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apprentice

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**Aptem at work —  
Prevista**



**Apprentice case study**

## Case study — Prevista

Founded in 1996, Prevista delivers government funded services in the four areas of employment, skills, youth provision and enterprise. They specialise in youth interventions to enable young people to move on in their lives, employment programmes for people who are looking for work, and self-employment programmes for people looking to start up or develop their own business.

A core part of Prevista's services is delivering apprenticeships for 16–18 year-olds and the 19+ sector, and they have around 2500 apprentices on their system. Because of the large number of apprentices they manage, finding a way to manage them all is critically important.

And that's where Aptem comes in.



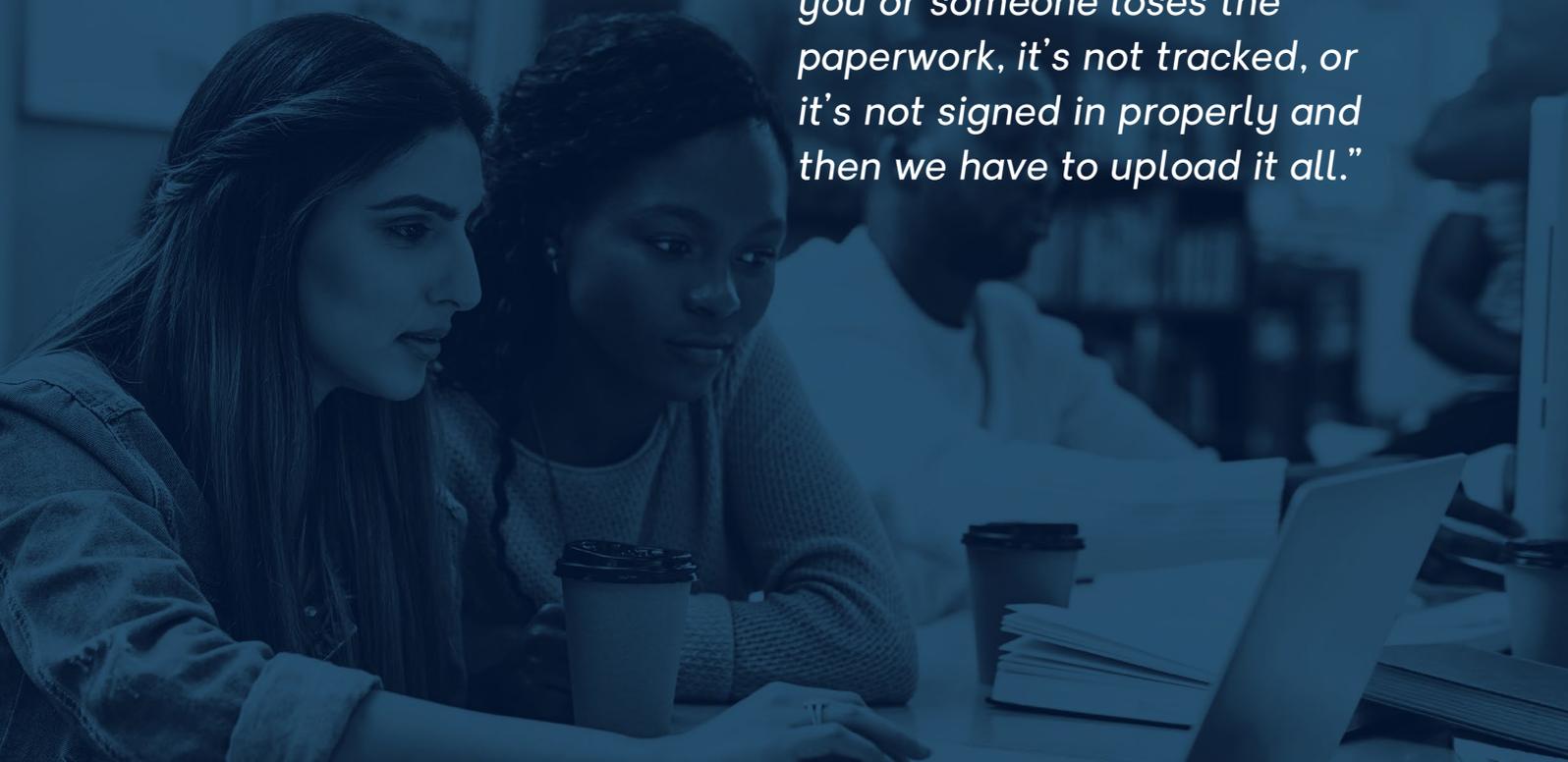
## The challenge

As any training provider knows, the apprenticeship system is complex. Prevista's Managing Director, James Clements Smith, argues that their main challenges include finding clients, paperwork, audit, compliance and subcontracting:

