



6 December 2024

Tēnā koe

Official Information Act request

Thank you for your email of 18 October 2024, requesting information about provider funding in Waikato.

I have considered your request under the Official Information Act 1982 (the Act). Please find my decision set out below.

- *Please provide the same information over the same time period for the **Waikato region***

The attached **Appendix 1** lists Ministry funded educational providers for the years 2020 to 2024 for the Waikato region.

Please note that the contract value in the attached Appendix is the maximum value of the agreement and does not reflect actual amount paid, as many of these agreements are outcome/incentive-based contracts where payments are made on approved outcomes.

- *Please explain the processes and criteria for decision making of private sector contracts and funding allocations into regions*

A key document the Ministry uses as a valuable tool in the procurement process is the Government Procurement Rules, 4th edition which can be found here:

<https://www.procurement.govt.nz/assets/procurement-property/documents/government-procurement-rules.pdf>

The Government Procurement Rules contain the Five Principles of Government Procurement and the Government Procurement Charter, which applies to all government agencies.

Like most Government departments, the Ministry uses the Government Electronic Tender Service (GETS) to advertise and manage the tender process.

The key sequential steps for contract management and procurement are:

1. Initiate the project.
2. Identify needs and analyse the market.
3. Specify requirements.
4. Plan the approach to Market and evaluation.
5. Approach the market and select supplier.

6. Negotiate and award the contract.
7. Manage Contract and relationships.
8. Review.

The initiate process is where a gap has been identified regarding services being offered and delivered for New Zealanders and is the first step to starting the procurement process.

Regional contracts are end-to-end and managed by the Ministry's Regional Contracts Manager. This means they can engage directly with a provider to identify a service need, develop the service design, negotiate with the provider, and write up the Outcome Agreement.

- *Please explain the basis for the substantial difference in funding allocations between BOP and Northland.*
 - *The population of BOP is approx. 70% greater than Northland.*
 - *The basis for the difference in funding allocations is unclear*

The number of NZQA accredited organisations or education institutions offered varies across different regions and is influenced by several factors such as through the initiation process previously mentioned.

Regions may choose to engage with different service providers that offer unique advantages or strengths, such as having broader networks within the local labour market, or those that can subcontract or assist clients in advancing to on-the-job training or NZQA services.

The allocation of funding is dependent on the gap that has been identified regarding services being offered and delivered for that particular region.

- *Please detail the evaluation process and outcome data for services provided by*
 - *People Potential*
 - *Solomon Group*
 - *Priority One*
 - *Toi Kai Rawa Trust*
 - *TaiOhi Turama*

The Ministry has interpreted this request to be a continuation of your previous request and has provided you information regarding education-related contracts with the listed Ministry funded educational providers for the period 2020 to 2024.

The attached **Appendix 2** provides you with the evaluation process and outcome data for People Potential and Solomon Group from Northland.

The below **Appendix 3** provides information for Priority One, Toi Kai Rawa Trust and Taiohi Turama.

I will be publishing this decision letter, with your personal details deleted, on the Ministry's website in due course.

If you wish to discuss this response with us, please feel free to contact OIA_Requests@msd.govt.nz.

If you are not satisfied with my decision on your request, you have the right to seek an investigation and review by the Ombudsman. Information about how to make a complaint is available at www.ombudsman.parliament.nz or 0800 802 602.

Ngā mihi nui

pp. 

Magnus O'Neill
General Manager
Ministerial and Executive Services

Appendix 2

Evaluation process and outcome data for People Potential and Solomon group

Provider	Contract Year	Contract Name	Volume	Funded Amount GST exclusive
People Potential	2024	Skills for Industry Security Guard Training	20	\$40,000

Evaluation Process:

The outcomes expected of these services delivered under this Agreement are:

- 90% of participants will successfully complete the industry-related training, qualifications and obtain their Certificate of Approval (COA).
- 70% of participants will enter employment that aligns with their work obligations within 10 weeks of the programme completion.
- 100% of participants who enter work experience will receive pastoral care for the duration of their time with employers.
- 100% of participants who successfully commence the programme will be supported to create a career plan.

