

# Developing the Skills Academy Provider Network



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# Revolutionising training in the process industries by building a coherent approach to skills training in our sector

## Building the network

Strengthening our network of accredited training providers is a key priority for the National Skills Academy Process Industries (the Skills Academy) to help address the development of future skills for the Process Industries. We are seeking expressions of interest from training providers that wish to grow their business and work closely with us in developing and delivering the training that industry needs.

Our ultimate aim is to develop strong national and regional networks capable of meeting the full range of skills needs across the process industries, enabling employers to benchmark, train, accredit and record the achievements of their staff against the relevant Gold Standard frameworks for their industry.

## Accreditation

We present our Accredited providers with an enhanced route to market, delivering a distinct marketing advantage through our Business Referral service, registration on the Skills Academy website, inclusion in targeted campaigns and use of our Skills Passport system.

We also create opportunities to engage with employers through participation in an annual programme of national and regional workshops and seminars dealing with current industry skills issues, and encourage active involvement in qualifications and training standards development.

The Skills Academy has recently been successful in creating new opportunities and significantly increasing access to Government funded programmes for both public and commercial Accredited providers.

## Benefits of accreditation

Training providers can reap huge benefits from becoming part of the Skills Academy's prestigious training provider network:

- get a head start through our Business Referrals service – matching requests for training with priority given to Accredited providers
- raise your profile by using the Skills Academy logo and additional material to promote your Accreditation
- work with us to create your own profile page on our website, highlighting your unique selling points and successful case studies
- register all your qualifications, training programmes and short courses and have them signposted through our Skills Passport tool and website search facility
- have your courses and training programmes validated by the Skills Academy
- develop a proactive and productive relationship with our Network Services and Commercial teams
- increase your links with industry through product and service research and development
- tap into the expertise in Cogent SSC and keep up to date with the latest developments in Qualifications reform, National Occupational Standards and the development of Training Standards for the Process Industries
- free use of the Skills Passport (worth over £800) to record your own staff development and CPD, and as a tool to engage employers.

Joining the Skills Academy gives you the benefit of sharing best practice with other specialist providers, becoming part of a committed and focussed network, and working with us to gain from ongoing support for your business and staff development.

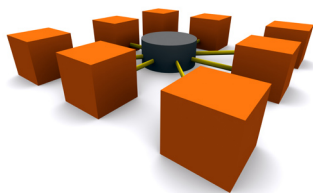
*"We were delighted to become recognised as a Centre of Excellence for our training provision. The accreditation demonstrates our commitment to continual development and gives considerable assurance to our learners, and their employers, that the training we provide is to the highest possible standard. We have seen many measurable benefits since joining the Skills Academy provider network and as a result have significantly increased the number of individuals wanting to learn with us."*

Andrew Evans,  
Commercial Academy Manager - Creative Industries, Walsall College.  
(Centre of Excellence for Polymers)

## Join our network

Every organisation that joins our network will be supported through our rigorous accreditation process. Our aim is to work with you to identify your strengths and weaknesses and if you are successful we will work with you to develop your organisation and staff capabilities.

Providers can seek approval as a Centre of Excellence or as an Academy Centre. Centre of Excellence approval is only earned (usually after a period of 6 months) when you have demonstrated your commitment to develop your own organisation and staff capability. In addition you must also contribute to the development of others in the provider network, or through supporting product and service development to improve the overall offer from the network to industry.



## Accreditation: the options

As well as choosing between Centre of Excellence and Academy Centre, you will need to identify which specific accreditation is right for you. There are a number of options available, and you can choose one or more accreditations dependent on your capabilities and how you wish to market yourself as a Skills Academy accredited provider.

Accreditation(s) sought based on:

### Sector:

Polymers, Chemicals, Pharmaceuticals and Downstream Petroleum.

### Gold Standard Theme:

Technical Competence, Business Improvement, Compliance and Leadership & Management.

### Complementary Themes:

Process Safety.

## Business Referrals

Our Business Referral service is now well established and is delivering over £250k worth of new business referrals to our accredited provider network on a monthly basis. The Skills Academy's Employer Engagement and Commercial teams are constantly in contact with employers up and down the country to identify their training and consultancy needs. We provide support to employers and feed their requirements to the accredited provider network - matchmaking quality provision to business needs.

Referrals are emailed direct to our accredited providers and also recorded in a restricted area of our website (accessible only to accredited providers and associates)

Accredited providers can then respond to this opportunity and the Skills Academy acts as an honest broker, helping the employer select the solution that best meets their needs.

***“The provider referral system is a key benefit of being part of the Skills Academy network. Accreditation provides reassurance to employers that their training needs are being met by an organisation that has achieved independently audited standards of operation.”***

Roy Beddow,  
Director, Consulting Principles

## What does it cost accredited providers?

Our fees are based on the value of the training or consultancy sold to the employer.

**Full cost or commercial training or consultancy (i.e. without any form of government funding or subsidy) -** our fee is 5% of the value of the business placed.

**Fully funded or subsidised consultancy -** our fee is 5% of the total value of the business placed (funding + employer contribution).

**Fully funded or subsidised accredited training -** the rates in the following table apply.

Level	Accredited Providers		
>4	£120		
4	£40	£80	£120
3	£25	£50	£75
2	£25	£50	£75
1	£25	£50	£75
	Award	Certificate	Diploma

Where we introduce you to a new customer, we also require your commitment to pay 5% of any additional business secured with that customer for the following two years.

## The process:

### Expression of interest:

- 1 Download and complete the expression of interest application form from the Skills Academy website and send to Gemma Osula at [g.osula@process.nsacademy.co.uk](mailto:g.osula@process.nsacademy.co.uk)

### Scoping meeting:

- 2 On receipt of your expression of interest a meeting will be arranged with a member of the Skills Academy team to discuss the accreditation(s) sought, the next steps in the process and to answer any questions you have.

### Desktop review:

- 3 Based on the documentation submitted during the scoping visit a desktop review is conducted by the Skills Academy team. The outcome of this report will feed into your overall accreditation outcome.

### Site visit assessment:

- 4 On receipt of your payment the site visit assessment will take place. This visit is undertaken by an Accreditation Assessor who will look at your management systems, training and assessment systems and staff and physical resources, with a specific focus on your capability and quality of your provision for the accreditation(s) sought.

### Accreditation outcome:

- 5 Subject to a successful outcome from your desktop review and site visit assessment we will then work with you to develop a tailored development plan to help you maximise the benefits of Skills Academy accreditation.

## Costs:

	Initial accreditation		Annual re-accreditation	
	1st Accreditation	Additional Accreditation	Re-accreditation	Additional Re-accreditations
Academy Centre	£3,500	£1,700	£2,500	£1,500
Centre of Excellence	£7,000	£2,500	£5,000	£2,500

**Flexible Payment Options:** It is now even easier than before to become an Academy Accredited Provider with our new flexible payments options. For further information please do not hesitate to contact us.

For further information on the accreditation process please contact the Provider Team on, [providers@nsapi.co.uk](mailto:providers@nsapi.co.uk) or call, **0845 607 0140**.

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