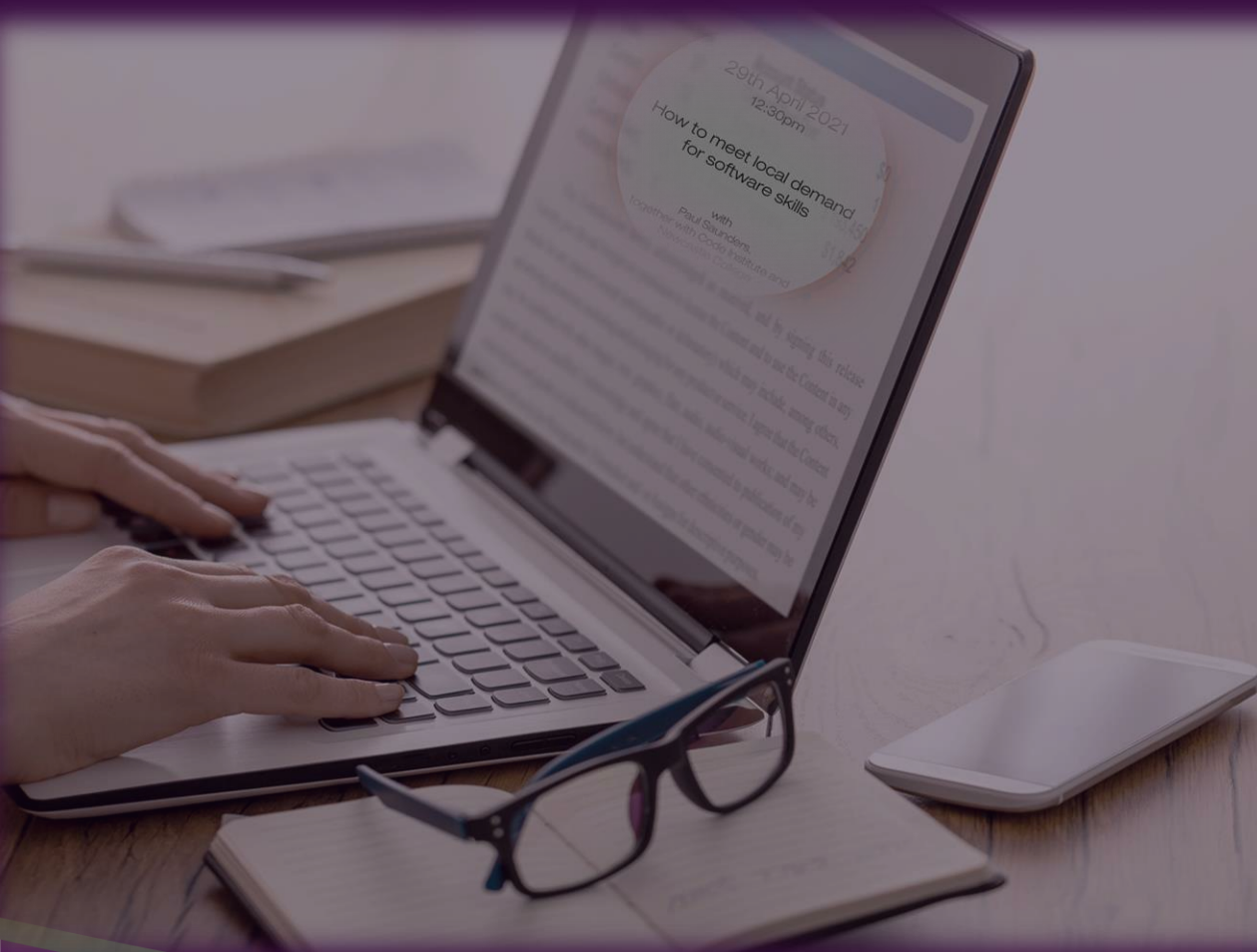


29th April 2021

How to meet local demand for software skills

with
Paul Saunders,
together with Code Institute and
Newcastle College

Purpose of the session



1. Scene setting
2. Qualification deployment
3. Helping you prepare for delivery
4. Hints & tips
5. How this works operationally
6. Next steps