*"There are issues that we have to deal with regarding partners whom we subcontract with and also stakeholders and funders: for example, making sure that the work we've actually done is evidenced so we can draw down the funds."*

When they first started delivering apprenticeships, they had some legacy products to manage them – four or five different systems including spreadsheets, elastic bands, suitcases of paper turning up from supply chain partners:

*"Often on a Friday," says Clements Smith, "it looked a little bit like Heathrow Terminal 4 here. Because we had 16 or 17 supply chain partners turning up with suitcases full of paperwork. And that became quite ridiculous because it then means you're operating like you are at Terminal 4 in terms of suitcases. Also, human error creeps in, because you or someone loses the paperwork, it's not tracked, or it's not signed in properly and then we have to upload it all."*



## A system to deal with pinch points

Prevista were looking for an end-to-end system that would manage their apprenticeship programmes efficiently. That meant a system which could onboard learners in all their programmes, track them, making sure the paperwork was in place to draw down funding, and manage supply chain partners.

Importantly, they needed a system to make sure ESFA and Ofsted compliance could be easily handled.

Says Clements Smith, *“I looked at the work we had already done with Richard Alberg and MWS with MyWorkSearch for employment. In the end,*

*I decided, with the involvement of my senior management team, that Aptem was going satisfy audit compliance, partners, paperwork and Heathrow Terminal 4. Moreover, making sure that we were fully compliant with our funders and that our supply chain was in order.”*

*“Aptem allows us to have real time data on all of our services and products. It also allows us to see at any point of time where our learners are in their journey and to see whether we are compliant with Ofsted and our funders’ requirements, without having to spend an inordinate amount of time trying to figure that out. That was really important to us.”*

## 2500

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## A supportive team

Prevista knew that once they adopted Aptem, its mobilisation was going to be speedy. They were confident that the Aptem team “*would engage with us on some of the issues that might be particular to Prevista – that was quite vital because I didn’t want to be involved in a long mobilisation process,*” says Clements Smith.

Prevista also knew that the team at MWS were looking to develop and evolve Aptem in line with changes in the market over the coming years, changes that involved the levy, the introduction of Standards, the adult education budget and Prevista’s traineeship programmes. All of these changes could be managed under one system, which was vital to growing Prevista’s offering efficiently.

The implementation of Aptem went very smoothly. The Aptem implementation team – John Brightwell and Pete Earls – were able to engage effectively with senior management, were flexible in their mobilisation approach and were organised:

*“There were weekly meetings. Two or three telekits a week. Proper project plans. Proper dates that were stuck to. Any issues that we had that were particular to Prevista were able to be raised and then dealt with.*

*“There was a commonality concerning how we had to deal with national funders, national programmes and requirements of our funders. But at the same time, there was also an eagerness and enthusiasm from Richard Alberg and his team to make sure that Prevista itself was satisfied.”*

## Final words

Clements Smith says that the Aptem platform is different from others on the market because it is the only platform that is an end to end system.

*“There are others who are close,” he argues, “but sometimes they’re built on legacy systems.”*

*“They don’t look forward to the future and the new world in which we operate and the levy, non-levy compliance, Ofsted, 20% off-the-job, employer contribution and the intricacies of that.*

*But most important of all, they don’t enable real time, accurate, end-to-end reporting of how your delivery is progressing, and your business is operating, and what you need to change in order to ensure success.”*

*“My message to other providers is to have a look. Successful providers need data informed delivery, blended learning and operational efficiency and Aptem enables this.”*





Find out how Aptem can help you with all aspects of AEB, traineeship and apprenticeship delivery.

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