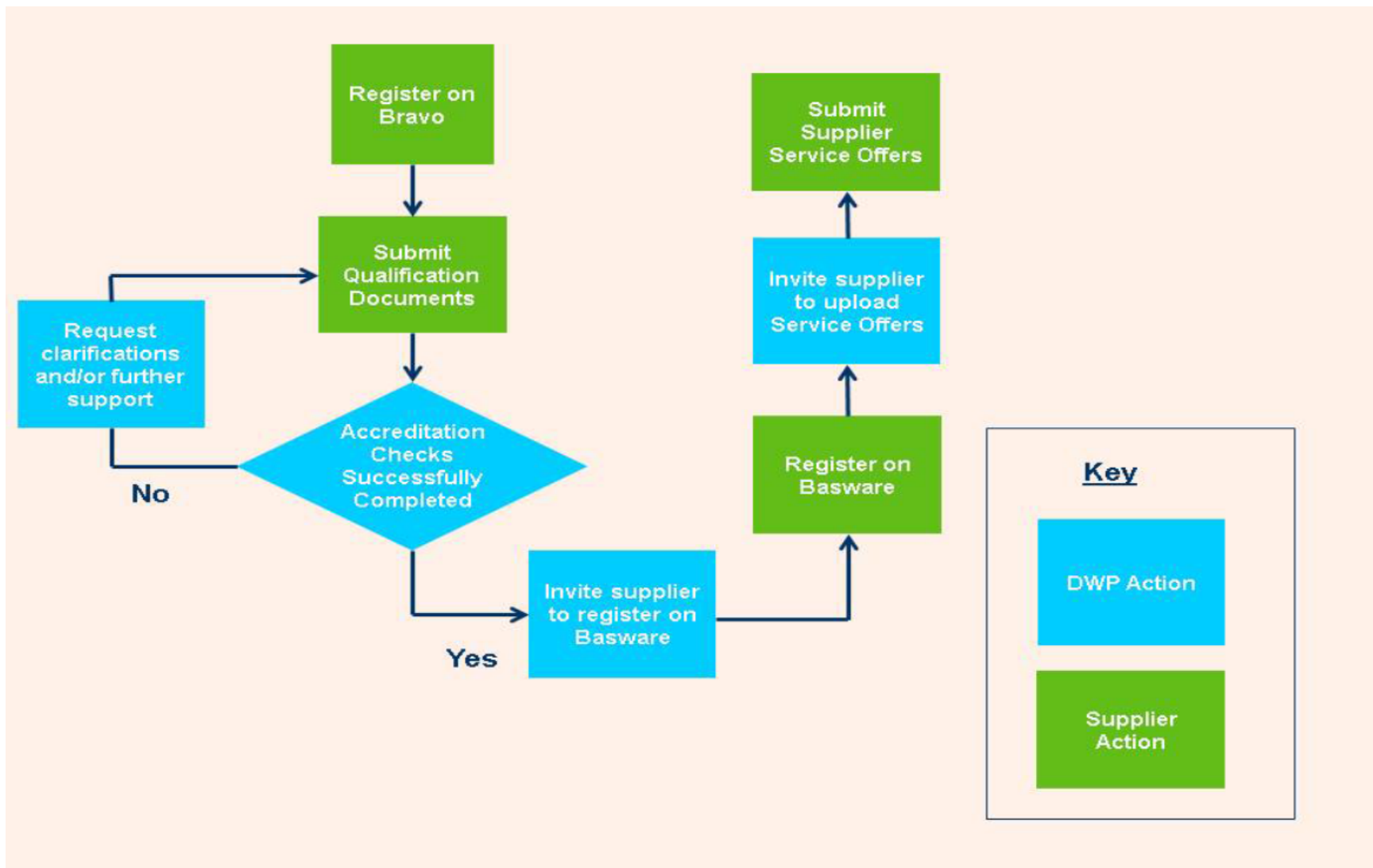
- Dynamic Purchasing System (DPS) is the new way to buy provision through the Flexible Support Fund Budget
- Suppliers will upload “Offers” onto our procurement system, detailing the programmes that they run to help customers and where they run them
- DWP will draft Business Cases detailing what support our customers need, and what types of training support we would like to buy to move them nearer to, or into, employment
- The DPS Buyers team will match the Business Cases with the “Offers” that have been uploaded onto the procurement system, and identify the best fit.
- Provided the best scoring “Offer” identified is of a suitable standard this Supplier will be invited to deliver the requested training.



Jobcentre Plus Objectives

- Achieve increased numbers of working age people in work
- Reduce the number of workless households
- Reduce child poverty
- Halve the disability employment gap
- Encourage claimants in workless households to achieve successful and sustainable entry into employment
- To ensure that claimants who are not yet ready to return to work (including Lone Parents with young children, and carers) receive an appropriate level of support to ensure they are prepared to return to the labour market at the right time.