code institute

L5 Diploma in Web Application Development



Based on an industry-led
commercial coding course



Finance was a barrier



Regulated
qualifications



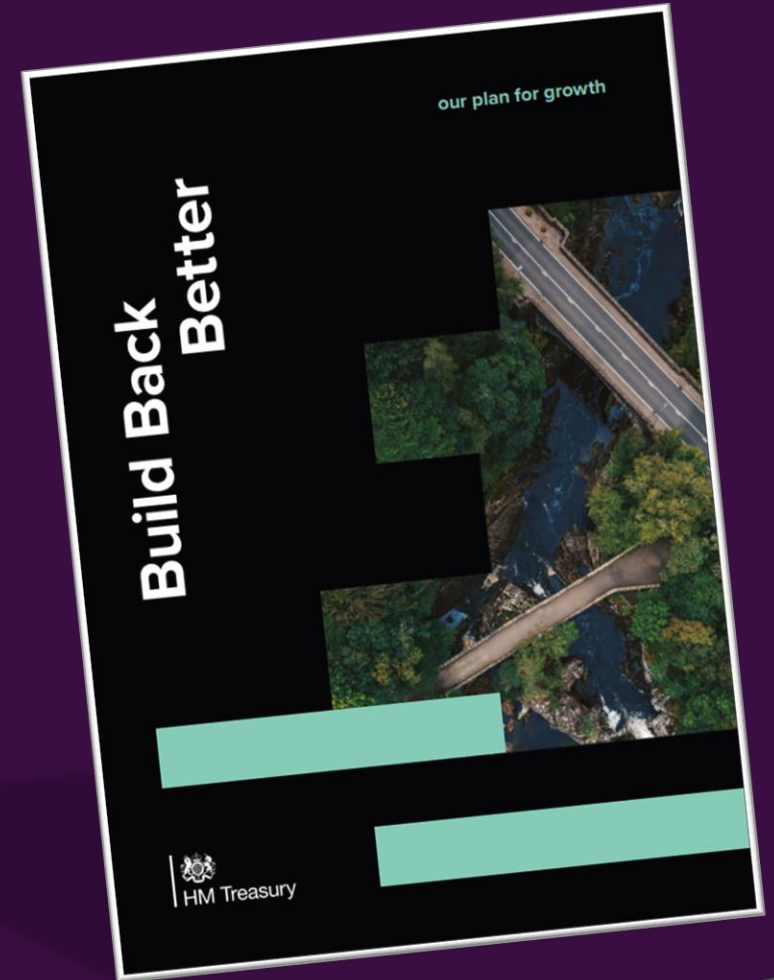
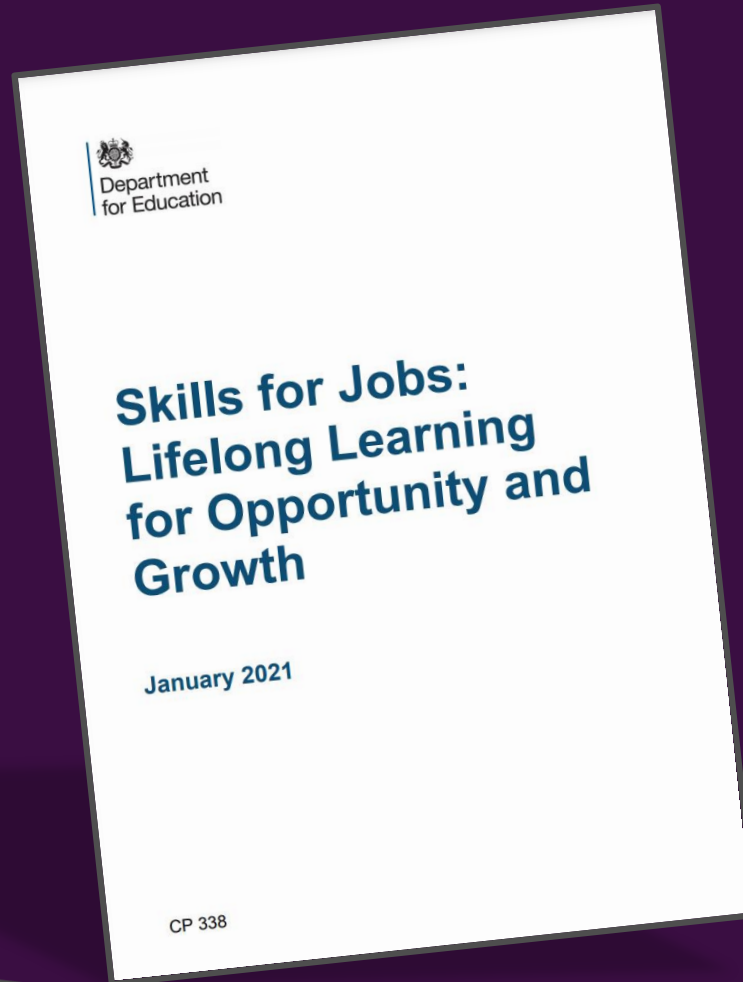
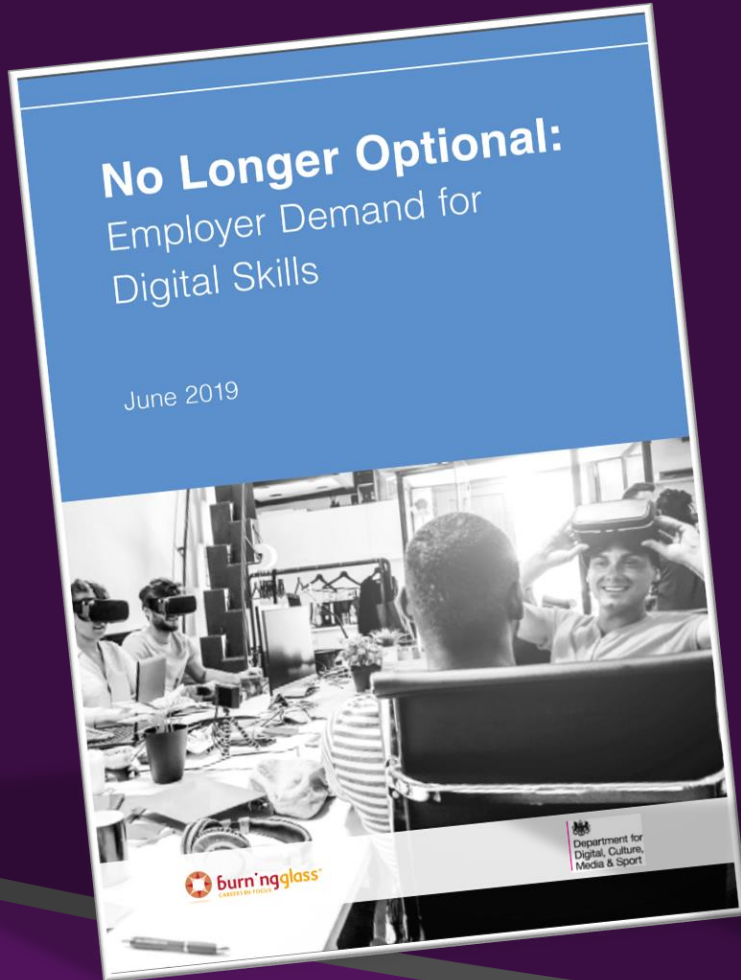
Total solution for our
centres

Code Institute services for our Centres

- Marketing to support learner recruitment
- Coding challenge
- Train the trainer
- Multi-platform LMS with all learning content
- Integrated development environment and host environment as practice hub and assessment environment
- Out of hours remote academic support to learners
- Track learners progress
- And much more...



