



Training Programme Brokerage

An impartial service that helps organisation identify the best sources of training that will meet their needs across a wide range of requirements and potentially identify sources of funding to facilitate the process.

Issues

- Looking for cost effective solutions to training and development needs
- Not sure who the best providers are
- Would welcome funding support where it is available

Benefits

- Impartial choice of training providers to suit your needs
- Can cover an extensive range of training requirements
- Identification of the most appropriate means of delivery
- Knowledge of sources of funding where it is available

The product in action - a case study

The Client

In2Bus Limited a business development consultancy working within the Halton Business and Workforce Partnership

The Need

Helping client SMEs to identify their training requirements under funded schemes from the Learning and Skills Council and to broker arrangements for the provision of the training from appropriate training providers.

What we did

Stephan Polshaw, Chris Lloyd and Keith Williams worked with individual client SMEs to understand their training requirements and preferred method of delivery. They researched potential delivery organisations and negotiated with them to achieve best value arrangements both for the client companies and the sponsors of the programme.

Consultant(s): Chris Lloyd , Keith Williams , Stephan Polshaw

How the client benefited

The client companies received impartial advice and access to funding for training, which was geared to directly support their business strategy. Individuals within those companies benefited from training, which they might not otherwise have had. The sponsoring organisation was assured of value for money.

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