The aim of this programme is to support Work and Income job seekers aged 18-24 to prepare for and achieve sustainable employment by ensuring they are equipped with the skills and certification required to enter the Security, Armed Forces or Fire Service Industries. In addition, the programme is designed to meet the needs of employers who are experiencing skill shortages across these industries.

Note: We understand People Potential already receives funding for the Level 3 Certificate qualifications from TEC. Therefore, our contribution of \$40,000.00 was utilised for the following:

- COA Certificate Costs
- Clothing – appropriate boots/ shoes and trousers for security work
- Budgeting services and sessions.
- Grooming readiness for being in a public position.
- Car/WOF/ Licence to ensure participants have easy access to work.
- Resilience training – how to manage stressful or traumatic situations, anger, and emotions.
- Pastoral Care when clients are participating in work experience.

Outcome data:

We are unable to confirm outcome data as currently still within 10 weeks of programme completion. However, we have preliminary outcome data that confirms 20 participants completed industry-related training.

Provider	Contract Year	Contract Name	Volume	Funded Amount GST exclusive
People Potential	2020 – 2022	Youth Service	370	\$3,107,276

Evaluation Process:

Youth Service YPP:

The aim of the Service is to engage and support the young people to achieve improved well-being through sustained education, training, work-based learning or employment outcomes.

The Provider will deliver the following Services under this agreement:

- Intensive case management and mentoring
- Assist young people to participate in secondary and tertiary education, training/work-based learning
- Deliver budgeting, parenting, family planning, family reconciliation service and support access to Limited-Service Volunteer programmes.

MSD evaluate outcomes through bi-monthly monitoring, which includes:

- Collaborative sharing of ideas for the service
- Update on recent activities
- Building a community of shared practice.

The following performance standards apply:

	Meets Standard	Needs Improvement	On Notice
Youth Payment and Young Partner			
In Full-time Education/Training or Work Based Learning (excluding exempt clients)	55%	45-54%	< 45%
Not on benefit 3 months after exit	55%	45-54%	< 45%
Enrolled and engaged	85%	75-84%	< 75%
Youth Satisfaction levels	85%	75-84%	<75%
Young Parent Payment and Young Parent Partner			
In Full-time Education/Training or Work Based Learning (excluding exempt clients)	55%	45-54%	< 45%
Not on benefit 3 months after exit	55%	45-54%	< 45%
Enrolled and engaged	85%	75-84%	< 75%
Youth Satisfaction levels	85%	75-84%	<75%

If the provider fails to meet the specified performance standards, they must provide explanations as to the failure and provide remedy plans to achieve standards. All providers who do not meet the performance standards as specified are to provide a remedy plan to the relationship manager either proactively or on request.

Failure to remediate results within six months will result in breach of contract.

Youth Service NEET:

The aim of the Youth Service NEET is to engage and support eligible 16 and 17 year olds (and some 15-year olds) not in employment, education, training or work-based learning (NEET), or those at risk of becoming NEET, to achieve sustained education, training, work-based learning or employment outcomes.

The Provider will deliver the following Services under this agreement:

- Ongoing, tailored support and guidance for each young person to ensure they achieve sustainable education, training and work-based learning, or employment outcomes. Including: Enrolment of young people transitioning from the care of Oranga Tamariki, and active intensive case management, coaching and service brokerage (referring young people to appropriate full-time education, training or work).
- Support for young people to create a Youth Service Plan that helps them plan for achieving realistic educational, training and employment goals with an outcome of achieving NCEA Level 2 or higher.

MSD evaluate outcomes through bi-monthly monitoring, which includes:

- Collaborative sharing of ideas for the service
- Update on recent activities
- Building a community of shared practice.

The following performance standards apply:

NEET	Meets Standard	Needs Improvement	On Notice
Participation	85%	70-84%	< 70%
In Education/Training/Employment	55%	45-54%	< 45%
Not on benefit 3 months after exit	55%	45-54%	< 45%
Satisfaction	85%	75-84%	< 75%

If the provider fails to meet the specified performance standards they must provide explanations as to the failure and provide remedy plans to achieve standards. All providers who do not meet the performance standards as specified are to provide a remedy plan to the relationship manager either proactively or on request. Failure to remediate results within six months will result in breach of contract.

