

WESTERN PARKLAND
CITY AUTHORITY

WPCA-RSE-21-090

NETM Education and Training Providers Panel

Tender Briefing



Why do we need a new model?



Technology is transforming jobs and changing workforce skill requirements



Businesses in priority industries report technical skills shortages, which are expected to grow



Many jobseekers lack the skills that employers look for, or are inappropriately qualified



Existing training systems are not responsive enough to fast evolving industry needs

What is the NETM?

- *A **New Education and Training Model** co-developed by industry, universities, VET providers, and government to enable rapid upskilling*
- *A **pilot funded by the NSW Government** (\$37.4M) to develop and deliver 100 micro-credentials over the next 4 years*
- *An opportunity to deliver more than 7,000 instances of training to approximately 3,000 learners*
- *Skills training targeting WPC growth sectors – Advanced Manufacturing, Aerospace and Defence, Freight and Logistics, Agribusiness, and Pharmaceutical Manufacturing*



Absolute industry interface directed by industry, for industry



Blended learning informed by industry content and latest equipment



Bespoke, rapid, and dynamic



Evaluated to measure impact for industry and learners



Looking to validate a new approach that can be self-sustaining over time

What are
NETM micro-
credentials?

micro-credentials

noun

Micro-credentials are small-scale courses (in the NETM context – about 40 hours of learning) for learners to build knowledge, skills and experience in a particular discipline applicable across multiple professions.

NETM micro-credentials will be designed at different levels of complexity in a learner's journey to facilitate lifelong learning. Currently, NETM micro-credentials sit outside the AQF, but through the course of the pilot we expect to explore AQF alignment/accreditation.

We also expect the vast majority of NETM micro-credentials will be assessed in some way, but we are open to innovative proposals from education and training providers about how learners might acquire and demonstrate competence.

How will the NETM work?

Unlike more traditional forms of tertiary education where industry engagement is concentrated towards the end of the learner experience, the NETM places industry in the driver's seat from the start



Industry initiation

Industry partners will lead the initial conception of micro-credential proposals. These will be validated by the Industry Reference Group



Micro-credential co-design

Prequalified education and training providers will be selected to work with industry partners on micro-credential content and design



Micro-credential co-delivery

Education and training providers will co-deliver workplace micro-credentials across the WPC with industry partners

Education and Training Providers Panel

*The NETM Education and Training Providers Panel will bring together both **higher education and vocational providers** who have **proven capacity and capability** to deliver innovative, high-quality learning in close collaboration with industry partners*

- > The Education and Training Provider Panel will be managed through a Deed of Standing Offer
- > The initial **contract term** will be for **two years**, with the option for a further three, one-year extensions at the discretion of the WPCA
- > Pre-qualified providers **may be invited to quote** for a specific micro-credential, proposed by industry, that is aligned to the provider's capability
- > Panel members will be required to participate in an advisory group that will advise the WPCA on matters including (but not limited to): academic integrity, educational innovation, recognition of prior learning, and the stacking of micro-credentials
- > Over time, the Authority reserves the right to review the composition of the panel and add providers as necessary to achieve NETM outcomes

Benefits to education and training providers

This procurement offers multiple benefits to suppliers, including increased opportunities for:

- > **collaboration** between providers and industry
- > providers to position themselves at the **cutting edge of credentials** to meet the demands for jobs of the future
- > providers to **demonstrate the effectiveness of micro-credentials** and **inform national standards** for accreditation
- > **meeting the demand of jobseekers** lacking the skills that employers are seeking or will seek as the nature of jobs are transformed

The Request for Tender

The NETM Education and Training Providers Panel will be established through an open approach to the market involving a Request for Tender (RFT). This approach will provide the most robust and transparent process, providing all potential providers with the opportunity to respond.

- > Members of the NETM Education and Training Providers Panel are prequalified through a Request for Tender (RFT) process – this is a separate process from other existing agreements with WPCA
- > Individual providers should apply but participation in alliances can be noted as evidence of collaborative capacity
- > Full details of the **NETM Education and Training Providers Panel RFT** are available on:
[NSW eTendering](#)
- > The current RFT is open for submissions until 5 November 2021 at 2:00pm (Sydney Time)
- > All submissions must be uploaded via the NSW eTendering portal (<https://www.tenders.nsw.gov.au>)

Who should apply

Before responding to this tender, make sure you are well placed to deliver the objectives of NETM. The below checklist should help you make this decision.

Do a quick check if this tender is for you!

Consider tendering if you can:

- ✓ Demonstrate technical excellence in one of the industry specialisations:
 - > Advanced Manufacturing, Aerospace and Defence, Freight and Logistics, Agribusiness, and Pharmaceutical Manufacturing
- ✓ Demonstrate existing industry partnerships
- ✓ Demonstrate existing capability and capacity
- ✓ Show how you can provide face-to-face learning in Western Sydney (either through your own organisation or through existing partnerships you can demonstrably leverage)

Documents that form part of the RFT

- > Part A – RFT Terms and Conditions
- > Part B – Statement of Requirements
- > Part C – Deed of Standing Offer
- > Part D – Response Schedule

Part D – Response Schedule:

- Must be completed by all Tenderers and forms the proposal for your organisation.
- Must be returned with Tender.

