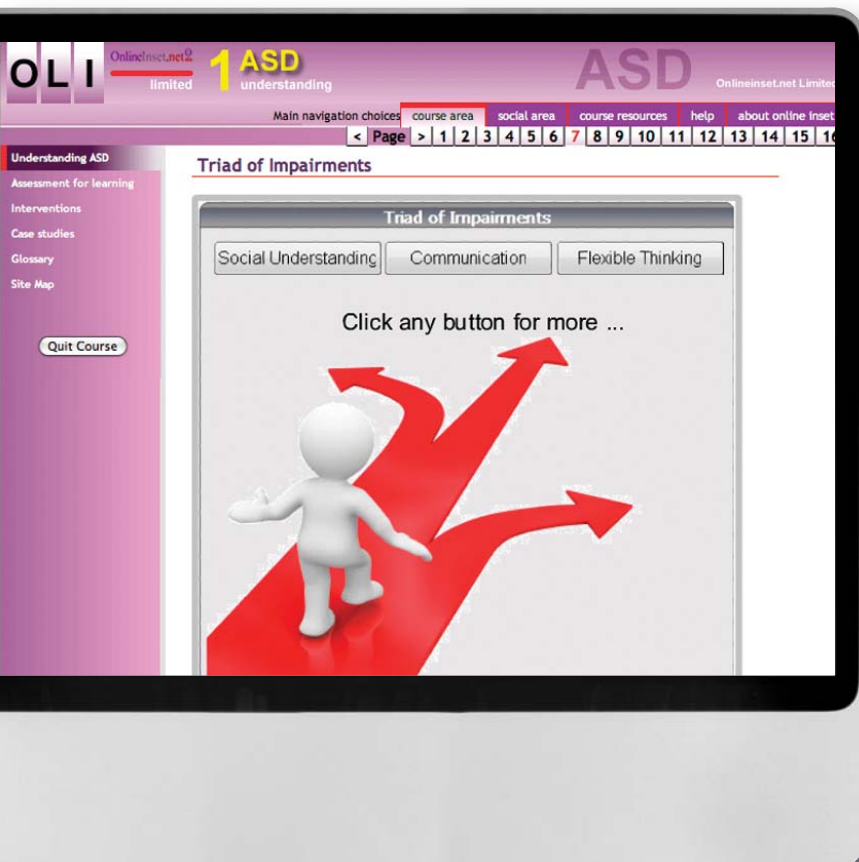


# Delivering OnLineInset as a Traded Service



## The way ahead

Online training for those working  
with children and young people  
with disabilities and  
special educational needs

**The Market**

OnLineInset was originally developed in response to the need to provide easy access to high-quality in-service training for teachers and teaching assistants working directly with children and young people with special educational needs. These might be ordinary class teachers who have a pupil included in their class, and teaching assistants employed to work specifically with individuals or small groups. The courses focus on Wave 2 and 3 interventions, and are therefore suitable for those working with statemented pupils, and those at school action or school action plus.

*Knowing that all the staff have done this training is fantastic and gives me confidence in the school. The course has made me look at the positives too, not just thinking about my son's difficulties.*  
**SM, East Sussex parent**

The courses cover a range of special needs at all phases of education. Whilst they have been specifically developed for those working in the education system, they are also relevant for others working with this group, including social and health care assistants, and many others in the community seeking to play an active role in the inclusion process. They have also been used with parents, and in a few cases with pupils themselves.

**Course evaluation**

Evaluation of the courses is built in using a Goal Attainment Scaling model which is accessed through the Learning Management System. The courses are accredited online, and organisations are free to seek further accreditation through their own existing arrangements.

**Subscription models**

The most cost effective way to get involved is to take out an annual subscription which gives unlimited access to all courses, and this includes training of your online tutors. The cost of subscription is based on the size of your potential user group, and those making good use of the courses can achieve a cost per participant of £25 or less.

