



Limited Expression of
Interest: Skills First
Training for Specific
Programs.

In this webinar we will walk you through...

Introduction

What is Skill First?

How does it work?

Expression of Interest

About

Unpacking the contract

What does entering into the contract entail?

What does capacity and capability indicate?

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Main evaluation criteria

What will you need to demonstrate?

Program Delivery Plans explained

Approval/Disapproval

Duration and Intensity.

Delivery Mode:

Due Diligence

Summary

Financial assessment

PDP and Due Diligence

Key dates(timeline)

About us

Quick Introduction. We offer a number of services including -

- Training and Assessment Resources
- Internal audit services and health checks
- Course Accreditation
- Business Analysis
- Course products and E-Learning
- RTO Financial Viability advice and support
- Validation and Moderation Services
- Due Diligence
- Website Design
- Recruitment services
- Professional development services including workshops, seminars and mentoring programs
- State and federal level funding opportunities

RTO consultants you can trust!

@thevetsector @caqaonline @careercalling @sukhsandhu @caqaresources



Over 35 Experts



41 k+ Subscribers

120 k+ Courses and Conferences

25 k+ Training and education Products



100% Quality Assurance



Why we
organised
this
webinar.



Limited Expression of Interest: *Skills First* Training for Specific Programs

2022 Skills First Provider Selection Process

What is Skills First?

SKILLS FIRST

Real training for real jobs



Education
and Training

What is the
Expression of
Interest
about?



**What does
entering into
the contract
entail?**



What does capacity and capability indicate?

	SKILLS FIRST QUALITY CHARTER
Principle 1	Commitment to serving the public interest
Principle 2	Accountable and effective governance
Principle 3	Informed choice
Principle 4	Deliberate planning of training program
Principle 5	High quality training and assessment delivery
Principle 6	Responsive feedback systems

Is there an
audit in the
Skills First
Program?



What will you
need to
demonstrate
to be selected
in this limited
EOI



What are
the main
evaluation
criterias?



Training Provider's Program Delivery Plans (PDP) explained



How do you demonstrate that your PDP is aligned with government job outlooks?

VET-related occupations	Employment 2021 (Region)	Anticipated training needs for 2022 (Region)	Anticipated training needs for 2022 (State)	Courses that are directly linked to, associated with or in support of the occupation group	Priority
Beauty Therapists				Certificate IV in Beauty Therapy Diploma of Beauty Therapy	JobTrainer
Child Carers	1,000	100 – 200	4,300 – 5,500	Certificate II in Community Services Certificate III in Early Childhood Education and Care Certificate IV in School Age Education and Care Diploma of Early Childhood Education and Care Diploma of School Age Education and Care	Family Violence, NDIS Free TAFE, JobTrainer, Family Violence Family Violence Free TAFE, JobTrainer, Family Violence Family Violence
Dental Assistants	200	50 – 100	50 – 100	Certificate III in Dental Assisting Certificate IV in Dental Assisting	Free TAFE, JobTrainer Free TAFE, JobTrainer
Dental Hygienists, Technicians and Therapists	30	1 – 50	1 – 50	Advanced Diploma of Dental Prosthetics Diploma of Dental Technology	Apprenticeship
Diversional Therapists	70	50 – 100	200 – 300	Certificate IV in Leisure and Health Diploma of Leisure and Health	JobTrainer, Family Violence, NDIS Family Violence, NDIS
Driving Instructors	10	50 – 100	200 – 300	Certificate IV in Transport and Logistics (Road Transport – Car Driving Instruction) Certificate IV in Transport and Logistics (Road Transport – Heavy Vehicle Driving Instruction)	JobTrainer JobTrainer
Education Aides	1,100	1 – 50	1 – 50	Certificate III in Education Support Certificate IV in Education Support Certificate IV in Teaching an Australian First Nation's Language	Free TAFE, JobTrainer, Family Violence Free TAFE, JobTrainer, Family Violence
Enrolled and Mothercraft Nurses	500	200 – 300	2,600 – 3,400	Diploma of Nursing	Free TAFE, JobTrainer, NDIS
Fitness Instructors	200	50 – 100	200 – 300	Certificate III in Fitness Certificate IV in Fitness Diploma of Sport Diploma of Sport and Recreation Management	
Gallery, Museum and Tour Guides	Less than 10	1 – 50	1 – 50	Certificate III in Guiding Certificate III in Tourism Certificate IV in Guiding	Free TAFE, JobTrainer
Gaming Workers	10	50 – 100	400 – 500	Certificate IV in Hospitality	
Hotel Service Managers	30	50 – 100	100 – 200	Certificate IV in Hospitality	
Indigenous Health Workers	Less than 10	1 – 50	50 – 100	Advanced Diploma of Aboriginal and/or Torres Strait Islander Health Care Certificate II in Aboriginal and/or Torres Strait Islander Primary Health	Family Violence JobTrainer, Family

