



Dynamic Purchasing System Market Update North West Group



North West at a glance:

Population 7.2 million

The North West Group comprises of four Districts: Cumbria and Lancashire, Cheshire, Greater Manchester and Merseyside

A key DWP priority is to support disabled people and people with long term health conditions into Employment.

North West Key Priorities;

The four District Operational Teams in the North West have identified the following key priorities - Details provided are current at the time of publication.

District	Target group	Service Category	Potential Gap
Greater Manchester	Low level(pre pre-entry level)ESOL	2	Very low level ESOL Claimants who also may have basic skills needs and lack of employability skills. Claimants cannot read or write in their own language and fail to

			meet the level needed for existing ESOL provision.
Greater Manchester	Universal Credit Full Service	5 / 7	Computer course which includes employability - job hunting in the 21 st century, for claimants who have little or no computer knowledge. Support to complete UC forms and manage personal journals
Greater Manchester	ESA to JSA claimants and those on UC with health/disability issues	2 / 4	Support with motivation and confidence. Self-belief, improves attitudes etc. Help claimants to understand their capabilities and set achievable targets to move closer to work and change their mind set regarding work capabilities.
Greater Manchester	Lone Parents and claimants with caring responsibilities	5	Provision to support limited hours of attendance. Provision needed to raise capabilities and overcome barriers. Should include confidence/motivation sessions alongside employability and job search support. Work Experience is a really useful addition to this provision.
Greater Manchester	Ex-Offenders	4	Raise capabilities and enhance chances of gaining employment – support overcoming barriers, offer financial/debt advice, remove negative attitudes, signposting to other agencies – i.e drug/alcohol support. Job search support. Work Experience
Greater Manchester	Older Workers	5	Support in digital Job search skills. Using social media to look for work. Identify Transferrable skills. CV prep and job search support
Greater Manchester	People with mental health issues or those on the Autism spectrum	4	Support to include motivation and confidence, offering specialist support where needed around managing health conditions and understanding capabilities

Cheshire	ESA / UC / JSA	2	Support for claimants with health & disability issues to help them better understand & deal with their condition in order to move closer to work sooner (think more positively, increase motivation, develop a “can do” attitude)
Cheshire	All ages / all benefits	5	Basic computer course which includes employability (Job hunting in the 21 st century), for claimants who have little or no computer knowledge
Cheshire	Long term	4	Support for people +2 years unemployed with multiple complex barriers - to move into work
Cumbria & Lancs	All Working Age benefits	4	Support for people with health conditions including mental health issues to overcome barriers to employment, including claimants who have previously been receiving ESA
Cumbria & Lancs	Basic skills	5	Support for those with Basic Skills needs who cannot read or write sufficiently well to do their own independent job search. Those who are not catered for by SFA funding.
Cumbria & Lancs	Basic IT skills	7	Basic computer course which includes employability - job hunting in the 21 st century, for claimants who have little or no computer knowledge. Support to complete UC forms and manage personal journals.
Cumbria & Lancs	50+ Older Workers	7	Support for claimants to identify transferrable skills and develop a realistic plan to find work in alternative industries
Cumbria & Lancs	ESA/JSA/UC	3	Bespoke one to one support to move claimants with significant health conditions and learning difficulties that have underlying self-confidence and self-esteem issues into voluntary work, training or employment.

Cumbria & Lanc	Refugees	R1	Specifically Syrians – next tranche expected in June 17
Pennine, Lancashire	Universal Credit Full Service	5 or 7	Provision that moves away from digital training being a traditional computer based course but one that looks at how claimants can use the device of their choice to access all digital services. The idea is this makes the transition into work as seamless as possible
Lancashire	ESOL	2	Support for claimants whose first language is not English to find work in environments where spoken English is not a requirement
Cumbria & Lancs	Ex-offenders	4	Support, including Identifying barriers, dealing with disclosure, self-selling techniques, motivation, and support with job-hunting skills.
Cumbria & Lancs	ESA/JSA/UC	4	Support for people with Asperger's syndrome and those on the autistic spectrum to move them towards/into work.
Lancashire – Pennine and East Lancs	BME	2	Changing cultural and social attitudes, including language barriers, currently compounding entrenched worklessness
West Cumbria	JSA/UC	7	Generic practical skills to enable claimants to access the labouring vacancies likely to arise. 7000 construction jobs to be available in the next few years.
West Cumbria, Furness and South Lakeland	Graduates	R4	Expectation of a number of technological developments in specialised manufacturing and nuclear sectors.
Cumbria	ESA/JSA/UC	R4	Support to improve confidence, motivation, occupational skills and job search to gain employment in the hospitality industry. Expect there to be 7600 new FTE jobs by 2024 in the tourist industry.