Alternatively, pay-as-you-go options are available, providing access to an agreed number of participants, and these are particularly appropriate for organisations wishing to run a pilot.

**Current subscribers**

Approximately 45 Local Authority Children's Services and other organisations subscribe to OnLineInset. Over 30,000 teachers, teaching assistants and others have completed one or more of our online courses. Over 90% of these have used their course as an ongoing resource by referring back to it after completion.

**Delivery as a traded service**

The following examples have been developed as a result of discussions with subscribing children's services to support the delivery of the training as a traded service.

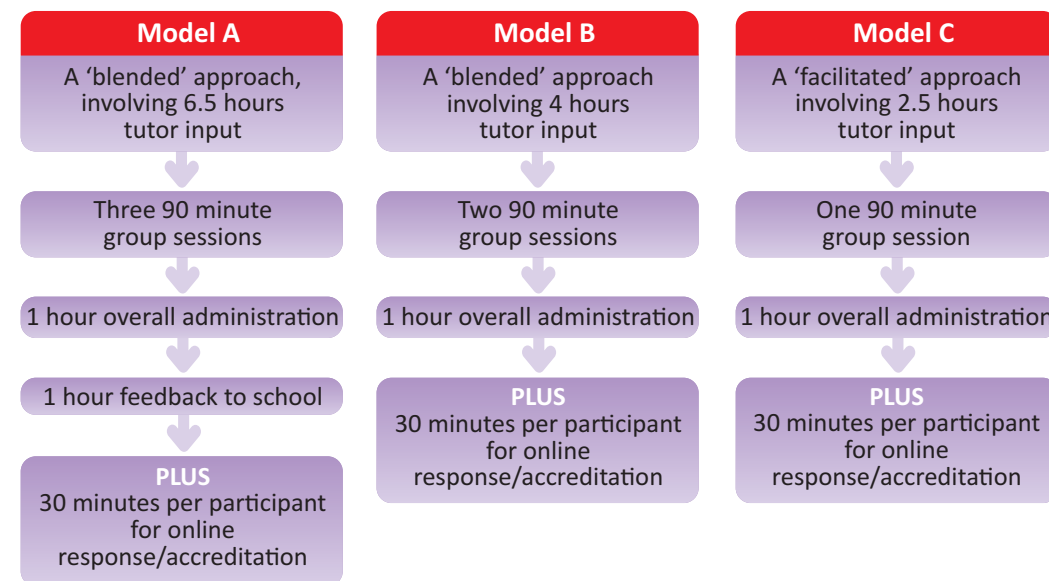
**Recovering the Costs of Delivery**

The amount an organisation charges for a participant to complete a course will be depend on a number of different factors:

- ▶ The cost of its licence – contact support@onlineinset.net for options
- ▶ Whether it plans to cover the licence fee only, or all incurred costs
- ▶ The average cost per tutor hour
- ▶ The delivery model adopted



**Example Delivery Models**



The separate document 'Example Costs for Delivery Models' provides examples of the costs of running a cohort, based on the delivery models described above.

**Why train online?**



- ▶ It provides a just-in-time solution meaning that training is available at any time it is needed
- ▶ Costs are lower than traditionally delivered courses, with fewer associated costs for schools such as travel and supply cover
- ▶ Consistency is guaranteed, and the content is regularly updated
- ▶ There is great flexibility in delivery in terms of both location and timing
- ▶ There are many opportunities to collaborate online and to learn from others
- ▶ Different learning styles are accommodated and feedback from course participants is universally positive

**The Learning Management System**

All the modules are underpinned by a sophisticated learning management system which provides detailed information including numbers and costs, allowing those delivering courses to track progress and to provide summary management information without further data gathering.

