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## Welcome

Welcome to the September edition of the Sunesis newsletter. At Perspective we aspire to keep all of our current and potential clients up to date with the latest industry news, as well as developments with our own products and services.

We are extremely proud that Sunesis is firmly established in the market and benchmarked for work based learning and apprenticeship systems. However, we do not intend to rest on our laurels; we aim to keep evolving Sunesis, to keep climbing upwards, in this industry to higher levels of functionality and experience, whilst naturally staying user friendly.

*"I would like to welcome all our new clients Beacon Education Partnership, Pathway Group, Lewisham College and Mid Kent College. Here at Perspective we value all of our clients input and are always happy to help with any queries that may arise whilst using our systems."*

Paul Davis – Managing Director

## You Spoke, We Listened

Here at Perspective the Sunesis team looks to continually develop our software systems based on feedback from you, the customer. We ensure to listen to our wide-ranging customer base to help constantly evolve our products to meet demand as and when necessary.

Based on our clients feedback;

- We ensure you are satisfied with our products.
- Offer support for any queries that may arise.
- All data is fully cleansed before going live.
- Clients receive frequent updates and product news.
- We include funding submissions.
- You are now able to view and edit learner files at anytime.

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## KEY FUNCTIONALITY

### New Product Module

Along with our three other modules, the Sunesis Recruitment Manager Module provides organisations with an easy and efficient facility to recruit.

The new product module allows our users to:

- Register and convert potential employers into full Sunesis employers.
- Construct employer vacancies which are available for potential candidates to search.
- Register and automatically “screen” potential candidates.
- Approve, reject or assign candidates to suitable vacancies.
- Convert a candidate into a full learner within Sunesis.
- Quickly and easily locate and manage vacancies and candidates with multiple filters.

### Funding Profiler

To further enhance the significant changes that have been made to Sunesis in line with the 2011/12 funding methodologies, Perspective will shortly be launching funding profiler. This additional functionality will enable our clients to forward profile learner volumes and associated funding, making the task of future profiling easier and less time consuming.

This flexible tool will allow users to accurately plan future income streams in accordance with predicted enrolment figures, whilst running in line with all Government funding regulations. The profiler will be broken down to allow analysis of a range of parameters for example contracts, funding partners or assessors. Funding profiler will also allow organisations to take full control of both the learning and business side of employer and learner responsive provision.

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## What's Coming Next?

### Sunesis app for iPhone and iPad

Sunesis is currently undergoing a development scheme to release an app for iPhone and iPad so you will be able to view and edit your learners files wherever you go. We shall keep all clients updated with the latest news before launching.



## Question Time

Perspective have decided to put together a small competition where one of our lucky customers will be picked at random for the chance to win an iPad. All you have to do is answer these 5 quick questions below.

1. How does Sunesis help you in your daily tasks?
2. What do you like most about Sunesis?
3. What features could you not live without?
4. What do you find most frustrating about Sunesis?
5. How can we improve Sunesis?

To answer the questions for a chance to win an iPad contact Sophie Davis on 0121 5069548 or email [sophie.davis@perspective-uk.com](mailto:sophie.davis@perspective-uk.com)



## INDUSTRY NEWS

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### Should unruly teenagers leave school at 14?

Lord Digby Jones has voiced his opinion on young unruly teens, recommending that pupils as young as 14 should leave school and enrol onto an apprenticeship training programme rather than looking to continue their college education.

Lord Jones explained that pupils should not be forced to stay in school

*"We've got to appreciate that the world's changed and there are loads of kids in school today who at 14 are more mature, and so many of them are disruptive"*

until they are 16 years of age. He recommended that, rather than staying in a secondary school, they should be allowed to attend a technical college for a few days a week on a vocational course to study going into a business or public sector employer. This would enable attendants to further their education and on-site skills to help further their chances of finding employment in today's overcrowded jobs market.

### UK and Chinese Government Collaborate

The Memorandum of Understanding (MoU) was signed during an official visit to Beijing, China, by Further Education, Skills and Lifelong Learning Minister John Hayes. The Skills Minister said as there are many productive collaborations between the UK and China, this MoU will build on these positive foundations with the aim of building a stronger relationship. There will be five key areas of activity, which are:

- Trials of apprenticeships in China drawing on UK models and expertise.
- Expanding the mutual recognition of qualifications and vocational education providers.
- Support for institutional partnerships including joint course development and student / teacher exchanges.
- Joint development of e-learning and remote learning facilities.
- Sector specialists from the UK and China working together to develop curriculum material and training resources.

Regarding the agreement, the Skills Minister said: "[The MoU] will open up a fantastic array of valuable and enriching opportunities for vocational education colleges and other organisations in both the UK and China."

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### University Applications Continue to Increase

University applications have increased by a further 1.4 percent (9,000) on 2010 applications, but the number of available places has still remained the same.

With available university places failing to increase, coupled with additional students looking to apply prior to the increase in tuition fees, this will leave a larger proportion of students unable to attend university this year.

Those who fail to meet their desired A-level grades will be faced with the three options - going into clearing, re-applying next year or looking for work.

Last year over 50,000 students found places through clearing, with tuition fees rising up to £9,000 next year many students are unlikely to be able to afford such high expenditure, meaning they will be forced to look for employment in an already saturated jobs market.

Those who fail in their attempt to find a university place this year are being advised to apply for an apprenticeship to further their education. The government has looked to champion apprenticeships over the past year, with the number of accepted apprentices this year having sky-rocketed to over 100,000.



Year	Applied	Accepted	Missed out
2010	688,310	479,057	209,253
2009	639,860	481,854	158,006
2008	588,689	456,627	132,062