

# Focus session 1



## ITO/WPLN provider interface

Explores how ITOs and WPLN providers can work together to:

- support learner success and seamless transitions across the LN/regulatory/industry training landscape
- support employers to develop coherent pathways for workers and sustainable LN/training infrastructure
- ensure employer buy-in to training by articulating the business/productivity benefits of LN/industry training
- maximise the use of the funding streams that are available.

# The opportunity

- The Workplace Literacy and Numeracy Fund presents a **significant opportunity** for ITOs to broker workforce development funding for their employers and industries
- The bulk of the Fund (80%) is allocated on plan to literacy and numeracy providers across the country. This means that at the start of next year those providers will hold approximately **5000 places for workplace-based literacy and numeracy programmes**
- Some ITOs and LN providers are establishing partnerships or strengthening existing relationships to deploy these places in a mutually beneficial way.

# The principles

- The underpinning principles are:
  - thinking of literacy and numeracy as a fundamental part of **workforce development**
  - thinking of literacy and numeracy programmes as a **pipeline** to industry training
  - supporting a **seamless transition** for learners from WPLN programmes to industry training, utilising the ability for learners in WPLN programmes to also be industry trainees
  - ensuring that models take account of the **business practices** of ITOs, LN providers and employers
  - ensuring a **good fit** between LN providers and employers.

# The partnership

- Good practice:
  - Develop a formal partnership/MoU
  - Building relationships/trust with an employer can take a long time – ensure the strength of the partnership lasts through the whole journey
  - Use ITO expertise to offer pathway advice
  - The partnership can be a pipeline for and to ITOs
  - ‘Speak as one’ to the employer and provide a solution. Talk about e.g.
    - Productivity
    - Workforce development/career pathways
    - LN needs and demands
    - Health and safety etc.