The demand for digital skills



Tech roles

In 2019 the role of software developer was one of the top 5 sought after roles across UK cities, amongst key worker roles such as Nurses and Social care workers

This shows the importance technology plays in the UK economy. Digital tech skills and roles are becoming increasingly critical to businesses across UK sectors, as well as multiplying with the growth of the tech sector.

Year	Job role	Frequency	%
2019	Social Care Worker	341133	12.80%
2019	General Nurse	257994	9.68%
2019	General Manager	200784	7.53%
2019	Software Developer	181454	6.81%
2019	Project Manager	136092	5.11%

Source: Adzuna data 2019

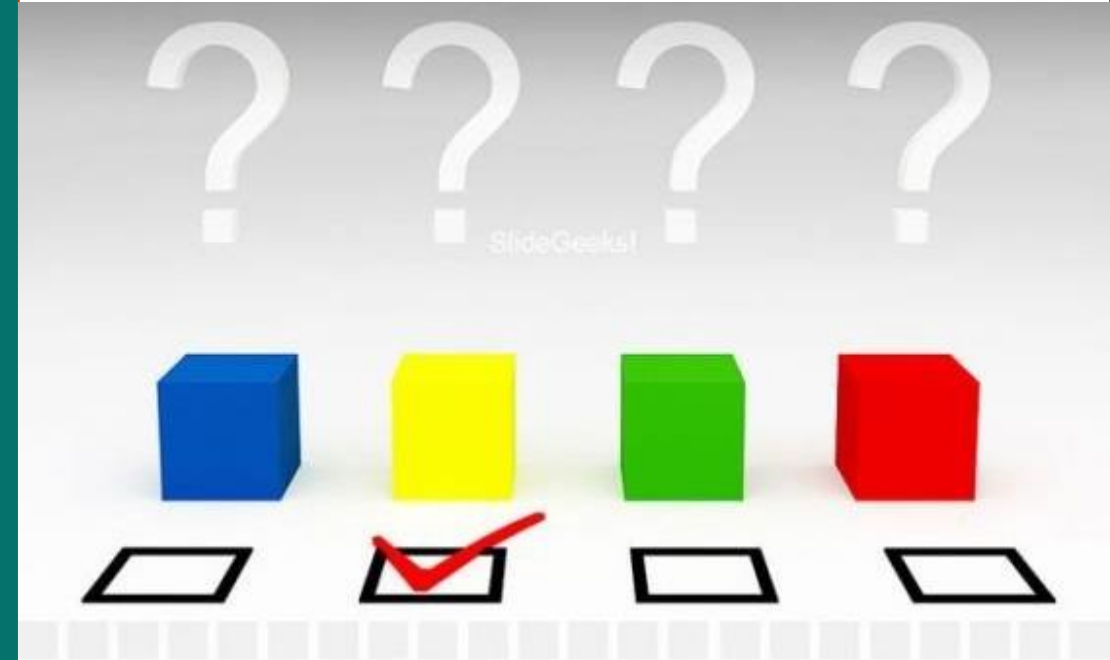
<https://technation.io/report2021/>

What are your barriers in deploying technical skills courses at level 5?

Tick any box that applies

- ☐ Staff expertise to deliver
- ☐ Development of teaching resources
- ☐ Recruiting learners
- ☐ Staff capacity and time to deliver
- ☐ Ensuring it aligns to employers needs

Poll





Diploma in Web Application Development



Andy Nicholson



Head of Digital Technologies,
Newcastle College

- About Newcastle College

- Digital Technologies

- Project Intent

- Partnering with Code Institute &
Gateway Qualifications

- How It Works



Newcastle College

We're one of the largest colleges in the North East of England and part of the NCG College Group. We have over 16,000 students from further education to higher education, adult learning and apprenticeships.

Further Education (FE)



Apprenticeships



Higher Education (HE)



Strong employer partnerships



Adult Learning



Digital Technologies

- ✓ **Further Education**
Level 2 and Level 3 Games Design, Software Development, Cyber and eSports
- ✓ **Higher Education**
Games, Software, Cyber & Networking, Computing.
- ✓ **Apps**
Level 3 Software, Infrastructure, Digital Marketing, Digital & Tech Solutions Degree
- ✓ **Adult Education**
Shorter taster courses to medium certificates and awards.

- ✓ **Digital Advisory Board** 8
National/Regional and SMEs (Accenture, DXC, Virgin Money)
- ✓ **Informs Curriculum Development**
HE - and Pathways into employment
- ✓ **IAG**
Based on careers not courses
- ✓ **LEP**
Underpinned and aligned to the LEP Digital Growth Strategy

Intent

The intent of Digital Technologies is to develop the knowledge, skills and behaviours of young people to support their transition or progression within education or to Digital Sector employment

North East LEP
Digital Strategy



Responsive



Digital Advisory
Board



Career-
Focused



Portfolio-Led
Curriculum



Reaching a Solution

Need



Regional Need

Absolute regional need to train
/ recruit more software
developers to fill vacancies

Demand



Talent Pipeline

Large employers build
pathways to ensure pipelines
of talent are available

Delivery



Missing Piece

How to retrain to access entry
level vacancies

- > Timely
- > Cost effective
- > Flexible
- > Structured
- > Qualification
- > Portfolio
- > Preparation for interview
- > Employment

Partnership with Code Institute and Gateway Qualifications

Put simply, they arrived with all the answers!

