

# TRAIN TO GAIN



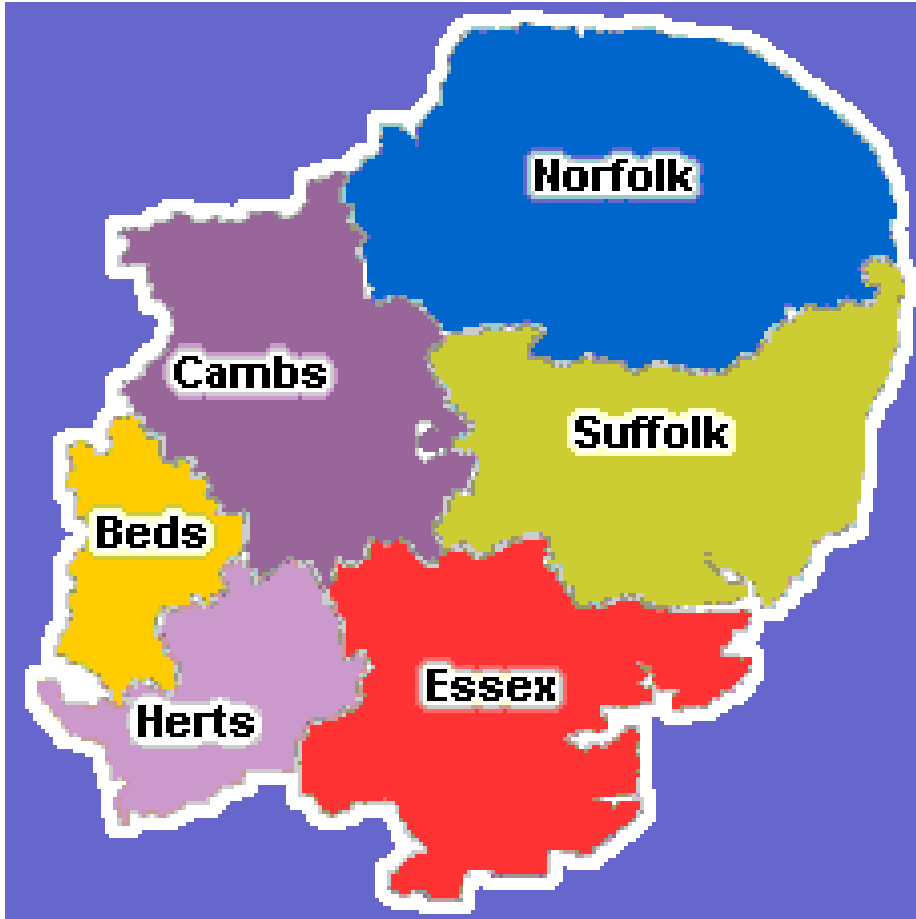
Presented by

David Scates  
Skills Broker Manager – TCHC

And

Steve Walker  
Union liaison and Skills Broker

## Who are we ? The Brokerage Organisations



- In the East of England Train to Gain skills brokerage is delivered by two broker organisations;
  - **The East of England Brokerage Consortium (EEBC)**
    - Exemplas
    - Ixion
    - Interbusiness Group
  - **The Consultancy Home Counties (TCHC)**

# THE OBJECTIVE OF TRAIN TO GAIN

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To help employers access the training and development they need to support the success of their business.