Outcome data

For quarter ending 30 June 2022:

Enrolments at quarter end:

YPP: 75 (plus 2 partners)

YP: 74

NEET: 85

Youth contacted within last 30 days (as a % of enrolments at quarter end) (excludes clients enrolled for less than 30 days)

YPP: 89%

YP: 88%

NEET: 58%

Youth Service Plans completed or reviewed within last 90 days (as a % of enrolments at quarter end)

YPP: 64%

YP: 75%

NEET: 58%

Youth confirmed as engaged in full-time education, full-time training or work-based learning (as a % of enrolments at quarter end)

YPP: 47% (26 have partial exemptions)

YP: 63%

NEET: 80%

NEET only – Employment Placement and Pastoral Care being provided – Youth confirmed as in sustainable full-time employment and in-work support being provided (as a % of enrolment at quarter end)

NEET: 13%

NEET only – Enrolled within 90 days of referral acceptance (as a % of enrolments at quarter end)

NEET: 84%

NEET only – Initial Youth Service Plan completed within 30 days of enrolment (as a % of enrolments at quarter end)

NEET: 86%

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Provider	Contract Year	Contract Name	Volume	Funded Amount GST exclusive
People Potential	2021	Driver Licencing and Training – Dargaville	160	\$62,716

Evaluation Process

The outcomes expected of these services are:

- At least 80% of participants will progress toward gaining the next stage of their driver’s licences enabling them to progress to employment.
- Client have updated their Work and Income record to recognise their level of Driver’s Licence.

Note: The competitive selection process was not used when awarding this contract because it was not cost effective due to the low value of the contract (>\$100,000) and there were no other providers with the required expertise and/or capacity to deliver the services in this location.

Outcome data

58 people progressed towards gaining the next stage of their driver’s licences.

Note: This contract ended in June 2022.

Provider	Contract Year	Contract Name	Volume	Funded Amount GST exclusive
Solomon Group (Personalised Education Ltd)	2020 - 2024	Youth Service – YP/YPP	290	\$3,919,610

Evaluation Process

The aim of the Service is to engage and support the young people to achieve improved well-being through sustained education, training, work-based learning or employment outcomes.

The Provider will deliver the following Services under this agreement:

- Intensive case management and mentoring
- Assist young people to participate in secondary and tertiary education, training/work-based learning
- Deliver budgeting, parenting, family planning, family reconciliation service and support access to Limited-Service Volunteer programmes.

MSD evaluate outcomes through bi-monthly monitoring, which includes:

- Collaborative sharing of ideas for the service
- Update on recent activities
- Building a community of shared practice.

The following performance standards apply:

	Meets Standard	Needs Improvement	On Notice
Youth Payment and Young Partner			
In Full-time Education/Training or Work Based Learning (excluding exempt clients)	55%	45-54%	< 45%
Not on benefit 3 months after exit	55%	45-54%	< 45%
Enrolled and engaged	85%	75-84%	< 75%
Youth Satisfaction levels	85%	75-84%	<75%
Young Parent Payment and Young Parent Partner			
In Full-time Education/Training or Work Based Learning (excluding exempt clients)	55%	45-54%	< 45%
Not on benefit 3 months after exit	55%	45-54%	< 45%
Enrolled and engaged	85%	75-84%	< 75%
Youth Satisfaction levels	85%	75-84%	<75%

If the provider fails to meet the specified performance standards they must provide explanations as to the failure and provide remedy plans to achieve standards. All providers who do not meet the performance standards as specified are to provide a remedy plan to the relationship manager either proactively or on request.

Failure to remediate results within six months will result in breach of contract.

Note: Solomon Group were successful in the national tender for the provision of youth services – YP/YPP and NEETS in the mid North (Kaikohe/Kerikeri/Kawakawa).

Outcome data

As of 31 Oct 2024, Solomon Group have 189 YPP/YP enrolled in their service.

Of these:

- 58% are engaged in full-time education, full-time training or work-based learn.
- 74% have completed budgeting courses
- 69% have completed parenting courses
- 13% are not on a benefit 3 months after exit
- 87% are on a benefit 3 months after exit
- 95% were satisfied with the Service

Note: It is important to note that this data is from the most recent quarterly period and gets updated every month with the most current monthly data.

