

96% of
 businesses
 would choose
 an **Industry
 Approved
 Provider** over
 any other*

Why not give
 your business the
credibility it deserves.



NSAFD Employer Services Network Survey 2018

The National 
Skills Academy
FOOD & DRINK

t: **0845 644 0558**
www.nsafd.co.uk

Through our Employer led Food & Drink Trailblazer groups, we've been at the forefront of developing new Industry Apprenticeship Standards, supporting a range of food and drink industry subsectors and 'special interest' groups.

By working closely with Employers for many years we've been able to fully understand the wider food industry requirements – this enables us to offer support and advice to ensure your training organisation is more attractive to Employers looking for the highest levels of training.

As well as supporting the development of apprenticeship standards, we're constantly working to address industry's greatest skills challenges:

- Lack of clear career progression particularly in Leadership & Management
- Skills shortages in science, engineering and supply chain
- Skills gaps among operators and skilled operators
- The need to drive productivity across the industry through continuous improvement

Today, many of the Trailblazer groups have continued their commitment to skills and have become Industry Skills Partnerships (ISP). Facilitated by The National Skills Academy for Food & Drink (NSAFD) these groups are setting the industry standards for training by recognising quality programmes and working on behalf of industry to award the best providers 'Industry Approved' status – a mark of quality, which gives confidence to any Employer looking for a training provider.

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What is Industry Approval?

Industry Approval reassures to potential clients that your training meets the highest standards set by the Food and Drink sector. It demonstrates that your organisation is capable of delivering quality, sector-specific Apprenticeship programmes – developing the next generation of food and drink professionals whilst delivering a tangible return on investment within their organisation.

To ensure high standards are maintained and give added credibility to your achievement, we carry out annual reviews on behalf of the industry to ensure you are continuing to deliver the quality the industry expects from your coveted Industry Approved status.

96 % of NSAFD Employer members would prefer, where possible, to work with an Industry Approved training provider, as they believe approved providers better understand their needs and can deliver a higher quality of training that prepares their businesses for the future.



Marketing

As an Industry Approved Provider, it is essential that Employers are aware of who you are, your offer and how to get in touch. We'll help you capitalise on your Industry Approved status by providing comprehensive marketing support, which includes ideas and proven messaging strategies to enable you to engage with the sector. You'll also be seen by hundreds of new potential clients on our NSAFD and Tasty Careers websites, as well as social media campaigns and events. Plus, you can display your Approved Provider Certificate in your business with pride, confident that you're among the best – and offer a compelling differentiator your competition only aspires to achieve.

Account Management

Being an Industry Approved Provider is just the start. Employers in the food and drink sector are developing greater knowledge and experience of apprenticeship programmes. Many have been involved from the very beginning working on trailblazer groups and continuing to engage through industry skills partnerships (ISP's). The role of the account manager is to ensure the partnership between training provider and employer is beneficial for all, and positive and productive for the apprentice. The expert team at the NSAFD will always look for ways to promote best practice and encourage providers to work together to resolve common problems and where necessary represent the voice of provision to stakeholders such as IFATE and ESFA. Newsletters, briefings and updates will keep you up-to-date with the latest news, changes and developments within the sector and government.



Essential CPD

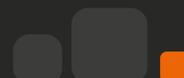
As an Industry Approved Provider, you'll be able to take advantage of a variety of training sessions each year.

These sessions provide support for the specific standards that you are approved to deliver or offer more general support to keep your skills and knowledge up-to-date within the industry – often including contributions from industry specialists. These workshops cover topics such as: Grading and Moderation, Delivering Behaviours, Developing Programmes and Industry Insights. CPD sessions can be adapted to suit your needs, providing development in key areas that the sector expects. Going forward we are looking at ways in which we can use technology to make these more accessible for more providers.