DPS – Supplier Journey Overview



Employability Journey

Category	1 Engagement	2 Moving towards work	3 Support for hardest to help with complex & multiple barriers	4 Supporting hardest to help into work	5 Addressing barriers	6 Skills for work	7 Getting jobs	8 Keeping jobs
Overview	Encourage engagement by potential JCP customers who traditionally find it difficult to access our services	Support people who are unlikely to look for work without some help to increase motivation/confidence	Requirement for support for hardest to help – SJ outcome only	Tailored support for hardest to help – with job outcome expectation	Support to overcome barriers to getting a job	Skills training, <u>but only</u> If contract is over £50,000 or For a DPS 'routeway' - across more than one category including skills training	Support people to be proficient and self sufficient in job hunting	In work support
Content	<p>Outreach to promote DWP Services</p> <p>Innovative Activities to engage people e.g. Young People</p> <p>Local or specialised delivery for specific communities</p> <p>Black Minority Ethnic communities</p> <p>Asian Women</p> <p>Gang Members, Those affiliated with gangs</p> <p>NEET</p> <p>Isolated communities</p> <p>1-1 mentoring / counselling</p>	<p>Full Diagnostic Interview & Work Plan</p> <p>Identifying primary & secondary barriers</p> <p>Understanding the world of work including self employment</p> <p>Self Awareness and Self Presentation</p> <p>Skills Experience</p> <p>Personal Circs Health/Disability</p> <p>Job Hunting Skills</p> <p>Attitude to finding work</p> <p>Confidence building & Motivation</p> <p>Challenging negative attitudes Promoting positive attitudes</p> <p>Pros & Cons of work versus non-work</p> <p>Devising work plan</p> <p>ESOL Literacy/Numeracy assessment only</p>	<p>Tailored intensive support for people with significant barriers who are too far away from the labour market to move straight into work.</p> <ul style="list-style-type: none"> Suitable for people with moderate learning difficulties Complex/multiple barriers Entrenched worklessness 	<p>Tailored intensive support for people with significant barriers – for those where work is an immediate realistic prospect once barriers are addressed</p> <p>Full diagnostic interview and work plan to identify primary and secondary barriers with support to overcome</p> <ul style="list-style-type: none"> Literacy/ Numeracy/ ESOL Health & disability Issues including Mental Health Drugs/alcohol substance abuse Mild learning difficulties Homelessness Offending Issues 	<p>Support to improve motivation/ confidence and overcome practical barriers to work</p> <p>Full diagnostic interview and work plan to identify primary and secondary barriers to overcome</p> <ul style="list-style-type: none"> Entrenched worklessness Literacy/ Numeracy/ESOL Debt and Money management Caring responsibilities 	<p>Short certificated courses leading directly to a job</p> <p>Short Sector specific training and skills shortage training leading directly to a job</p>	<p>Realistic career / work planning</p> <p>Full Diagnostic Interview & Work Plan</p> <p>Identifying primary & secondary barriers</p> <p>Skills Experience</p> <p>Personal Circs</p> <p>Health & Disability</p> <p>Personal Skills & Personal Resilience</p> <p>Job hunting skills</p> <p>CVs; Job Application techniques; Interview preparation; Interview skills; follow up;</p>	<p>Planning to stay in work</p> <p>Finances</p> <p>Contingency</p> <p>In work support</p> <p>Buddying</p> <p>Mentoring</p>
Funding model (single category)	30% start fee, 70% completion fee			20% start fee, 50% completion fee, 30% job outcome	10% start fee, 30% completion fee, 60% job outcome			25% start fee, 75% completion fee
Performance	100% of completers to complete an action plan		100% of completers to complete an action plan and/or 100 % to achieve an agreed SJ outcome	30% Job Outcomes – in work 4weeks in a 13 week tracking window	45% Job Outcomes – in work 4weeks in a 13 week tracking window	60% Job Outcomes – Job Outcomes – in work 4weeks in a 13 week tracking window	45% Job Outcomes – Job Outcomes – in work 4weeks in a 13 week tracking window	100% - signed Mentoring Agreement 75% signing Mentoring Agreement will be in employment 13 weeks after date mentoring agreement was signed

Routeways

Routeway	Funding Model	Performance
R1: Engagement (1), Moving towards work (2) and Support for hardest to help with complex and multiple barriers (3)	30% Start fee 70% completion fee	100% of completers to complete an action plan
R2: Supporting Hardest to help into work (4) and Skills for Work (6).	20% Start Fee 30% Completion Fee 50% Job Outcome	40% Job Outcomes – in work 4 weeks 13 weeks tracking period.
R3: Addressing barriers (5) and Getting jobs (7)	10% start fee 30% completion fee 60% Job outcome	45% Job outcomes – in work 4 weeks 13 weeks Tracking
R4: Skills for work (6) and Getting Jobs (7)	10% start fee 30% completion fee 60% Job outcome	60% Job outcomes – in work 4 weeks 13 weeks Tracking
R5: Engagement (1), Moving towards work (2) Support for hardest to help with complex and multiple barriers (3) Supporting hardest to help into work (4)	20% Start Fee 50% Completion Fee 30% Job Outcome	100% of completers to complete an action plan 30% Job Outcomes - – in work 4 weeks 13 weeks Tracking



What makes a quality supplier offer

- Fits the category
- Demonstrates innovation, quality and value for money
- Is tailored to the client groups
- Provides the 'what' and 'how'
- Shows the claimant's journey through the provision and expected progress into/towards work
- Shows awareness of labour market and strong links to employers (where the performance expectation is for job outcomes)
- Specifically states what the expected outcomes of the provision will be

What makes a quality supplier offer – or doesn't?

A quality offer doesn't –

- Have missing evidence against some of the evaluation questions:
 1. Overall fit of provision content
 2. Evidence that the provision will move claimants closer to work
 3. Performance expectations and robustness of supporting rationale
 4. Evidence that adequate performance management systems are in place
- Talk at length about previous good working relationships with DWP
- Read like an application for grant funding to extend provision
- Consist of a generic offer submitted in lots of different categories
- Cover several different courses in one offer
- Use the wrong font

Further information

- Attached is the District Supplier Journey Support Package. Contains all the information you need to become a registered supplier.



Microsoft Word
Document

- Link to the Contract finder page on Gov.UK relating to DPS. You can find the DPS Specification document here.

[Dynamic Purchasing System for the Provision of Work Focused Activities -
Contracts Finder](#)