Merseyside	Health Condition	4	Tailored individual support for claimants with health conditions, to build confidence, challenge negative attitudes, offer work experience, personal presentation and support them on their personal journey in to work.
Merseyside	Older Workers	7	Support for claimants who are 40+ to improve the use and development of effective job search, transferable skills, personal presentation, offer work experience and behaviours that is required to secure employment
Merseyside	Lone Parents	7	Flexible delivery to support for Lone Parent claimants, including improved confidence, motivation, personal presentation and employability skills as well as an intensive job search period to move them closer to the labour market. This could include a period of work experience.
Merseyside	Vulnerable Claimants	4	Tailored provision to support our harder to help claimants who may be homeless, offenders, involved in gun & gang activity breaking down multiple barriers to employment.
Merseyside	Youth	7	Support for claimants who are aged 18-24 to help them move closer to the labour market.
Merseyside	Low level(pre pre- entry level)ESOL	2	Very low level ESOL Claimants who also may have basic skills needs and lack of employability skills. Claimants cannot read or write in their own language and fail to meet the level needed for existing ESOL provision.
Merseyside	Ex-Offenders	4	Raise capabilities and enhance chances of gaining employment – support overcoming barriers, offer financial/debt advice, remove negative attitudes, signposting to other agencies – i.e. drug/alcohol support, Job search support, Work Experience

Merseyside	Basic IT skills	7	Basic computer course which includes employability - job hunting in the 21 st century, for claimants who have little or no computer knowledge. Support to complete UC forms and manage personal journals.
Merseyside	Ex-offenders All benefits	4.6	Support with breaking down barriers, discussing convictions with employers and confidence building. Work experience
Merseyside	40+ Older workers	7	Aimed at claimants aged 40+ to build confidence, build digital capability and remove any barriers.
Merseyside	All JSA/UC	2	Claimants IRO JSA/UCAWRR with mild to moderate mental health issues - Breaking down barriers.
Merseyside	All JSA/ESA/UC	3	Claimants with severe anxiety/depression health issues - Breaking down barriers
Merseyside	All JSA/UC	3	Claimants IRO JSA for 2 years or more to remove barriers and move to claiming UC
Merseyside	All JSA/UC	7	All new JSA/UC claimants - for digital job search techniques
Merseyside	All JSA/UC	4	Aimed at customers with health and disabilities in connection with autistic spectrum/ADHD to work to improve communication/organisation/social skills, build self-esteem and identify the right jobs

Contracts awarded in the North West Group via the Dynamic Purchasing System

Details of contracts awarded over £10,000 value are published quarterly on

[Contracts Finder](#)

Supplier Hints and tips for the Dynamic Purchasing System

Whilst awarding call off contracts, the North West procurement team have identified some anomalies in potential supplier service offers. Potential suppliers are encouraged to review

their service offers regularly, and there are some common discrepancies that suppliers may need to address.

- When selecting filters for each service offer on Basware, potential suppliers should
 - ensure that all filters that apply are ticked, particularly for lead in times. For example for the lead in time filter, if you can start delivery within 14 days, you should also tick up to 30 days and 31+ days

 - check the Employability Journey narrative and ensure the supplier service offer is attached to the most appropriate service category.

- In the Supplier Service Offer Factsheet, potential suppliers should:
 - ensure that all four questions are answered, providing a rationale where required
 - comply with the instructions provided for submitting the Offer Factsheet – maximum of 2 pages of A4 in Arial font 12
 - focus on describing exactly what will be delivered and how, rather than providing background information about your organisation
 - check the DPS Employability Journey to ensure understanding and inclusion of the appropriate minimum performance expectations
 - keep to the 2-page Supplier Service Offer Fact Sheet, as specified in the Instructions to Potential Suppliers. Submissions by any other means will not be accepted.
 - not be offering a range of performance expectations. Potential suppliers should articulate exactly what they can achieve
 - sense check the service offers thoroughly before submitting, especially when providing multiple offers.
 - when submitting their PQQ for accreditation in Bravo, ensure they have saved the FVRA template under the correct Excel Version (excel 97-2003 workbook)
 - check that the details on the item description match the corresponding supplier service offer
 - The Instructions to Bidders explained that following application of the filters a shortlist of Potential Suppliers is produced and that a score is awarded for each of the four questions asked using the information provided within the detailed description section of the Supplier Service Offer Factsheet. Buyers have identified that some additional and important information, such as the client group provision is targeted at, is mentioned in the description of the Item but not included in the actual detailed description of the Supplier Service Offer Factsheet resulting in lower scores being given. Suppliers are encouraged to review the narrative contained within the Item list and ensure that all relevant information is contained within their Supplier Service Offer Factsheet

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