- ✓ Qualification to access funding (Advanced Learner Loan)
- ✓ Qualification at appropriate level
- ✓ Online platform built and live
- ✓ Flexible - work & study at the same time
- ✓ Qualification resourced and supported via Code Institute within platform
- ✓ Pre-enrollment sifting through the Coding Challenge
- ✓ Marketing resources, support and advice on implementation



How it Works

Collaborating to Deliver Digital Skills



Enquiry

Coding Challenge

Selection

Enrollment

Delivery

ENQUIRY

Sent to Newcastle College web page for further information then sent to Code Institute to take Coding Challenge

CODING CHALLENGE

Code Institute use the challenge to evaluate learner, set expectations and we jointly manage communications.

SELECTION

Successful candidates move to enrollment. Unsuccessful redirected to resources to build their skills and retry.

ENROLMENT

Learners offered place receive help with funding application, enrollment and given access to platform.

DELIVERY

Newcastle College and Code Institute begin the blended delivery of course. Then jointly launch new marketing cycle.

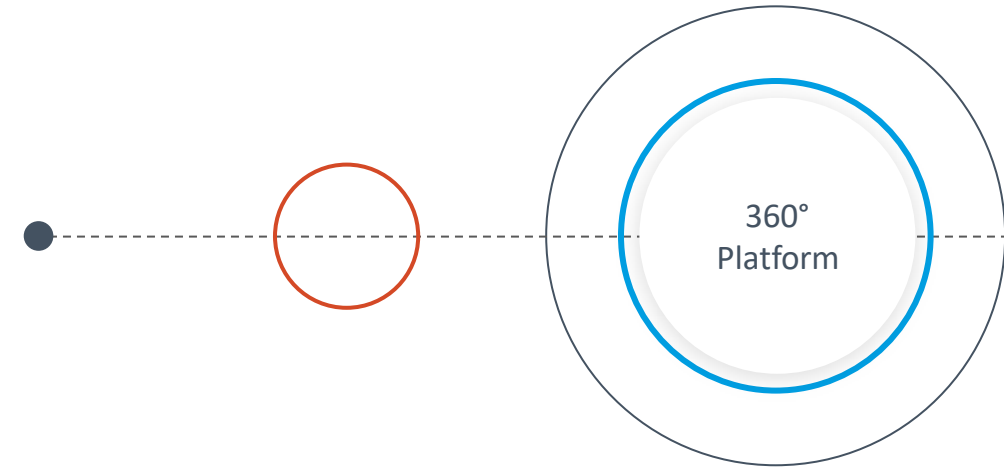
Introduction

Lee Lindsay
Channel Account Manager

Focussed on developing academic partnerships within
the further and higher education spaces for Code
Institute



Why Code Institute?