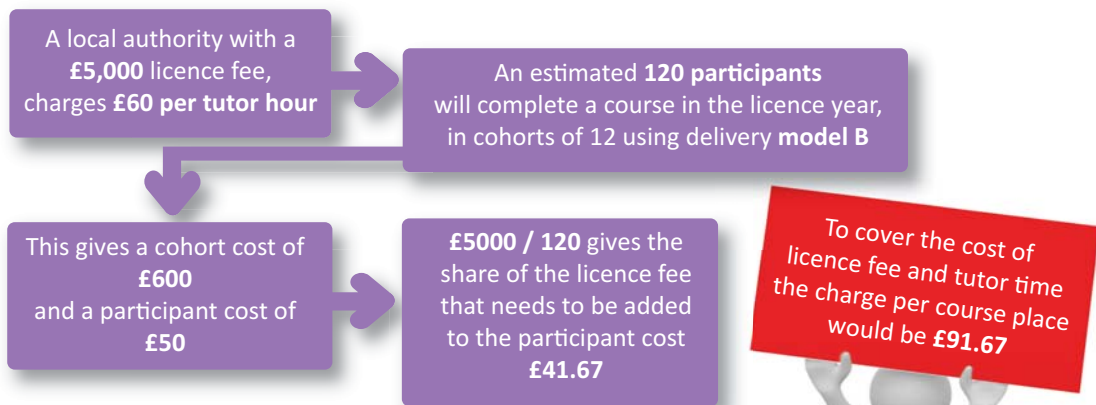
*I have done a lot of behaviour training and I can honestly say this is the best I have done. Every single bit of it was interesting and relevant - anyone who works with young people should do this course!*  
**AB, Wiltshire**

**How are the courses delivered?**

*I have learnt to control low level disruption immediately to avoid confrontation and escalating behaviour. This course has shown me that there are so many different approaches and techniques I can use in my daily work routine.*  
**AC, Luton**

Once an organisation has taken out a subscription there is great flexibility in how the modules are delivered. We normally recommend a blended learning model for each cohort of participants, in which there is at least one face-to-face session to get people started online. The courses are subsequently tutored online by those from the organisation who would normally provide support to schools. These might be educational psychologists, specialist and advisory teachers, speech and language therapists or other health professionals, outreach teachers, SENCOs and others. We estimate that each course participant generates 30 minutes of individual online tutor time, responding to forum discussions and providing feedback on goals and interventions.

**Example**



It may be necessary to factor in other expenses, for example, the cost of an IT room for group sessions. Some offset this by offering free course places to schools providing the facilities. You might also choose to factor in free places or cohorts for parents. To help factor in additional costs, and to try out different criteria, please use the ready reckoner available on our website by clicking on the 'traded services' tab.

**Next steps**



**Contact OnLineInset for an initial discussion to:**

- ▶ discuss options for meeting your training need
- ▶ arrange preview access for courses to determine their suitability

**If you decide to subscribe**

- ▶ Select the appropriate licence for your organisation
- ▶ Identify tutors for the courses you plan to deliver
- ▶ Choose the delivery model that meets your needs
- ▶ Advertise courses, costs and booking process via websites, events, meetings and leaflets
- ▶ Set up administration processes for bookings and payments
- ▶ Arrange a training session for tutors run by OnLineInset
- ▶ Participants begin courses

**What we offer**

- ▶ Initial training of your online tutors (included in the licence cost)
- ▶ Online and telephone support to tutors and course participants
- ▶ Fast, reliable, multimedia online content which is updated regularly
- ▶ A highly developed learning management system which enables you to monitor and track progress without further data gathering
- ▶ Goal Attainment Scaling (GAS) feedback which enables you to demonstrate impact on pupil outcomes
- ▶ Further tutor training at cost
- ▶ Marketing leaflets personalised to your organisation in PDF format
- ▶ The opportunity to contribute to the further development of OnLineInset



For further information go to [www.sentrain.net](http://www.sentrain.net)

Tel: 01273 50700 or email:

Jacqui Webber-Gant  
[training@onlineinset.net](mailto:training@onlineinset.net)  
Tel: 07817 545221

Hugh Clench  
[hughclench@onlineinset.net](mailto:hughclench@onlineinset.net)  
Tel: 01273 230718