



The Education People

Better Together

THE EDUCATION
PEOPLE

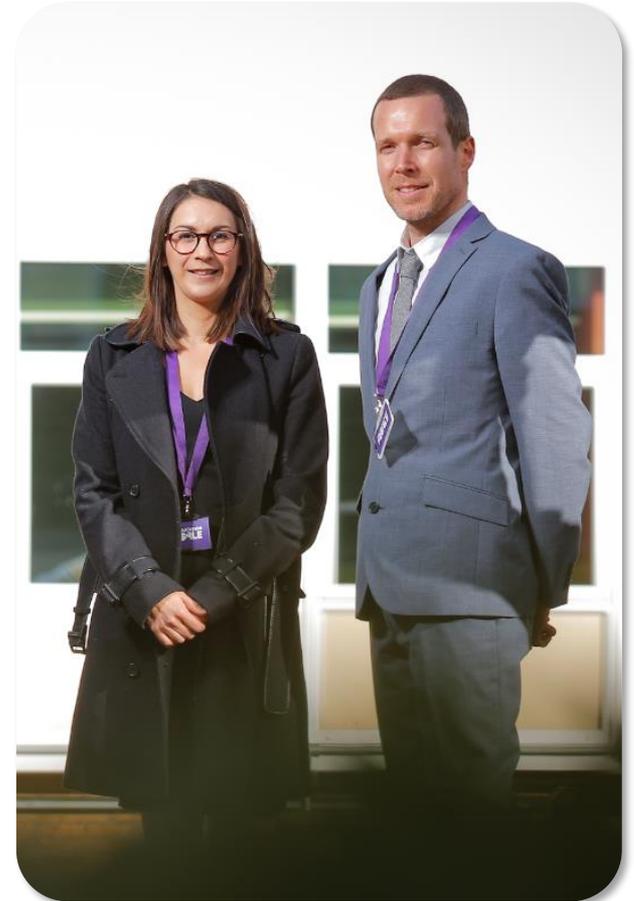


James Roberts

**Chief Executive Officer
The Education People**

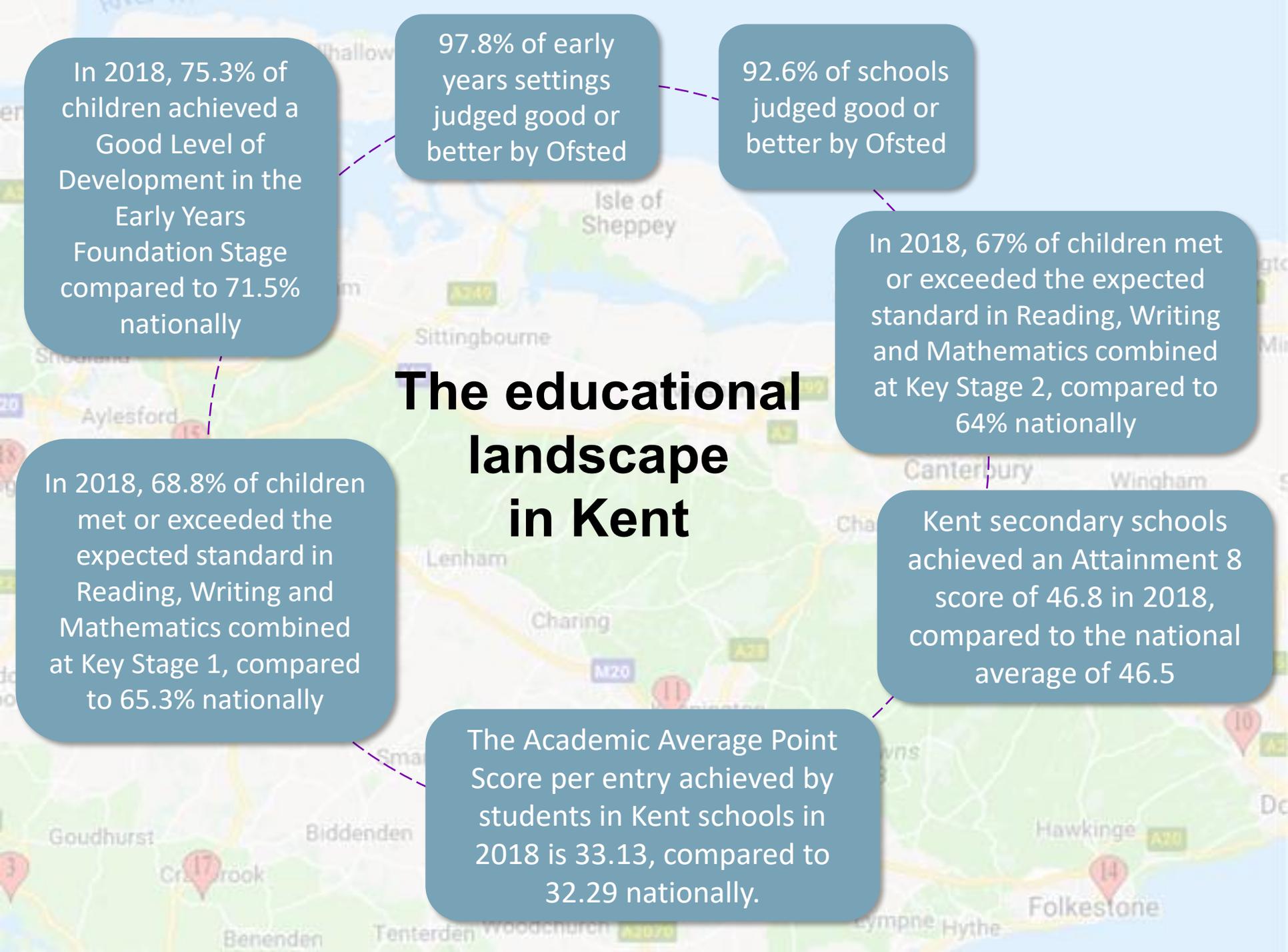
Introduction to The Education People

- Launched in September 2018 as a Kent County Council Local Authority Trading Company (LATCo).
- Company Limited by Guarantee (unlike other KCC LATCos) with Teckal status.
- 416 staff (292 FTE) with 96% TUPE from KCC.
- Stakeholder model of governance, with full NED representation on the company board from all phases of education.



Educational Services Provided

- Services transferred to the company:
 - Primary School Improvement
 - Governor Services
 - Professional Development
 - Specialist Employment
 - Secondary School Improvement, Skills & Employability
 - Early Years & Childcare
 - Education Safeguarding
 - Outdoor Learning
 - School Financial Services
- Core contract with KCC to provide these services on their behalf to maintained schools and Early Years settings across Kent.
- Monitored through 12 KPIs & 53 PIs, dedicated Contract Managers and Director-level Partnership Operations Board.
- The first 18 months of the contract serve as a transition period, where changes to the service specifications and contract terms can be negotiated.

A map of Kent, England, serves as the background for the infographic. Six blue callout boxes with white text are connected to the map by dashed purple lines. The boxes provide educational performance data for Kent in 2018, comparing it to national averages. The central text 'The educational landscape in Kent' is prominently displayed in the middle of the map.

In 2018, 75.3% of children achieved a Good Level of Development in the Early Years Foundation Stage compared to 71.5% nationally

97.8% of early years settings judged good or better by Ofsted

92.6% of schools judged good or better by Ofsted