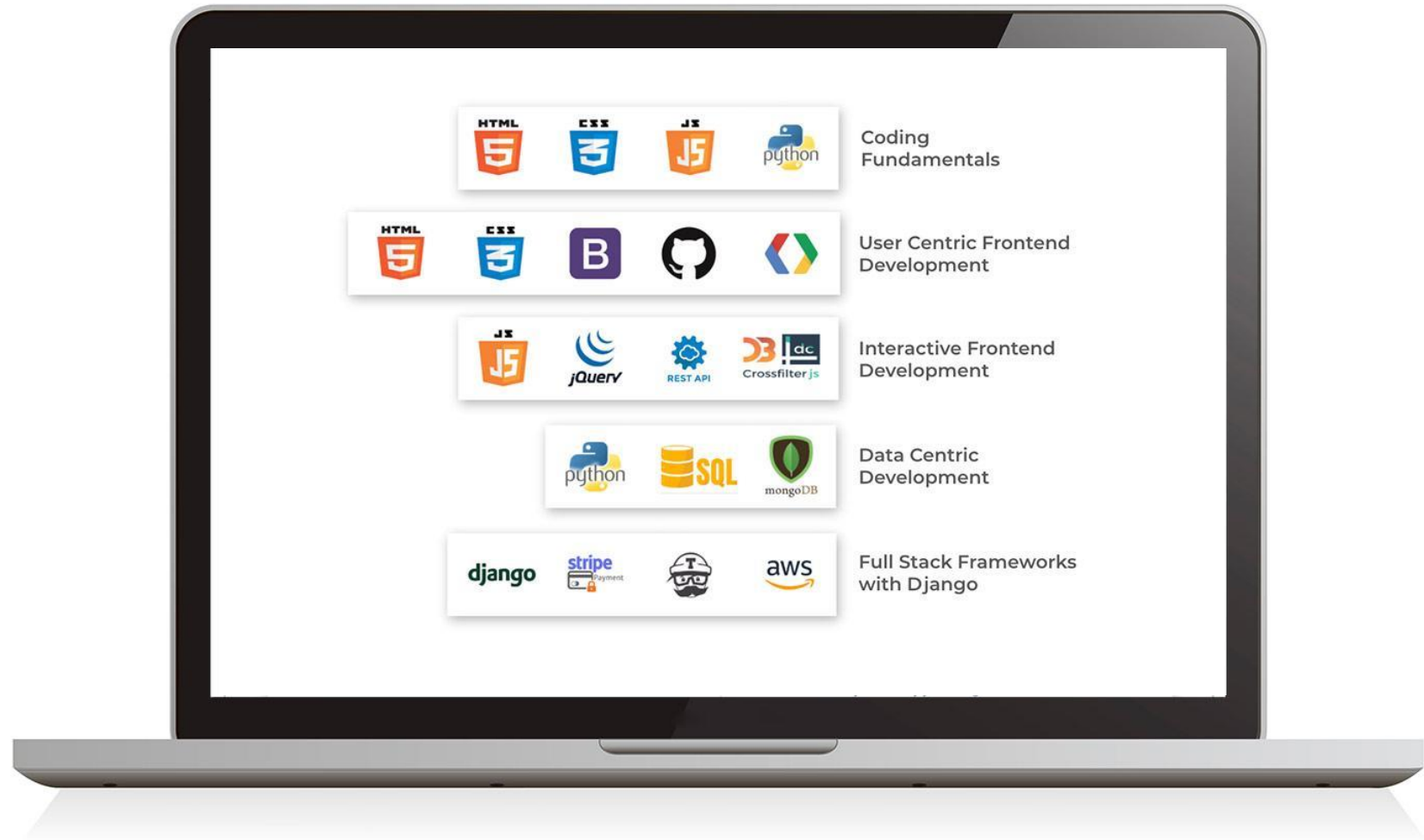


We are committed to helping centres facilitate learner success providing extended support and resources to ensure that graduates have the skills needed to succeed in today's digital market.



The LMS content consists of:

- 750 hours of learning content
- 10 Modules
- Suitability Assessment Programme
- 10 Industry-Grade Portfolio Projects
- 500+ Interactive Coding Challenges
- Gamification
- World-Class Online Learning Platform
- Employer Ecosystem
- Community Hackathons
- Train-The-Trainer Materials



Employability Through an Industry Led Syllabus

accenture

PayPal

cpl.

Microsoft

Capgemini

gsk

DCU

MORGAN
McKINLEY
— GO BEYOND —

INTERCOM

JOBBIO

salesforce

WorkJuggle

Red Hat

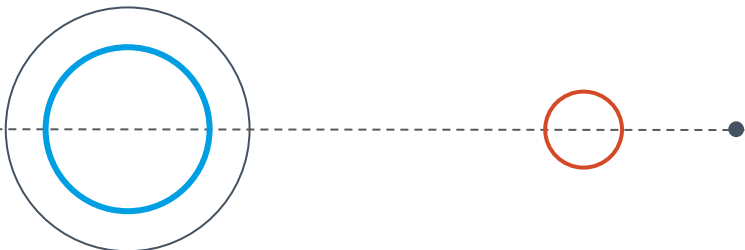
VUSION
A TRIMBLE COMPANY

cartrawler

Newcastle College

code
institute

gateway
qualifications



Reliability Through Our Academic Support



Slack

Multi channel messaging forum for peer-to-peer support across all aspects of coding, software development and learner networking.

24hr Tutoring

One-to-one priority support to assist with day-to-day learning issues.

Learner Management

Our proprietary Active Management of learners software tracks learner progress, velocity and engagement and triggers support intervention if necessary.

Learner Care

Fortnightly phone check-ins to ensure the learner is happy with content and support level.



Career Services

Advice on resumé, portfolio and technical interview preparation.

Train the Trainer

We make it easy for your centre to get up and running by helping your instructors familiarise themselves with the tools and resources in the platform.

Schedule Generation

The programme length can be customised to meet your centre's delivery requirements - whether that is 16 weeks or 36 weeks.