Provider	Contract Year	Contract Name	Volume	Funded Amount GST exclusive
Solomon Group (Personalised Education Ltd)	2020- 2024	Youth Service – NEET	190	\$2,039,734

Evaluation Process

The aim of the Youth Service NEET is to engage and support eligible 16 and 17 year olds (and some 15-year olds) not in employment, education, training or work-based learning (NEET), or those at risk of becoming NEET, to achieve sustained education, training, work-based learning or employment outcomes.

The Provider will deliver the following Services under this agreement:

- Ongoing, tailored support and guidance for each young person to ensure they achieve sustainable education, training and work-based learning, or employment outcomes. Including: Enrolment of young people transitioning from the care of Oranga Tamariki and active intensive case management, coaching and service brokerage (referring young people to appropriate full-time education, training or work).
- Support for young people to create a Youth Service Plan that helps them plan for achieving realistic educational, training and employment goals with an outcome of achieving NCEA Level 2 or higher.

MSD evaluate outcomes through bi-monthly monitoring, which includes:

- Collaborative sharing of ideas for the service
- Update on recent activities
- Building a community of shared practice.

The following performance standards apply:

NEET	Meets Standard	Needs Improvement	On Notice
Participation	85%	70-84%	< 70%
In Education/Training/Employment	55%	45-54%	< 45%
Not on benefit 3 months after exit	55%	45-54%	< 45%
Satisfaction	85%	75-84%	< 75%

If the provider fails to meet the specified performance standards, they must provide explanations as to the failure and provide remedy plans to achieve standards. All providers who do not meet the performance standards as specified are to provide a remedy plan to the relationship manager either proactively or on request.

Failure to remediate results within six months will result in breach of contract.

Note: Solomon Group were successful in the national tender for the provision of youth services – YP/YPP and NEETS in the mid North (Kaikohe/Kerikeri/Kawakawa).

Outcome data

As at 31 Oct 2024, Solomon Group have **130** NEET enrolled in their service.

Of these:

- 91% have completed their initial Youth Service plan within 30 days of enrolment.
- 58% are in full-time education, full-time training or work-based learning.
- 50% are in employment receiving post-placement support.

Note: It is important to note that this data is from the most recent quarterly period and gets updated every month with the most current monthly data.

Appendix 3

Priority One, Toi Kai Rawa Trust and Taiohi Turama - Rotorua Youth Centre.

Background

The Education to Employment Brokerage Service (E2E) is one of four key initiatives under the Reform of Vocational Education (RoVE), designed to elevate the profile of vocational education in Aotearoa.

This initiative, which commenced in 2020 and was created to raise the profile of vocational education and trades as a career pathway through engagements and events for students between Years 9 and 13 at schools across the country.

Employment to Education is a nationwide service delivered by 18 providers who employ 27 E2E brokers to facilitate and strengthen connections between local employers and schools to support students into vocational training, advanced education, or employment. E2E focuses on preparing rangatahi for meaningful career pathways by connecting them with employers and expanding their understanding of the world of work. Employers, from any industry or role, play a vital part by helping students gain insights and skills needed for future employment and E2E focuses on connecting students with employers and creating opportunities for them to learn about the workforce.

Through E2E, students and their whānau embark on a journey to:

- **Discover:** Explore passions, career possibilities, and potential study or job opportunities.
- **Explore:** Learn about industries and roles that align with their interests.
- **Connect:** Gain firsthand experience through workplace exposure, on-the-job learning, or work experience opportunities.

For this reason, The Ministry measure success by tracking the number of events and those schools, students and businesses attending. E2E's primary goal is to facilitate learning experiences and connections, laying the foundation for students to make informed decisions about their future careers.

Please find below relevant data tables for the Bay of Plenty E2E service providers.

Priority One	July 21 to Sept 24
Number of events	132
Total number of attending schools	1,074
Total number of attending students	22,046
Total number of attending Industry Training Organisations/Institutes of Technology and Polytechnics	130
Total number of attending businesses	786

Note: Priority One data for quarters ending March 2021, June 2021, December 2021, and June 2022 are not available at this time therefore data recorded is likely lower than actual numbers.

