

# ADULT EDUCATION BUDGET (AEB) TENDER PROCUREMENT EXERCISE

## SDN SUPPORT PACKAGES

The government has now launched a tender for £73m Adult Education Budget in 2021/22. Bids are being invited over six weeks with a final deadline of 22 March.

AEB is aimed at training for adults (19+), providing them with the knowledge and skills they need for work, progression in work, an apprenticeship or further learning. This is a significant opportunity for many providers, so it will be important invest effort and expertise in the bidding process.

### Help with your application...

Our bid development team are led by former ESFA senior managers – they have an in-depth understanding of further education, skills funding policies and procurement and understand what the ESFA are looking for in a quality bid.

With AEB covering a broad range of provision (e.g. legal entitlements, sector-based work academy programmes, National Skills Fund Level 3 Adult Offer) it will be critical that your bid responds to the tender requirements in a considered and concise way.

If you are a high-quality provider with the right experience and capacity, SDN can work with you to help you articulate your plans and bid in the best possible way.


### Why SDN

SDN are a team of specialists in FE and HE. We've worked with over 1,000 training providers, with a team specialising in ESFA procurement.

We have an excellent track record of supporting clients we've supported with government tenders. Here's what our clients have said...

*"I would highly recommend the services of SDN in supporting our government proposal. They added a huge amount of knowledge and experience in our application process and was instrumental in ensuring we were successful with our application."*

*"SDN developed an excellent grasp of our organisation and used that to support us in covering all aspects of the tender. Their knowledge of the sector is very current and thorough. We received the highest possible mark from the ESFA, which displays how professional and effective they were."*



## How we can work with you

### APPLICATION REVIEW - £800 (+vat)

For clients who are content to prepare their own tender response but would like an expert independent review prior to submission.

SDN will:

- Provide you with a workbook, checklist and education pack to help you breakdown the tender response, with guidance on what is being asked for at each stage
- Assign you an expert lead
- Review your written responses to each question, alongside the values and volumes spreadsheet, and provide you with critical feedback in writing
- Carry out our own internal peer review to critique the feedback

Client will:

- Complete your final write-up of all questions from the Questionnaire and Response document and the Volumes and Values spreadsheet and share these with your SDN lead (**agreed submission date**)

The available submission dates are:

24 <sup>th</sup> February	10 <sup>th</sup> March
1 <sup>st</sup> March	15 <sup>th</sup> March
3 <sup>rd</sup> March	17 <sup>th</sup> March
8 <sup>th</sup> March	

*(Please note spaces for each date are limited so book early to secure your preferred slot)*

- Receive critical feedback from SDN (**within 3-5 working days**) and consider final edits and relevant changes prior to submission

### FULL SUBMISSION AND WRITING SERVICE - £1,395 (+vat)

For clients who would like full support with their written responses and tender submission.

SDN will:

- Provide you with a workbook to complete, checklist and education pack to help you breakdown the tender response, with guidance on what is being asked for at each stage
- Assign you an expert lead
- Liaise with you to understand your organisation and gather information and evidence
- Complete a full written response for each of the questions in the technical questionnaire
- Liaise with you throughout the writing process to shape the content and make edits
- Carry out our own internal peer review to critique the response prior to submission
- Review and provide advice on your values and volumes spreadsheet and other documentation
- Offer advice (if required) with the Jaggaer portal (tender platform) and final submission process

Client will:

- Complete the relevant sections of the workbook which will provide your SDN lead with all necessary information, documentation and evidence to feed into the written responses and other requirements (**agreed submission date**)

The available submission dates are:

**24<sup>th</sup> February**      **10<sup>th</sup> March**  
**1<sup>st</sup> March**            **15<sup>th</sup> March**  
**3<sup>rd</sup> March**  
**8<sup>th</sup> March**

*(Please note spaces for each date are limited so book early to secure your preferred slot)*

- Review written responses from SDN and feedback or respond to any queries
- Receive and sign-off final written responses from SDN (**within 5 working days**)
- Supported by SDN (if required), prepare the final submission - populate all questions, confirm all information is accurate, complete the final declarations and submit your tender response

## WHAT TO DO NEXT

If you would like to proceed with either of the options, you can book your slot [here](#).

If you have any questions you'd like to chat through, feel free to call the team on: 01622 926 411 or email us at [hello@strategicdevelopmentnetwork.co.uk](mailto:hello@strategicdevelopmentnetwork.co.uk)

**PLEASE NOTE:**

- Given the high demand expected from this service, and the timescales of the tender process, an initial deposit of £350+vat will be required to secure either of the services above and full payment.
- Given the short timescales, it is vital that all the required information is provided to SDN within the timescales set out above. If this is not submitted in time, we cannot guarantee that our full service can be provided.

*More information on both of these points can be found in our Terms and Conditions [here](#)*