



inseta
INSURANCE SECTOR EDUCATION
AND TRAINING AUTHORITY

EMPOWERED TO **INFLUENCE** AND **INSPIRE!**

EXPRESSION OF INTEREST (EOI) FOR STRATEGIC (SPECIAL) PROJECTS

INSETA hereby notifies all INSETA Stakeholders to submit proposals for Strategic (Special) Projects that are Innovative in addressing Critical and Scarce Skills within the Insurance and Financial Related Services Sector through various interventions. The funding window for Strategic Projects opens on the **05 January 2024** and closes on the **29 February 2024** and all proposals must be forwarded to **Proposals@inseta.org.za** – **All submissions forwarded later than 16H00 on the 29 February 2024 will not be considered.**

The following Organisations are eligible to forward Proposals:

1. Employers in the Insurance and related-services sectors.
2. Public and Private Higher Education Institutions
3. Skills Development Providers
4. Insurance Professional Bodies
5. Non- Profit Organisations
6. Private Organisations
7. Public Organisations
8. Organised Labour (Trade Unions in the Insurance Sector)

Important Components to include in Proposal:

1. Clear indication of proposal focus area.
2. Complete Project Plan with implementation methodology of the full scope of the project from start to completion.
3. Budget Breakdown (Per Learner Cost and Total Cost) – Show all line items in the budget.
4. Implementation Methodology (including recruitment process for beneficiaries)
5. Region/Province where the project will be implemented.
6. Clearly indicate co-funding percentage split (where Applicable)
7. Innovative Proposals aligned to the INSETA focus areas.

Please Note:

1. All proposals forwarded must in PDF Format and forwarded to the correct email address Proposals@inseta.org.za NB: No Proposals forwarded to any other INSETA email address will be considered.
2. No Hand delivered/Hard Copy copies of Proposals will be accepted.
3. All submissions that do not comply with the criteria will not be considered.
4. All proposals should contain sufficient information to allow the INSETA to make a fair determination on awarding/not awarding funds.
5. Funding on Strategic Project is subject to availability of funds.
6. Approval for programmes by INSETA Employers will be subject to the successful compliance with WSP/ATR submissions requirements.

Proposals focus areas:

It shall be noted that the proposals on any of the below interventions can be a co-funding proposal where a stakeholder indicate co-funding split with INSETA. This only applies to stakeholders willing to co-fund, it's not compulsory on all proposals. Below are the focus areas:

SECTION A: Small Micro Enterprise and Cooperative Support Programmes

below are proposed interventions to support SMEs and Cooperatives to market their products and services effectively and retain or attract new clients:

1. Business Skills,
2. Risk Management Skills,
3. Regulatory Compliance Skills,
4. Financial Management Skills
5. Continuous development programme.

SECTION B: Leadership Development Programmes

Prospective Applicants/ Higher Education Institutions to submit expression of Interest to deliver a twelve (12) months management programmes.

1. The programmes should be registered with SAQA, credit bearing and aligned to:
 - NQF Level 6 for Junior Management,
 - NQF Level 7 for Middle Management
 - NQF Level 8 for Senior Management.
2. The programmes are aimed at developing a transformed leadership with the potential to respond to rapid and complex industry change with agility and a positive, innovative, visionary mind-set.
3. **(OPTION 1)** Proposals to indicate clearly where Higher Education Institutions can deliver Leadership Development Programme with an international immersion preferably in Africa.
4. **(OPTION 2)** Proposals to indicate clearly where Higher Education Institutions can deliver Leadership Development Programme.

SECTION C: Skills Programmes for Trade Unions

1. Programmes aimed at supporting trade union members employed in Insurance Sector with relevant Scarce and Critical Skills to support upskilling and reskilling.
2. Proposals will be accepted from Trade Unions for interventions planned for implementation with the Sector.
3. Development Programme.

