



A place for National and Regional Providers

Kathryn Rudd



Localism...



Is there an opportunity?

We're staying the same

Our LA wants us to take everyone

It'll never happen

There aren't enough places locally

GFEs can't support our sort of students

We only do residential



And the result was...



- Residential provision reduced by more than 70% over 4 years in some colleges
- Many new “local” providers entered the sector – including schools and LA supported provision
- GFEs widened the cohort of young people they could provide for
- Some specialist providers made the decision to widen their cohort and become more of a part of the local offer..
- Whilst others decided to remain regional and national and looked to provide additional services...

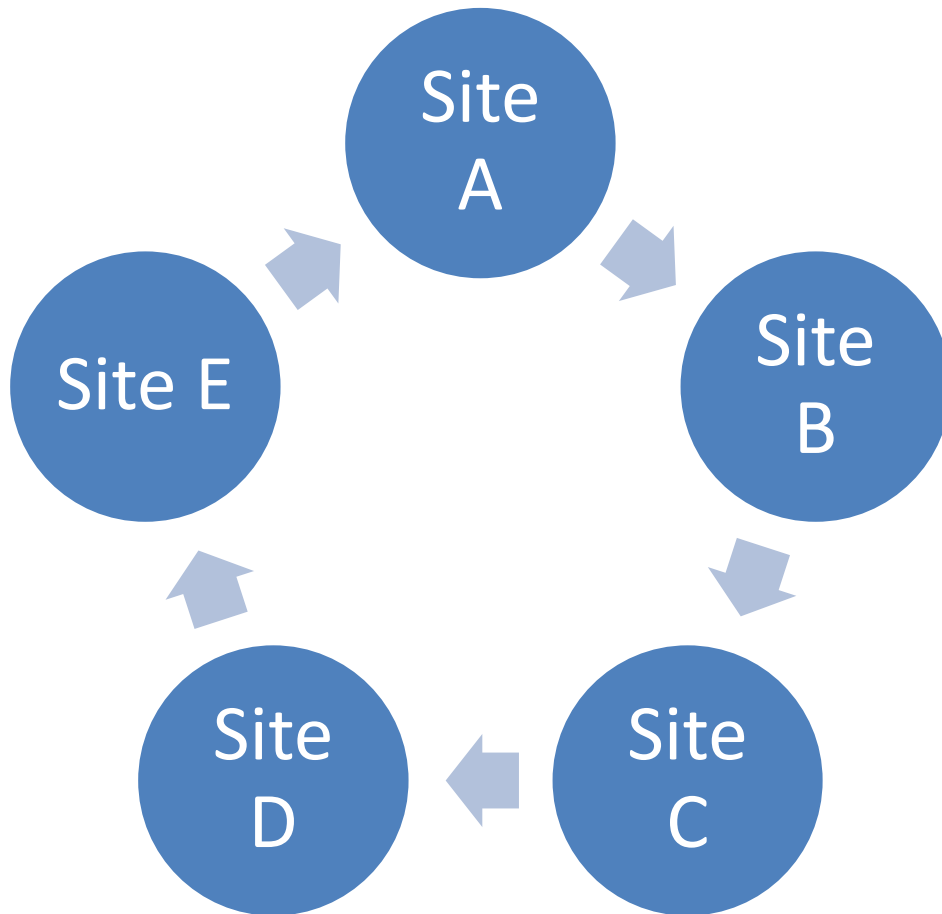
Regional and national models



Not about residential versus day

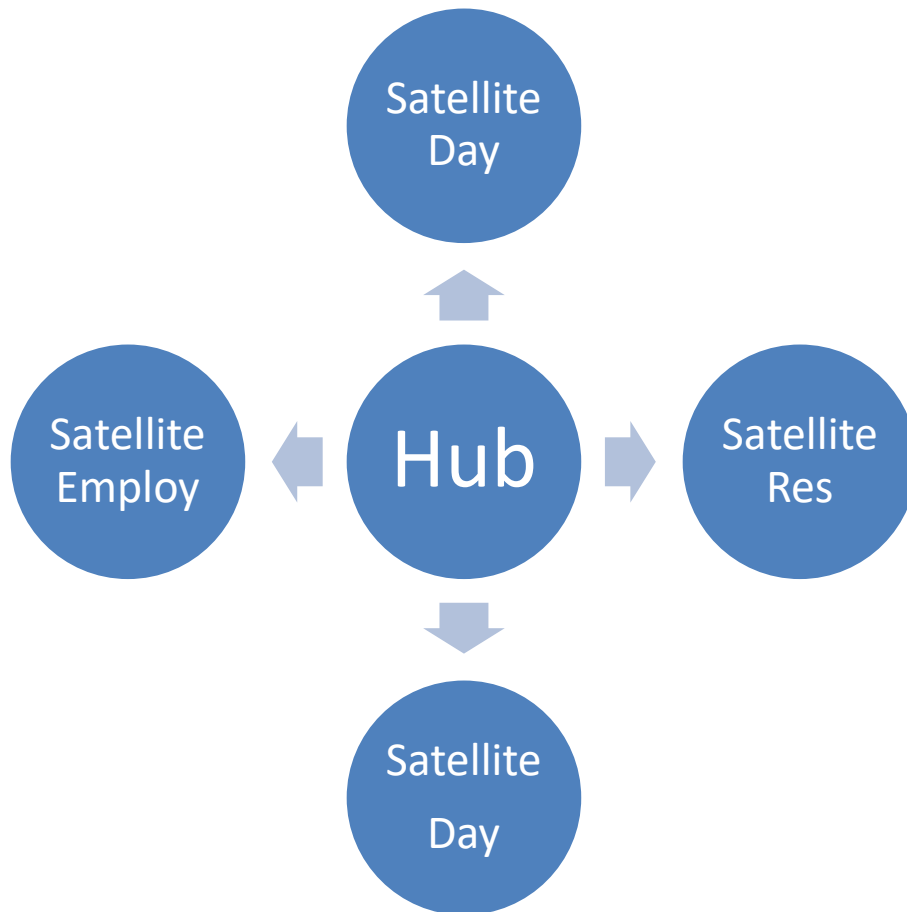
- Networked
- Hub and spokes
- Single site

Regional or national network



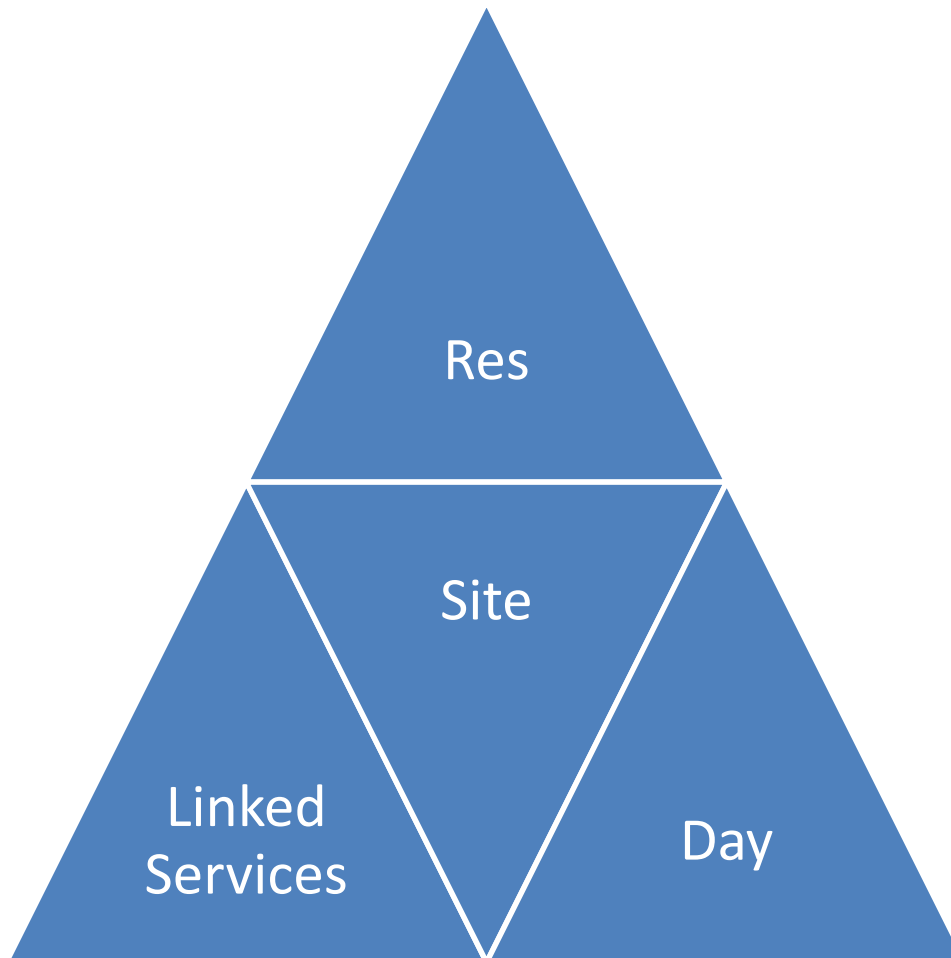
- Can be local, regional or national places
- Mixed services
- Network policies / vision and local “best fit”
- Often local governance