JOBS AND TRAINING NEEDS REPORT

Loddon Mallee

2022

How do you
ensure you will
meet growing
employment
and further
education
outcomes?

August 2021



Comparison and analysis guide

REGIONAL VICTORIA LABOUR MARKET



3.1% unemployment in June 2021

- 6.9% for young people (24 and under)
- 1.9% for women
- 4.3% across Victoria



750,000 employed persons in June 2021

- Up from 720,000 in June 2020

Source: ABS, Labour Force, Australia, June 2021

GRAMPIANS LABOUR MARKET

LARGEST EMPLOYING INDUSTRIES

Industry	June 2021 (current)	June 2026 (forecast)
Health Care and Social Assistance	18,600	19,200
Retail Trade	13,100	13,800
Education and Training	10,700	11,000
Agriculture, Forestry and Fishing	10,000	9,600
Manufacturing	7,900	7,900

LARGEST EMPLOYING OCCUPATIONS

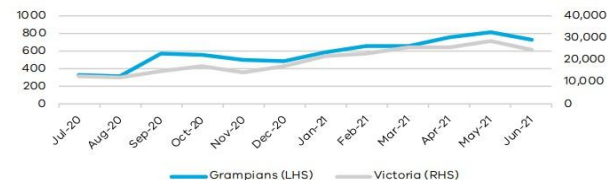
Occupation	June 2021 (current)	June 2026 (forecast)
Sales Assistants (General)	6,200	6,200
Registered Nurses	4,100	4,400
Retail Managers	3,100	3,400
Primary School Teachers	2,800	3,100
Livestock Farmers	2,600	2,500

FORECAST LARGEST GROWING OCCUPATIONS 2021-26

Occupation	Employment Growth (Persons)	Employment Growth (%)
Registered Nurses	300	7%
Retail Managers	200	7%
Primary School Teachers	200	8%
Truck Drivers	200	7%
Construction Managers	100	15%

Source: Deloitte Access Economics' Employment Forecasts for Department of Education and Training, 2021

MONTHLY JOB ADVERTISEMENTS



TOP OCCUPATIONS ADVERTISED



TOP ADVERTISING EMPLOYERS

- Catholic Education Commission of Victoria
- City of Ballarat
- Federation University Australia
- GoodStart Childcare Limited
- Government of Victoria
- Hepburn Shire Council
- IBM
- Lockheed Martin
- Mildura Rural City Council
- Skillinvest
- St John of God Health Care Group Services
- YMCA

Source: Burning Glass Technologies, 2021

Comparison and analysis guide

REGIONAL VICTORIA LABOUR MARKET



3.1% unemployment in June 2021

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Source: ABS, Labour Force, Australia, June 2021

BARWON SOUTH WEST LABOUR MARKET

LARGEST EMPLOYING INDUSTRIES

Industry	June 2021 (current)	June 2026 (forecast)
Health Care and Social Assistance	33,200	34,800
Retail Trade	26,900	28,300
Education and Training	18,700	19,800
Manufacturing	16,600	16,800
Agriculture, Forestry and Fishing	15,500	15,300

LARGEST EMPLOYING OCCUPATIONS

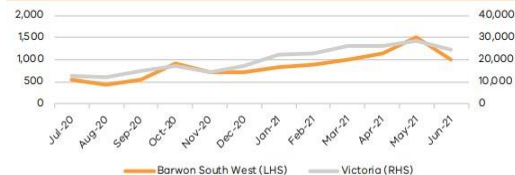
Occupation	June 2021 (current)	June 2026 (forecast)
Sales Assistants (General)	12,300	12,500
Livestock Farmers	9,200	9,300
Registered Nurses	6,900	7,600
Retail Managers	5,200	5,700
General Clerks	4,200	4,200