SECTION D - Skills Programmes for TVET College Lecturers

1. INSETA accredited Skills Development Provider must apply
2. Programme to be for 32 credits for a 10-day Short Skills Programme and one day insurance capacitation day
3. 25 TVET College Lecturers to be enrolled on the programme
4. The SDP must confirm three Industry Experts to Present in the Insurance Capacitation Day
5. The SDP is required to Book a Training Venue that will accommodate and cater for the Beneficiaries.
6. The SDP must conduct the programme in a specific province, lecturers to be recruited from TVET colleges within a particular province.
7. This learning programme will comprise of the following unit standards from the Further Education and Training Certificate: Short Term Insurance, NQF Level 4, and SAQA ID 49929. The full credit value of this programme is 32 credits.
8. Funding covers (10-day Facilitation of TVET College Lecturers, 1-day Insurance Capacitation Day by Industry Experts, Catering for Beneficiaries, Printing of Material, Assessment and Moderation, Venue Hire, Certification of Beneficiaries)

SECTION E: STEAME Programme

Any eligible organisation to apply for a three to six months support initiatives for Science Technology Engineering Art Mathematics Entrepreneurship learners in High schools and Public Higher Education Institutions

SECTION F: Short Skills Programme

1. Invite for Skills Development Provider or Higher Education Institutions to implement Skills Programme for Unemployed Youth or Employed beneficiaries.
2. The proposal should cover any of the below emerging occupations in the Insurance Sector:
 - a. BI Analyst
 - b. Risk Analyst
 - c. AI Expert
 - d. Data Scientist
 - e. Data Analyst
 - f. Cloud Architect
 - g. Cyber security Specialist
 - h. U-X Specialist
 - i. Drone Pilot



SECTION G: Academic Support Programme (Wrap-Around Programme)

The programme is aimed at supporting students to improve their academic results, increase chances of career prospect and to contribute towards their quality of life.

1. Invite for Higher Education Institutions to implement academic support for Unemployed Youth registered with Higher Education Institution.
2. Qualification supported must be aligned to the Top Scarce and Critical skills.

SECTION H: Employability Programme

The programme is aimed at supporting unemployed youth with workplace experience and on the job training, to increase chances of career prospect and to contribute towards their quality of life.

1. Invite for Employers in the sector and Skills Development Providers to run programmes in the rural or township areas that lead to employment for such as Learnerships, Internships and Work Integrated Learning (WIL).
2. Qualification supported must be aligned to the Top Scarce and Critical skills.

SECTION I: Career Practitioners training

1. INSETA invite proposals from SDPs or Higher Education Institutions to run a two-day workshop. The first day shall be for 20 High school life orientation teachers, and the second day shall be for the 20 TVET Career Development Practitioners (working in the College Student Support Services).
2. This initiative aims to capacitate the Life Orientation Teachers and TVET Colleges Career Development Practitioners with Career Guidance information on the top 10 critical scarce skills and occupations in the insurance sector
3. The workshop must be conducted in one specific province and beneficiaries must be from the that specific province.
4. The two-day career guidance workshop should consist of the following components
 - a. The curriculum derived from the INSETA top 10 scarce and critical skills with a focus on future skills in the insurance industry
 - b. Career counselling techniques (aligned to the High schools' learners and TVET college students)
 - c. Equip career LO teachers and career practitioners with strategies to empower beneficiaries to deal with their career lives.

SECTION J: Entrepreneurship and business development programmes – Unemployed Youth

The programme is aimed at supporting unemployed youth with innovative business ideas that will stive in the insurance sector, in order to convert unemployed youth from being job seekers to job creators.

1. INSETA invite eligible organisations to apply for a 12 – 18 month start-up support programmes
2. The proposal must be accompanied by at least two references letters indicating the experience of the applicant in implementing entrepreneurship programmes
3. The programme should consist of the following components:
 - a. Training component on entrepreneurial skills
 - b. Business development support and mentorship
 - c. A stipend of R5000 per learner for only the 12 months duration of the project
 - d. Start-up grant, a minimum of R100 000 per qualifying business. INSETA encourages co-funding on the start-up grants.