Provider Network Meetings

You'll be part of an elite community of training providers who have been judged by the industry to be the very best – and we'll give you the opportunity to grow together. You will be exclusively invited to our Provider Network meetings that will include representation from employers within the ISP groups, external stakeholders and other Industry Approved Providers. These events will give you the chance to network with each other as Approved Providers and share best practice, as well as setting the standard on what future training provision should be, and how it should be delivered.



Events Package

We'll work with you to arrange an event to promote yourselves to your local and national food and drink employers. This could be to introduce yourself to perspective clients or to launch a new service or delivery offer. We will co-facilitate the event and actively promote it to the employers we work with.

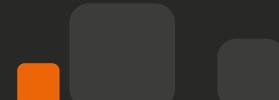
These events are an excellent opportunity for you to promote yourself as the leading training provider in your area or specialism, and we'll do all we can to help you make sure the event is as effective as possible in order to create new and sustainable partnerships within the sector. It's important to plan how you will follow up your event and begin developing the relationship with those who attended, we can help with this also. We encourage providers to set up local employer groups and can help ensure the right people are engaged from industry.

The NSAFD annual conference is an opportunity to meet all the Employers we work with and catch up with other providers. Guest speakers will share insights and ideas as well as celebrate the positive impact apprenticeships have had on their businesses.

Enhanced Referral Service

We'll actively help you win new business with our Enhanced Referral Service. Our Industry Approved Providers will have the opportunity to tender for work from our extensive network of food and drink employers (locally and nationally). We'll provide you with feedback on successful and more importantly unsuccessful referrals. This valuable feedback enables you to shape your offering for the future and the NSAFD will be on hand to provide support and recommendations in order for you to achieve success in your next opportunity.

Every year we refer a significant amount of new business to our Industry Approved Providers, this is driven by the fact that as a sector, the employers are well informed, know their delivery strategy and which Apprenticeship Programme they want to embark on. Essentially, they also know what is required to deliver a great programme. So, for an organisation to work with an Industry Approved Provider, alongside the support of the NSAFD, not only provides a blueprint for success but develops long term sustainable relationships in an ever changing skills landscape.





Online Courses

Apprenticeships are best delivered through a blended learning approach – and online courses are perfect for businesses who want more flexibility in their training.

We can work with you to help you develop a blended learning approach, to include practical and effective online learning programmes. We already have a suite of our own online courses that are available to our Industry Approved Providers – and we work with a number of publishers to help you deliver a tailored approach which can also support with preparation towards the End Point Assessment.

Occupational Assessment Tool

The NSAFD have developed the Occupational Assessment Tool (OAT) to assess the baseline of a learner's current knowledge, skills and behaviours as required by the standard. This will support the development of an individual learning plan and ensure apprentice progress is tracked and evidenced.

This invaluable tool is available to our Approved providers (at a reduced cost).

OAT allows you to assess apprentices up to 6 times throughout their programme to demonstrate their progress through to End Point Assessment.



Tasty Ambassadors

Tasty Careers is our future talent brand, which we use to encourage students to learn about the food and drink industry and the variety of rewarding career opportunities in the sector.

Our Tasty Ambassador scheme teaches young people who are either working or studying in the industry to promote the sector at internal events, careers fairs and in schools – inspiring a new generation to work within food and drink.

As an Industry Approved Provider, you'll have the opportunity to send your food and drink students to one of our Tasty Ambassador training events each year. Once they've completed their training, they'll be able to represent both you and their employer as shining examples within the industry.

Support and Mediation

Setting up and delivering Apprenticeship programmes is a complicated process with many stakeholders involved. Our Support and Mediation Service provides a solution-based approach to the everyday challenges of delivery whilst maintaining successful relationships with clients.

With our support we enable the Provider to focus on delivering high quality training and the Employer to realise the potential of their apprentices and the ROI from the programme.

We have the skills and experience to help with many aspects of Apprenticeships including contracting, delivering, compliance, quality and communication.



To apply for Industry Approved status, call **0845 644 0558**

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