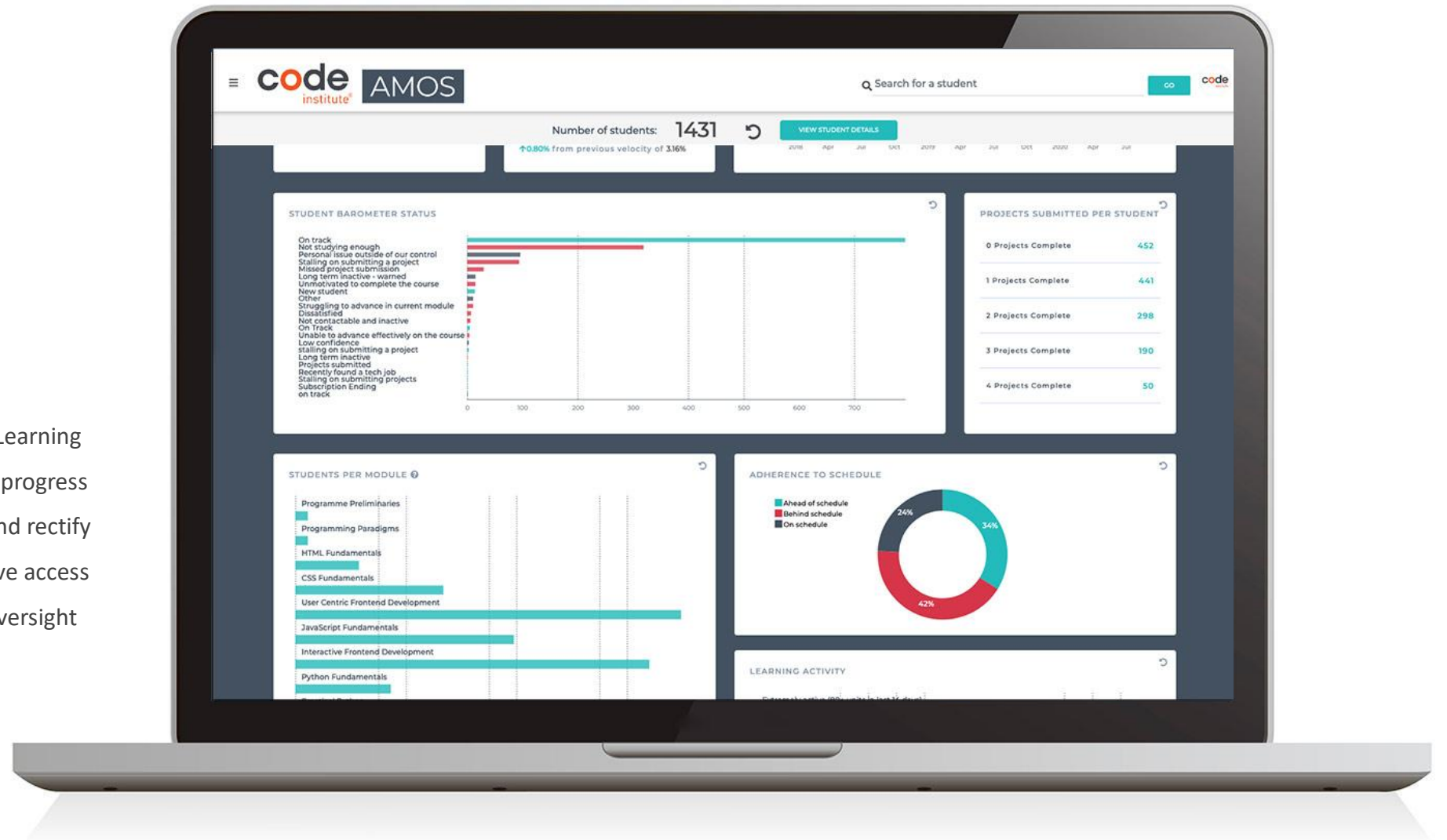
Portfolio Development

Guidance on the development of the four mandatory portfolio projects.



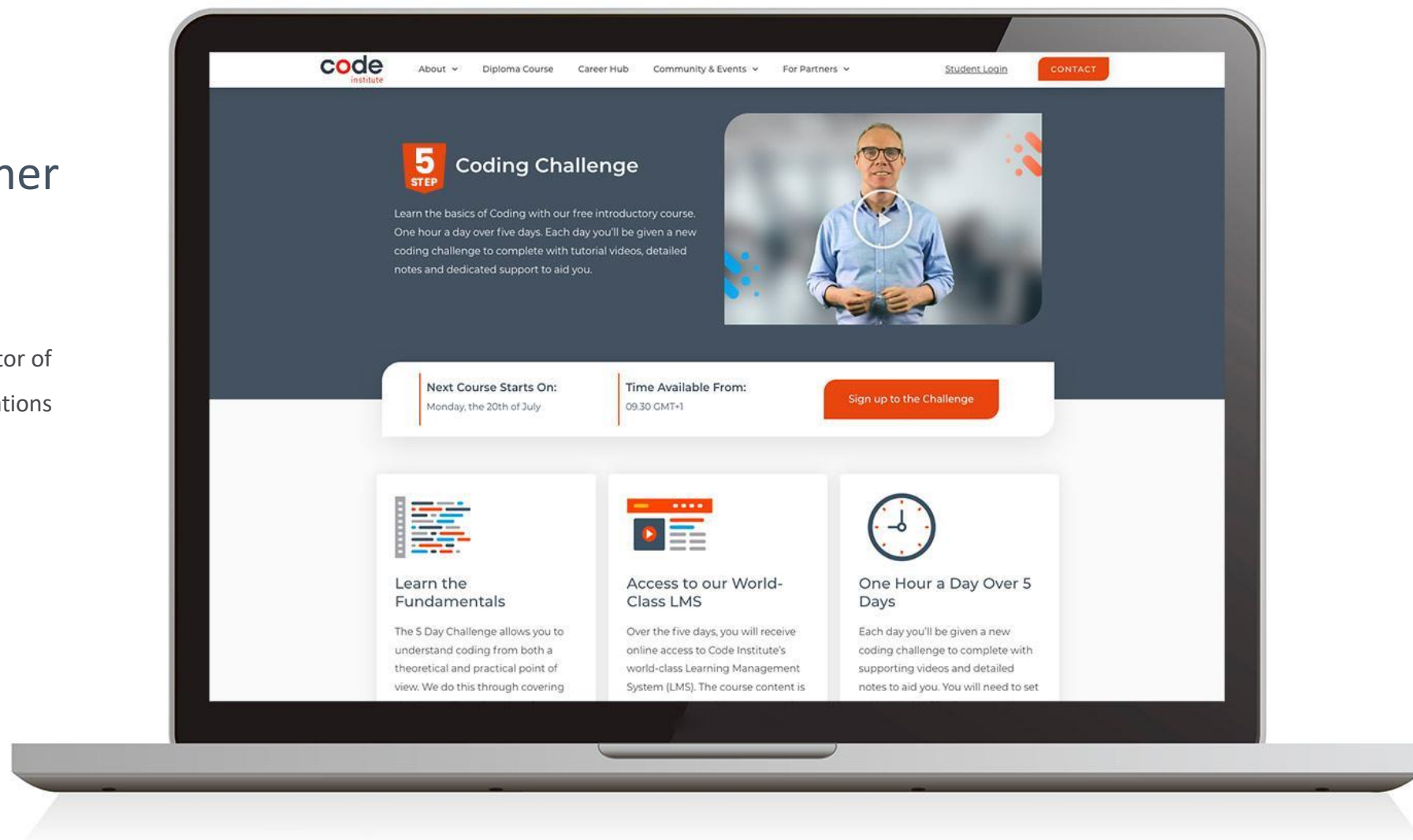
Analytical Monitoring of Online Learners

Our proprietary analytics tool gives our Learning Success & Learner Care teams real-time progress metrics to identify any at-risk learners and rectify problems before escalation. You also have access to your learner metrics, giving you full oversight of their progress.



Quality Through Learner Qualification

The coding challenge is an excellent predictor of learner success. It also sets learner expectations for the experience ahead of them.