FORECAST LARGEST GROWING OCCUPATIONS 2021-26

Occupation	Employment Growth (Persons)	Employment Growth (%)
Registered Nurses	700	10%
Retail Managers	400	8%
Primary School Teachers	400	11%
Secondary School Teachers	400	9%
Construction Managers	300	16%

Source: Deloitte Access Economics' Employment Forecasts for Department of Education and Training, 2021

MONTHLY JOB ADVERTISEMENTS



TOP OCCUPATIONS ADVERTISED



TOP ADVERTISING EMPLOYERS

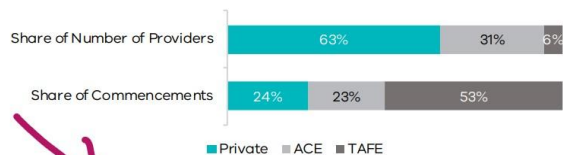
- Australian Government
- Catholic Education Commission of Victoria
- City of Greater Geelong
- Cotton On Clothing
- Deakin University
- Government of Victoria
- Moyness Shire Council
- Red Rooster
- South West Healthcare
- St John of God Health Care Group Services
- The Salvation Army
- Warrnambool City Council

Source: Burning Glass Technologies, 2021

Comparison and analysis guide

GIPPSLAND TRAINING ACTIVITY

PROVIDER MARKET SHARE (2020)

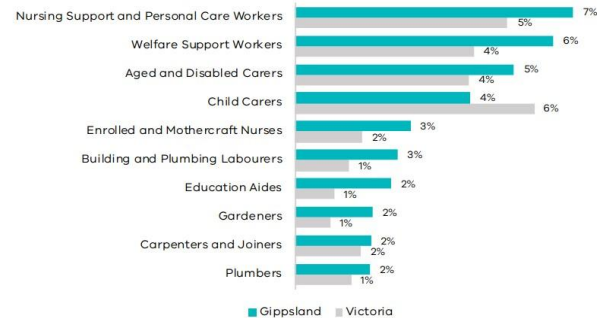


MOST POPULAR QUALIFICATIONS

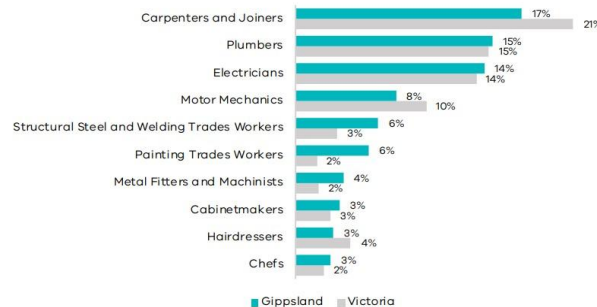
Course Name	2018	2019	2020
Certificate III in Individual Support	250	350	300
Diploma of Nursing	150	200	200
Infection control Skill Set (Food Handling)			200
Certificate III in Civil Construction	250	250	200
Certificate IV in Disability	100	100	150
Certificate IV in Community Services	100	150	150
Diploma of Community Services	250	300	150
Diploma of Early Childhood Education and Care	150	100	150
Course in Working Safely in the Solar Industry			100
Certificate III in Carpentry	80	100	100
Certificate III in Early Childhood Education and Care	100	70	100
Certificate III in Electrotechnology Electrician	70	100	100
Certificate III in Plumbing	60	80	90
Certificate IV in Accounting and Bookkeeping		250	80
Certificate IV in Mental Health	10	50	70
Certificate IV in Education Support	90	150	70
Certificate II in Horticulture	20	30	60
Certificate III in Education Support	100	150	60
Certificate III in Commercial Cookery	50	60	50
Certificate III in Horticulture	<10	40	50

Most popular qualifications are based on commencements in 2020. Figures have been rounded.