Toi Kai Rawa	July 21 to Sept 24
Number of events	37
Total number of attending schools	183
Total number of attending students	8,806
Total number of attending Industry Training Organisations/Institutes of Technology and Polytechnics	175
Total number of attending businesses	426

Note: Data for quarters ending March 2021, June 2021, June 2022, and December 2023 are not available at this time therefore data recorded is likely lower than actual numbers.

Taiohi Turama - Rotorua Youth Centre	July 21 to Sept 24
Number of events	40
Total number of attending schools	186
Total number of attending students	8,109
Total number of attending Industry Training Organisations/Institutes of Technology and Polytechnics	88
Total number of attending businesses	290

Note: Data for quarters ending March 2021, June 2021, June 2022, and December 2021 are not available at this time therefore data recorded is likely lower than actual numbers.

He Poutama Rangatahi

The aim of the Service is to engage and support young people (aged 15-24) who are not in employment, education and training and face multiple barriers to employment are supported onto pathways to employment (including education or training).

Priority One

Provider	Contract duration	Contract Name	Volume	Funded Amount GST exclusive
Priority One	13 Feb 2023 – 30 June 2026	Ara Rau O Rangatahi	90	\$960,910

Aim:

Ara Rau O Rangatahi engages with NEET rangatahi between the ages of 15 – 19 in the Bay of Plenty area who face multiple barriers to employment. They deliver a work readiness and training programme to support a total of 90 rangatahi over 3 years.

Expected Outcomes:

The outcomes expected of this service delivered under this agreement are:

- 90 Participants enrolled in the programme in total.
- 83% of the participants engaged in the programme complete the programme (75).
- 70% of the participants engaged in the programme transition into employment, further training or education (63).

Outcome Data: (As of 05/12/2024)

- 101 Participants enrolled in the programme so far.
 - 67 Total outcomes recorded so far.
 - 35 Employment outcomes recorded.
 - 25 Education outcomes recorded.
 - 7 Training outcomes recorded.

Taiohi Tūrama – Rotorua Centre for Youth – two contracts

Taiohi Tūrama – Rotorua Centre for Youth (2021-2023)

Provider	Contract duration	Contract Name	Volume	Funded Amount GST exclusive
Taiohi Tūrama – Rotorua Centre for Youth	01 Nov 2021 – 10 Nov 2023	Youth Employment Plus - Rotorua	90	\$1,563,977

Aim

The Youth Employment Plus programme engages with NEET rangatahi aged 15-24 in the Rotorua, Bay of Plenty area who face multiple barriers to employment. Under this contract they deliver a work readiness and training programme to support a total of 90 rangatahi over 3 years.

Expected Outcomes:

The outcomes expected of this service delivered under this agreement are:

- 115 Participants enrolled in the programme in total.
- 87% of the participants engaged in the programme complete the programme (100).
- 87% of the participants engaged in the programme transition into employment, further training or education (100).

Outcome Data: At the completion of the contract.

- 111 Participants enrolled in the programme.
 - 97 Total outcomes recorded.
 - 68 Employment outcomes recorded.
 - 16 Education outcomes recorded.
 - 13 Training outcomes recorded.

Taiohi Tūrama – Rotorua Centre for Youth (2023-2026)

Provider	Contract duration	Contract Name	Volume	Funded Amount GST exclusive
Taiohi Tūrama – Rotorua Centre for Youth	4 Dec 2023 – 30 June 2026	Youth Employment Plus - Rotorua	170	\$2,325,918

Aim:

The Youth Employment Plus programme engages with NEET rangatahi aged 15-24 in the Rotorua, Bay of Plenty area. Under this contract they are delivering a work readiness and training programme to support a total of 170 rangatahi over 3 years.

Expected Outcomes:

The outcomes expected of this service delivered under this agreement are:

- 170 Participants enrolled in the programme in total.
- 75% of the participants engaged in the programme complete the programme (128).
- 70% of the participants engaged in the programme transition into employment, further training or education (119).

Outcome Data: (As of 05/12/2024)

- 99 Participants enrolled in the programme so far.
 - 61 Total outcomes recorded so far.
 - 45 Employment outcomes recorded.
 - 4 Education outcomes recorded.
 - 12 Training outcomes recorded.