Hub and spokes



- Often national, regional and local
- Centralised approach / peripatetic support
- Central governance

Single site



- National, regional and local
- Often “high needs, low incidence”
- Range of services – can include a mixed age provision

Defining the specialism

Natspec

The voice of
specialist further
education



Subject



Student



Approach



Activity:

- Turn to the person on your right and smile winningly in order to gain their trust



Activity:



Describe your specialism...

- Local, regional or national
- Student cohort (s)
- Subject
- Approach
- USP

Effective regional and national colleges...



- Saw the opportunities...and reviewed against their vision / mission
- Listened to and worked with their stakeholders
- Agreed and articulated their strategy
- Prepared for change
- Understood what the service cost to deliver...and then priced...
- Strong leadership and governance...informed risks
- Delivered high quality provision which led to outstanding outcomes

Understanding your funding customer



Regional / national network for local placements

- Linked with Local LAs – often personally
- Addressing locally identified need
- Range of facilities / expertise

National or regional service meeting “high needs, low incidence”

- Linked with parent/special interest groups
- Co-located specialist facilities / expertise

Best ways to demonstrate effectiveness...



- **OUTCOMES, OUTPUTS and IMPACT**
 - Reduced support / cost
 - Social return on investment
 - Environmental impact
- National partnerships
- Role as a local employer - value to the local community
- Added value to local offer
 - Range of linked service offerings
 - Economies of scale
 - Additional facilities / expertise

What's next for regional / national?



Already doing...

- Capitalising on your estate/facilities – co-locating, selling, diversifying services, widening facilities offer
- Linking services – for example, short breaks
- Establishing enterprises/ supported internships / employer partnerships
- Developing services for young people on the autistic spectrum
- Satellite services

What's next for regional / national?



Workforce development and support



What's next for regional / national?



Thought leadership...



What's next for regional / national?



Addressing national and regional issues..

- One in eight (12.8% of) 5 to 19 year olds have a mental health disorder.
- More than 1/2 of all mental ill-health starts before the age of 14 and 3/4 has developed by the age of 18.

NHS 11/2018



What's next for regional / national?



Addressing national and regional issues...

2017 – 2018 showed a 27% increase in children who were educated at home



What's next for regional / national?