TOTAL TRAINING COMMENCEMENTS (2020)¹



APPRENTICESHIP COMMENCEMENTS (2020)²



Source: Department of Education and Training, 2021

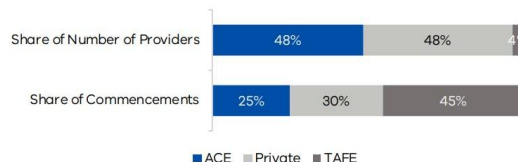
¹ The top ten occupations based on their share of total government funded commencements in 2020 for the region and their comparative proportions for Victoria.

² The top ten occupations based on their share of total government funded apprenticeship commencements in 2020 for the region and their comparative proportions for Victoria.

Comparison and analysis guide

METROPOLITAN MELBOURNE TRAINING ACTIVITY

PROVIDER MARKET SHARE (2020)

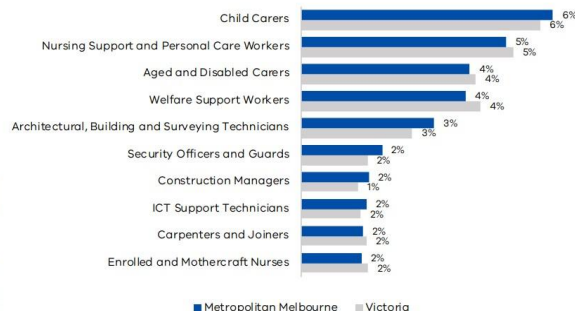


MOST POPULAR QUALIFICATIONS

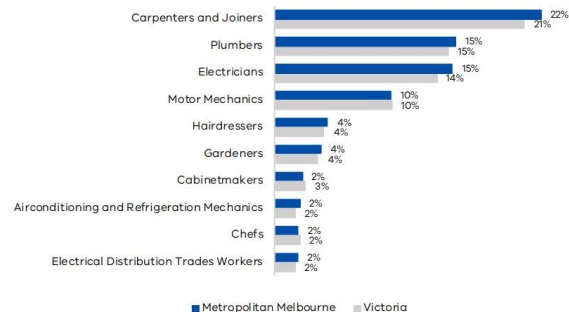
Course Name	2018	2019	2020
Diploma of Early Childhood Education and Care	2,100	5,300	5,900
Certificate III in Individual Support	3,200	3,500	3,900
Certificate IV in Disability	1,900	2,600	3,700
Diploma of Building and Construction (Building)	1,900	2,600	3,400
Certificate III in Early Childhood Education and Care	1,900	2,900	2,900
Certificate IV in Building and Construction (Building)	2,200	2,700	2,800
Diploma of Nursing	1,900	2,900	2,700
Certificate II in Security Operations	2,200	2,400	2,300
Certificate III in Carpentry	2,500	2,500	2,200
Certificate IV in Cyber Security	200	1,400	2,100
Certificate IV in Ageing Support	1,300	1,500	1,800
Certificate IV in Accounting and Bookkeeping	600	4,700	1,600
Certificate II in EAL (Access)	1,500	2,000	1,600
Certificate IV in Training and Assessment	1,500	1,500	1,500
Certificate III in Electrotechnology Electrician	2,000	1,800	1,400
Certificate IV in Community Services	450	700	1,400
Certificate I in EAL (Access)	2,100	2,200	1,300
Certificate IV in Allied Health Assistance	600	1,000	1,300
Certificate III in Plumbing	1,700	1,500	1,300
Certificate IV in Property Services (Real Estate)	600	850	1,200

Most popular qualifications are based on commencements in 2020. Figures have been rounded.

TOTAL TRAINING COMMENCEMENTS (2020)¹



APPRENTICESHIP COMMENCEMENTS (2020)²



Source: Department of Education and Training, 2021

¹ The top ten occupations based on their share of total government funded commencements in 2020 for the region and their comparative proportions for Victoria.

² The top ten occupations based on their share of total government funded apprenticeship commencements in 2020 for the region and their comparative proportions for Victoria.

What are the
other
important
components in
your
submission?



**How you will
be assessed**



How you will
be assessed



Can your
Expression
of Interest
trigger an
audit?



Timeline



Tuesday, 31 August 2021 – Issue date



Friday, 1 October 2021 5:00 pm AEST
Closing Time for EOIs and the Financial
Assessment process and relevant
documentation.



Before 31 December 2021 the
Department will communicate the
outcome notifications.

Summary



It is a long way, but we
are always here to
support you.

Thank you



Questions?