Part A – RFT Timeframes

The below table outlines the timeframes for this procurement:

Milestone	Target date
Release RFT	08 October 2021
Industry briefing (today)	18 October 2021, 12:00 pm Sydney Time
Questions close	29 October 2021, 5:00 pm Sydney Time
Close RFT	05 November 2021, 2:00 pm Sydney Time
Complete evaluation	Late November 2021
Execute Deed of Standing Offer	Mid December 2021
Deed commencement	Mid - Late December 2021

**Tenders received after the Closing Date may not be considered.
Please make sure to get your tender in on time!**

Part A – Evaluation Criteria

Tenders will be evaluated against the criteria outlined below:

Technical Evaluation Criteria
Capability (Weighted)
> the ability to develop and deliver training in one or more the industry specialisation(s)
> membership and/or accreditation with relevant organisations e.g. CASA for aerospace related suppliers
> experience in collaborative partnerships with industry
> experience in delivering similar training programs (micro-credentials or similar), particularly where it relates to training developed and delivered in partnership with industry
> a willingness to collaborate, co-design and co-deliver with other institutions and industry
> evidence of past performance in educational program design, delivery and innovation
> alignment with quality standards in teaching and learning to deliver student outcomes
> the ability to provide student support services if needed
Capacity (Weighted)
> the ability to deliver courses on the ground to participants in and in partnership with industries in WPC including through partnerships (current or planned presence in WPC)
> systems and processes to enable design and delivery of micro-credentials, and administration of students and training
> existing infrastructure (facilities) and resourcing (total staff, number of designers, subject matter experts, trainers and assessors)
> evidence of financial capacity for any private sector providers
> experience of key personnel

Part A – Evaluation Criteria (cont.)

Tenders will be evaluated against the criteria outlined below:

Technical Evaluation Criteria cont.

SME participation and Sustainability Commitment

- > whether the respondent is an SME or a consortium of SMEs
- > whether the respondent is large business that will subcontract to SMEs
- > the number of SMEs that will benefit from subcontracting opportunities
- > the percentage of goods and services which will directly support SMEs
- > the percentage of good and services that SMEs will benefit from subcontracting opportunities
- > creation of jobs in NSW where possible
- > developing and sustaining NSW industry capabilities, including supporting people to gain in-demand skills, providing skills and training opportunities, employing trainees or apprentices in NSW
- > supporting remote and regional communities, such as employment opportunities, upskilling and training
- > industry development, including sharing knowledge, skills and technology
- > productivity benefits, including the creation of innovative practices, products and supply chains
- > Aboriginal participation, for example Aboriginal-owned businesses in the supply chain or employment opportunities for Aboriginal people

Indicative Cost (Unweighted)

- > WPCA will seek indicative costing and/or costing of similar past programs to assess likely costs. Prices quoted in response to this criterion are not binding

Risk (Unweighted)

- > identified non-conformances with Part C – Draft Deed of Standing Offer
- > any other risk identified by WPCA that may impact the NETM or its stakeholders

Part D - Technical Response Schedule overview

Tenderers should address all questions included in Response Schedule, Part D.

Tenderers are welcome to provide their Tender in their own format, but should maintain the structure provided in the RFT and follow the page and word limits outlined throughout the Tender Response Schedule

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Example from Part D Technical Response Schedule, 3.1: Specialisation

3.1 Specialisation

Tenderers are required to provide the following information regarding your organisation:

Question	Tenderer's Response
What relevant industry specialisation does your organisation have?	Advanced Manufacturing: <input type="checkbox"/> Yes/ <input type="checkbox"/> No Aerospace and Defence: <input type="checkbox"/> Yes/ <input type="checkbox"/> No Agribusiness: <input type="checkbox"/> Yes/ <input type="checkbox"/> No Freight and Logistics: <input type="checkbox"/> Yes/ <input type="checkbox"/> No Pharmaceutical Manufacturing: <input type="checkbox"/> Yes/ <input type="checkbox"/> No
What membership and/or, accreditation with relevant organisations does your organisation currently hold (e.g., CASA for aerospace related suppliers)?	[insert details]
List the partnerships you already have established with industry in the above specialisations	[insert details and attach evidence that this partnership exists, such as a memorandum of understanding, email confirmation from the industry partner, etc]

Questions?

All communications and enquiries about this RFT must be made by email addressed to the Contact Officer at:

procurement@wpcasidney.com.au

Tenderer Questions Closing Time is 5:00pm (Sydney Time), 29 October 2021

As outlined in Part A of this RFT:

Tenderers should refer any requests for information concerning this RFT to the Contact Person nominated on the cover of this RFT. All requests must be in writing and sent to the email address listed. All requests must be submitted no later than the Question Cut Off Date nominated in the RFT.

Any information given to a Tenderer to clarify any aspect of this RFT will also be given to all other Tenderers if, in WPCA's opinion, the information would unfairly favour the enquiring Tenderer over other Tenderers. Tenderers should notify WPCA's Contact Person in writing on or before the Closing Date and Time if they find any discrepancy, error or omission in this RFT

A Tenderer who communicates other than to the Contact Officer may be excluded from participating further in this RFT process. Tenderers must not contact any other WPCA staff directly in relation to this RFT.

**Thank you for
attending**

WESTERN PARKLAND
CITY AUTHORITY

