




**inseta**  
INSURANCE SECTOR EDUCATION  
AND TRAINING AUTHORITY

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

# EXPRESSION OF INTEREST FOR STRATEGIC PROJECTS 2025/26

INSETA hereby notifies all INSETA Stakeholders to submit Expression of Interest for Strategic 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 **6<sup>th</sup> November 2024** and closes on the **17<sup>th</sup> December 2024** and all Expression of Interest must be forwarded to **Proposals@inseta.org.za** – **All submissions forwarded later than 16H00 on the 17<sup>th</sup> December 2024 will not be considered.**

## ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:

1. All EOIs and Proposals are to be submitted to [Proposals@inseta.org.za](mailto:Proposals@inseta.org.za) on a pdf format.
2. Sections that require proposals applicant organisation must ensure full response to the advert section. Proposals must be on a company letterhead, fully completed and signed.
3. Sections that require EOI, the prescribed template must be signed and fully **completed link >>** 
4. EOIs and Proposals received from any other e-mail address will not be considered.
5. No Hand delivered/Hard Copy copies of EOIs and Proposals will be accepted.
6. All submissions that do not comply with the criteria will not be considered.
7. All EOIs and Proposals should contain sufficient information to allow the INSETA to make a fair determination on awarding/not awarding funds.
8. Funding on Strategic Project is subject to availability of funds.
9. Approval for programmes by INSETA Employers will be subject to the successful compliance with WSP/ATR submissions requirements.
- 10. Where the Applicant Organisation has not received the outcome of the application after three months of the window closure must consider their EOI or Proposal unsuccessful.**

[www.inseta.org.za](http://www.inseta.org.za)



**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:

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Expressions of Interest must be submitted by Higher Education Institutions, Skills Development Providers, Professional Bodies, Industry Association and Organisations that have an active MoU with INSETA.
2. Priority will be given to programmes that have CPD points.
3. Proposed Programmes but not limited to: (Business Skills, Risk Management Skills, Regulatory Compliance Skills, Financial Management Skills, Continuous development programme).
4. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

All enquiries with regards to the application must be sent to: [mapulan@inseta.org.za](mailto:mapulan@inseta.org.za)

**SECTION B: BURSARY FOR WORKERS: LEADERSHIP DEVELOPMENT 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.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Public and Private Higher Education Institutions to submit expression of Interest to deliver a twelve (12) months management programmes.
2. The programmes should be registered with SAQA, credit bearing and aligned to the below:
  - NQF Level 6 for Junior Management.
  - NQF Level 7 for Middle Management.
  - NQF Level 8 for Senior Management.
3. All programmes must have a minimum of 120 credits with either of the two options below:
  - (OPTION 1) Expression of Interest to indicate clearly where Higher Education Institutions can deliver Leadership Development Programme with a local or regional or international immersion.
  - (OPTION 2) Expression of Interest to indicate clearly where Higher Education Institutions can deliver Leadership Development Programme without an immersion, preferably e-learning.
4. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

All enquiries regarding the application must be sent to: [mapulan@inseta.org.za](mailto:mapulan@inseta.org.za)



**SECTION C: SKILLS PROGRAMMES FOR TRADE UNIONS TO SUBMIT EXPRESSION OF INTEREST FOR PROGRAMMES AIMED AT SUPPORTING MEMBERS EMPLOYED IN INSURANCE SECTOR WITH RELEVANT SKILLS FOR THE PURPOSE OF UPSKILLING AND RESKILLING.**

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. The Trade Unions to submit proposal on the capacitation of members within the Insurance sector.
2. The implementation of training must be undertaken by an accredited implementing partner who has demonstrable experience within the SETA space.

All enquiries regarding the application must be sent to: [mapulan@inseta.org.za](mailto:mapulan@inseta.org.za)

**SECTION D: TVET LECTURERS EXPOSURE TO THE INSURANCE SECTOR THE INTERVENTION AIMS AT INTRODUCING TVET LECTURES TO THE INSURANCE INDUSTRY THROUGH SHORT SKILLS PROGRAMME.**

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. **ONLY INSETA** accredited Skills Development Provider must apply.
2. TVET College Lecturers to be enrolled on the programme.
3. The SDP must confirm three Industry Experts to present in the Insurance Capacitation Day (Names and organisations).
4. Lecturers to be recruited from TVET colleges within one province.
5. The 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.
6. 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).
7. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

All enquiries regarding the applications must be sent to: [NtebellengP@inseta.org.za](mailto:NtebellengP@inseta.org.za)



**SECTION E: STEAME PROGRAMME** THE INTERVENTION IS AIMED TO SUPPORT MATRICULANTS IN IMPROVING MATRIC RESULTS LINKED TO SCIENCE, TECHNOLOGY, ECONOMICS, ACCOUNTING, MATHEMATICS AND ENTREPRENEURSHIP.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Expression of interest to be submitted by Organisations that conducted similar programmes previously.
2. Period of intervention shall be within the academic year for the learner support programme in High schools.
3. The scope of the programme to include the below:
  - Tutoring Sessions (after school and on Weekends)
  - Career guidance relating to the Insurance Sector and Mentoring
  - Computer literacy
  - Health, leadership and life skills
  - Curriculum enhancement
4. Applicant Organisation must demonstrate how they innovatively run the support programme.
5. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