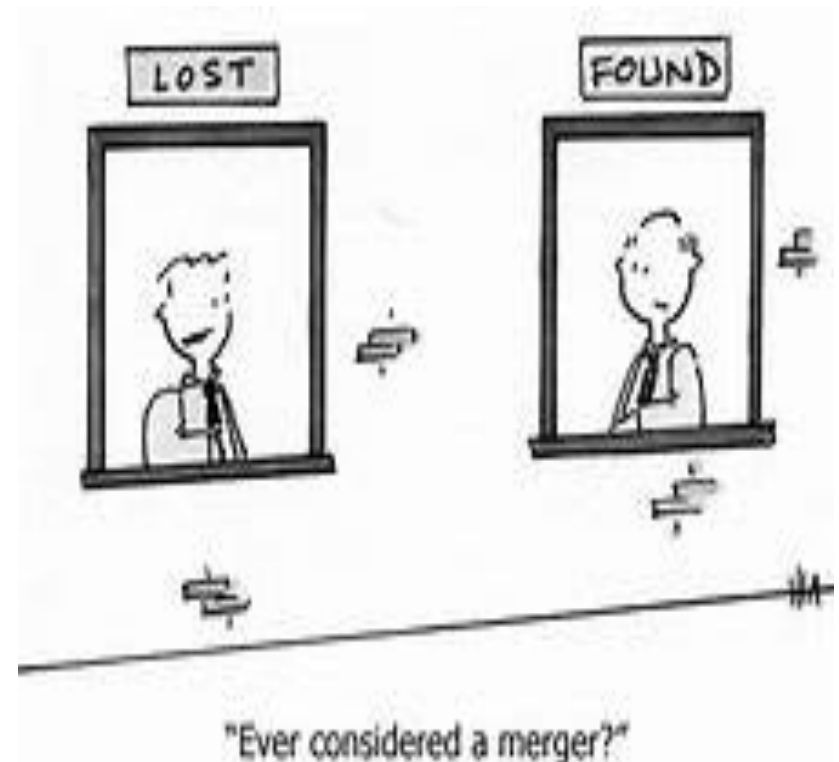
Addressing national and regional issues...



What's next for regional / national?

Mergers and acquisitions

- “fewer, often larger, more resilient and efficient providers”
- Key drivers
- Mixed provision



What's next for regional / national?

Natspec

The voice of
specialist further
education

Partnerships and alliances

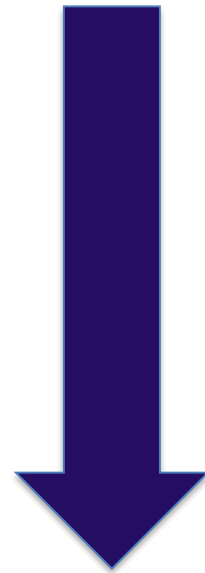
- Age extension – pre 16 and post 25 years
- Specific disability
- Geographical – for example, co-location
- Admissions...???
- Employers



What's next for regional / national?



Professional Leadership



Re-designation of services / elements of the offer e.g. CIC / ILP

Trust Status



What's next for regional / national?



Employment

- Cohort linked employment programmes
- National and regional SI partnerships
- Apprenticeships



What's next for regional / national?



Apprenticeships

- Main provider
- Supporting provider
- Employer provider

What's next for regional / national?



Targeted local/regional services

- Bids and tenders – local partnerships
- Joint employment and housing programmes – using your own partners regionally / nationally
- Social prescription model
- Regional commissioning / regional market review?

What needs to be in place...



- Dedicated development staff
- Commercial expertise – costing / pricing
- Shared vision – leaders and Governance
- Clear market research and segmentation – informed risks
- Effective due diligence
- Constant environmental scanning
- Review of brand scalability
- Strong marketing – offer, USP and storytelling
- Formalised systems for managing data and information
- Strategy – and opportunistic approaches
- Innovative professional development – which includes leaders and Governors

The constant questions...



- How will the needs and the aspirations of young people with SEND evolve?
- What delivery models can best address these and provide value for money?



Natspec

The voice of
specialist further
education