Our Approach

Onboarding

- Train-the-trainer
- Programme Scheduling
- Marketing

Delivery & QA

- Always-on LMS
- 24hr Academic Support
- Classroom/Online/Blended
- AMOS Learner Analytics

Learner Acquisition

- Coding Challenge
- Interviews & Offers

Deliverables

- Employability



Successful Delivery Has Six Critical Components

Identify suitable learners



Flexible learning options



Analytics to measure progress



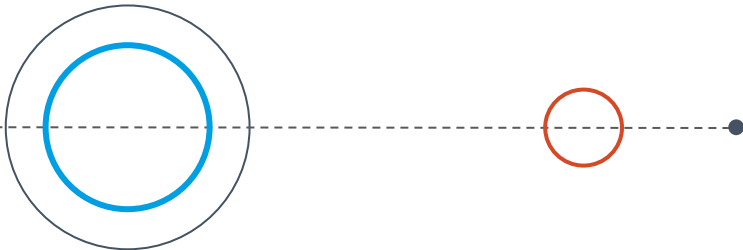
Robust learner support



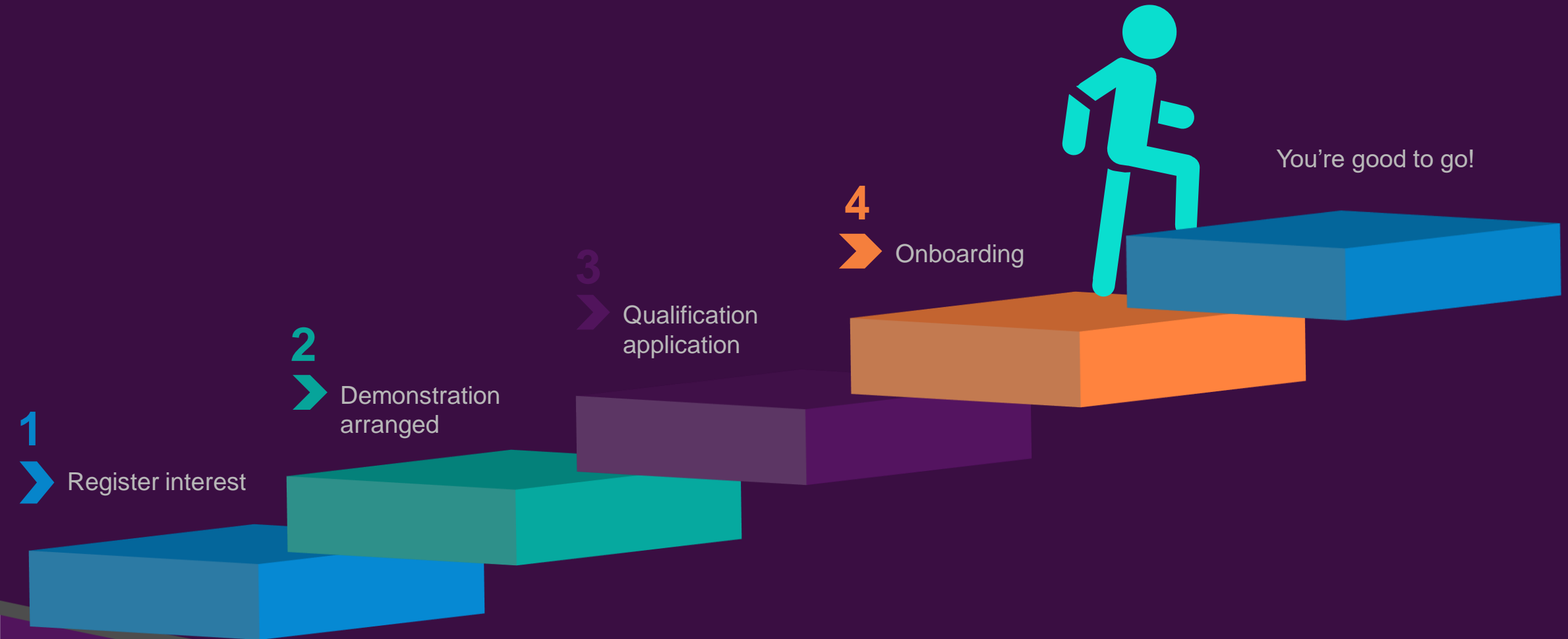
Certification



Employment outcomes



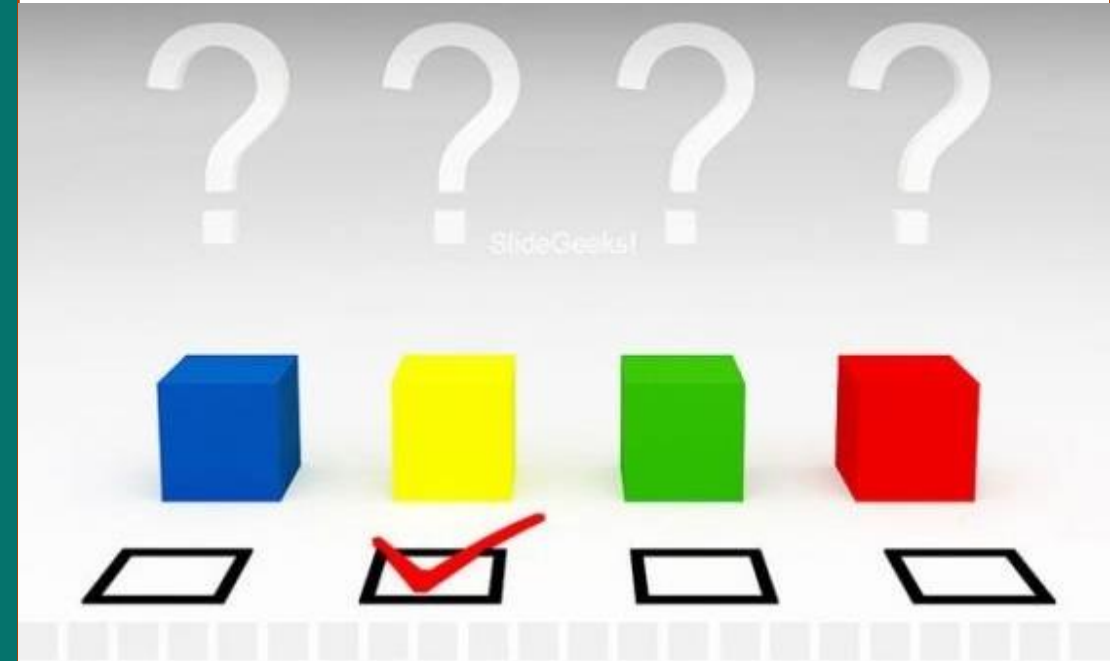
Next steps



Would you like a member of the Business Development team to contact you to arrange a complimentary demonstration with Code Institute?