## THE ROLE OF THE SKILLS BROKERS

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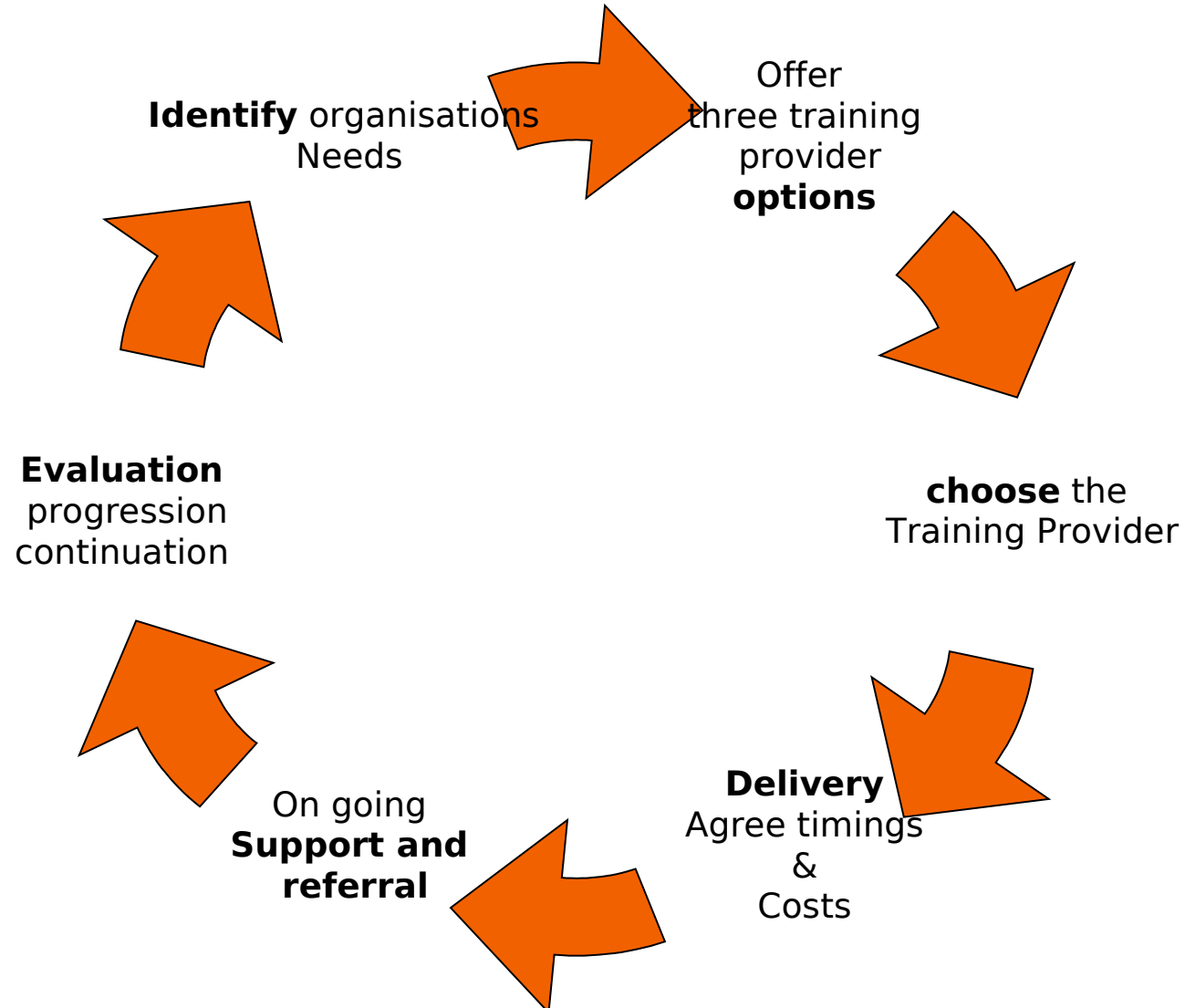
- Provide totally impartial and independent advice to clients
- Assist clients to identify development needs and opportunities within their organisation – *an Organisational Needs Analysis*
  - All levels of the business: Directors/Senior Managers to junior operatives
- Identify appropriate providers of the training required
- Identify funding, where available, to support training.
- Make relevant referrals and introductions to Training providers
- Provide ongoing support and signposting to other providers of Business support

## FIND AVAILABLE FUNDING – CURRENTLY FOR:

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- First full Level 2 qualification (NVQ)
  - Fully funded
- Level 3 and Level 4 qualifications
  - Part funding (under review)
- Leadership and Management
  - Up to £1000 available to companies employing 10 – 250
- Skills for Life (Business/workplace literacy and numeracy plus English as a second language (ESOL))

# TRAIN TO GAIN-THE PROCESS



## Employment Sectors with TCHC

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- Health and Social Care plus NHS
- Retail
- Engineering and Manufacturing
- Finance and Business Services
- Sports and Leisure
- E Skills UK (including telecommunication)
- Automotive

*A service to help business get the training needed to succeed*

## Working with a Skills Broker

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### Key to Success

- Developing Trust (ULRs, Providers and Employers)
- Building a relationship
- Common aims and objectives
- Communicate
- Share knowledge
- Partnership
- Succeed

## Case Study Anglian Windows Norwich

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- Company History
- Union Learning Activity
- Train to Gain

## Case Study Remploy Norwich

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- Company History
- Union Learning Activity
- Train to Gain

# TRAIN TO GAIN BROKER CONTACT DETAILS



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