In 2018, 67% of children met or exceeded the expected standard in Reading, Writing and Mathematics combined at Key Stage 2, compared to 64% nationally

The educational landscape in Kent

In 2018, 68.8% of children met or exceeded the expected standard in Reading, Writing and Mathematics combined at Key Stage 1, compared to 65.3% nationally

Kent secondary schools achieved an Attainment 8 score of 46.8 in 2018, compared to the national average of 46.5

The Academic Average Point Score per entry achieved by students in Kent schools in 2018 is 33.13, compared to 32.29 nationally.

Some More Numbers

- Approximately 60% income from KCC core contract and 40% from traded activity.
- All but 2 of 583 Kent schools purchase products, services or training from us, with 80% purchasing from 4 or more service areas and 92% purchasing at least one of our 5 SLAs.
- In the first 7 months of trading the company secured £1.1m of new business, 60% from the Kent schools market. However, customer retention poses a challenge.



Notable Considerations & Challenges



- The core contract fee contains upfront reductions based upon historical income targets for traded activity.
- Further savings supporting achievement of KCC MTFP targets.
- Additional total company 'social value added' benefit to KCC of ~£4.2m (but poses financial challenge).
- Project set-up costs charged to P&L account as an exceptional amount in 2018-19 (additional financial challenge).

More Considerations & Challenges

- Relationship with KCC as owner and major client

Service
Division



Full arms
Length

- Buy-in from staff who transfer, particularly in creating the right balance between commerciality and moral purpose.
- Profitability of the traditional advisory model of School Improvement.
- Budget pressures for schools and Early Years settings.
- Contract specification, performance measures and fee – transition period essential.





Any questions?