- ☐ Yes please
- ☐ No thank you

Poll



Business Development



Chris Deeprise

Email Chris [here](#) or call

T: 01206 911242 M: 07920 027 375



Darren Wheat

Email Darren [here](#) or call

T: 01206 911241 M: 07920 027 371



Rory Munro

Email Rory [here](#) or call

T: 01206 911245 M: 07740 180 022



Michelle Sparkes

Email Michelle [here](#) or call

T: 01206 911 243 M: 07920 027 370



John Hamilton

Email John [here](#) or call

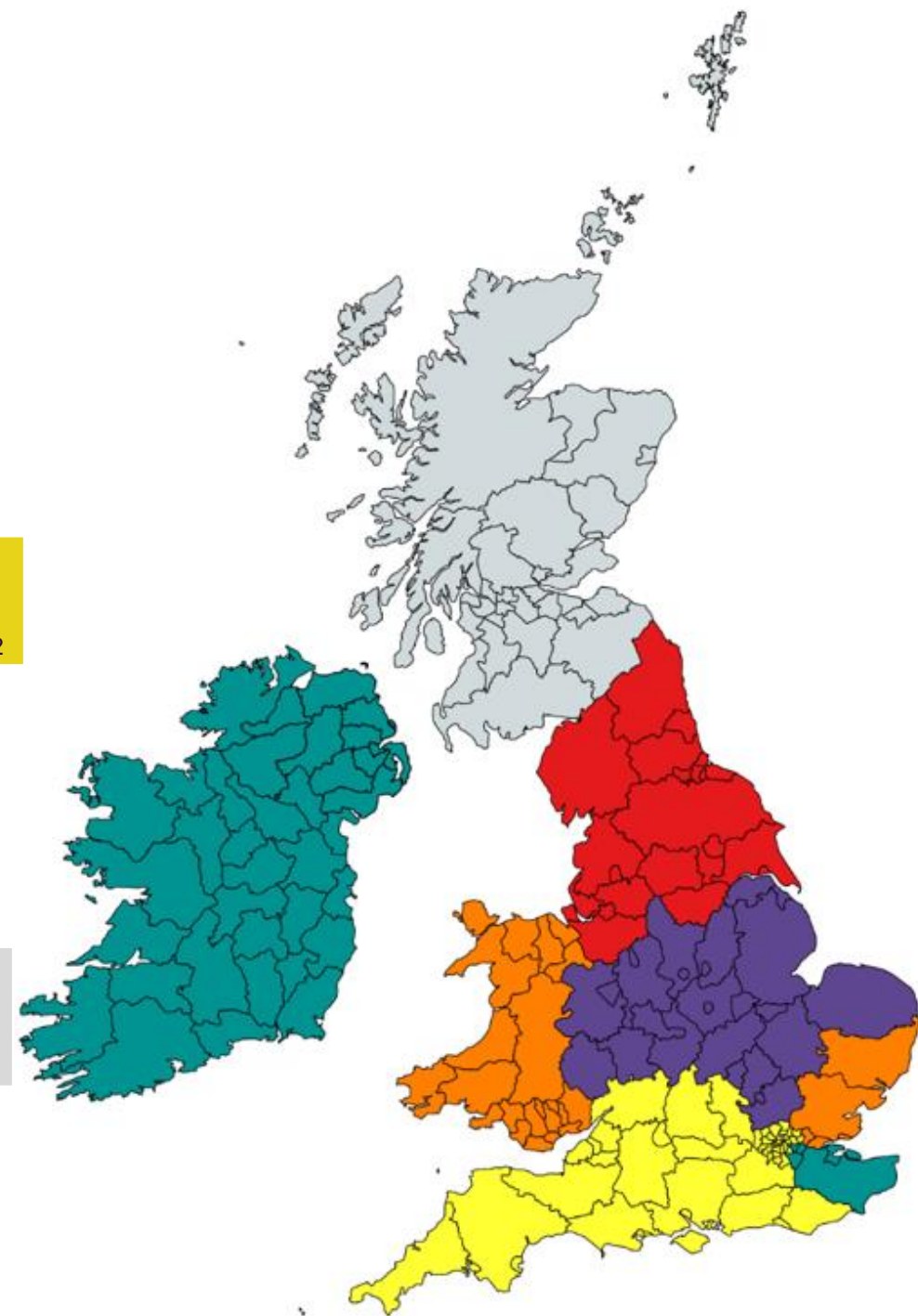
T: 01206 911 246 M: 07498 903029



Paul Saunders

Email Paul [here](#) or call

T: 01206 911204 M: 07734 556008



Contact information



<https://www.gatewayqualifications.org.uk/>



enquiries@gatewayqualifications.org.uk



01206 911 211