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**SECTION F: ACADEMIC SUPPORT PROGRAMME (WRAP-AROUND PROGRAMME)** THE PROGRAMME AIMS TO SUPPORT STUDENTS TO IMPROVE THEIR ACADEMIC RESULTS, INCREASE CHANCES OF CAREER PROSPECT AND TO CONTRIBUTE TOWARDS THEIR QUALITY OF LIFE.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Expression of interest to be submitted by Organisations that conducted similar programmes previously.
2. Qualification supported must be aligned to the Top Scarce and Critical skills.
3. The scope of the programme to include the academic and non-academic support or psychosocial support.
4. Details of the higher education institutions and the provinces where the student originates from. (Priority will be given to rural universities).
5. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

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**SECTION G: CAREER PRACTITIONERS TRAINING** THIS INITIATIVE AIMS TO CAPACITATE THE CAREER DEVELOPMENT PRACTITIONERS WITHIN HEIS PLACED IN THE STUDENT SUPPORT OFFICES WITH CAREER GUIDANCE INFORMATION ON THE TOP 10 CRITICAL SCARCE SKILLS AND OCCUPATIONS IN THE INSURANCE SECTOR.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Expression of Interest to be submitted by Skills Development Providers (SDPs) and Higher Education Institutions (HEIs).
2. The programme will be a Career Practitioner Training Session.
3. The training session for Career Development Practitioners recruited from any HEI (University, UOTs, TVETs, CETs).
4. The scope of the programme to include below:
  - Workshops conducted virtual and recruitment.
  - Career counselling techniques, methods and/or principles (aligned to the HEI students).
  - Equip career practitioners with skills, methods and strategies to empower beneficiaries to deal with their career lives in the HEIs.
  - Development of training material.
5. Expression of Interest must be from any of the 9 provinces and the details of the HEIs should be provided.
6. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

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**SECTION H: ENTREPRENEURSHIP AND BUSINESS DEVELOPMENT PROGRAMME** AIMS TO SUPPORT UNEMPLOYED YOUTH OR WORKERS TOWARDS STARTING THEIR OWN SMALL BUSINESS IN THE INSURANCE SECTOR THROUGH INNOVATION CHALLENGES.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Expression of interest to be submitted by Organisations that conducted similar programmes previously.
2. The start-up support programme duration will be for 12 - 18 months.
3. The scope of the programme to include below:
  - Recruitment process of beneficiaries
  - Entrepreneurial skills programme
  - Business development support
  - Mentorship and coaching
  - Programme cost to include stipend and start-up grants.
4. The Expression of interest to outline the type of business start-ups on completion of the programme.
5. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

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**SECTION I: CAPACITY BUILDING WORKSHOPS ON CAREER DEVELOPMENT SERVICES** AIMS TO CAPACITATE THE TEACHERS PLACED IN RURAL HIGH SCHOOLS TO EMPOWER LEARNERS WITH THE VAST CAREER OPPORTUNITIES IN THE INSURANCE SECTOR.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. Expression of Interest to be submitted by Skills Development Providers (SDPs) or Higher Education Institutions (HEIs) and Organisations that conducted similar programmes previously.
2. The scope of the programme to include below:
  - Career Development Workshop
  - The workshop shall be for a minimum of 12 High School Teachers.
  - Career Guidance session high school learners must be conducted.
  - Recruited from Mpumalanga and Free state provinces from three high schools in any of the rural areas.
  - Programme outline to include Career counselling techniques and capacity building of Teachers to provide support in career opportunities in the insurance sector linked to the top 10 scarce and critical skills.
  - Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

All enquiries with regards to the applications must be sent to: [NtebellengP@inseta.org.za](mailto:NtebellengP@inseta.org.za)

**SECTION J: EMPLOYABILITY PROGRAMME – RURAL PROJECTS** AIMS AT SUPPORTING UNEMPLOYED YOUTH AND GRADUATES (INCLUDING PEOPLE WITH DISABILITIES) TO INCREASE CHANCES OF CAREER PROSPECTS BY UNLOCKING OPPORTUNITIES OF EMPLOYMENT WITHIN INSURANCE SECTOR.

**ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:**

1. The proposal must be submitted by Organisation that has experience in data base management learner support, placement and data analytics.
2. The scope of the programme by the applicant Organisation to include below:
  - Conduct an analysis and consolidate the data of all INSETA beneficiaries on employability for the last five years.
  - Analyse the beneficiaries data and create a well-maintained database which can be used to link the beneficiaries to market opportunities.
  - Support beneficiaries with short skills programme which are work readiness and assessment.
  - Link the beneficiaries with employment opportunities.
3. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

All enquiries with regards to the applications must be sent to: [NtebellengP@inseta.org.za](mailto:NtebellengP@inseta.org.za)

## SECTION K: INSETA STRATEGIC PROJECTS STIPEND DISBURSEMENT MANAGEMENT SOLUTION

### ALL STAKEHOLDERS MUST NOTE THE FOLLOWING:

1. The proposal must be submitted by Organisation that has experience in stipend disbursement management solution.
2. The scope of the programme by the applicant Organisation to include below:
  - Customisation of an already existing solution to meet the INSETA's requirements.
  - Install and maintain the stipend disbursement solution for a period of one years.
  - Maintenance
  - Records management
  - Provide banking solution for the beneficiaries
  - Collect and collate learner information and submit the reports in the prescribed format
  - Disbursement of beneficiaries stipend
3. Demonstrate how the solution will be secured against cyber-attacks and must have disaster recovery mechanism - i.e. Backup and Disaster Recovery Plan.
4. Organisation and team experience:
  - Company profile
  - Team Lead: CV outlining experience and copies of qualifications
  - Project Team: CV outlining experience and copies of qualifications
5. Applicant Organisations will be required to submit two contactable reference letters confirming similar work done not older than three years.

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