

John Yarham CEO (Interim) c/o The Careers & Enterprise Company 120 Aldersgate St. London EC1A 4JQ

Dear Mr Yarham

CAREERS INFORMATION, ADVICE AND GUIDANCE (CIAG) SUPPORT FOR SCHOOLS AND COLLEGES - GRANT VARIATION

The variation order to our Grant Funding Agreement to take effect from 1 April 2025 is as follows:

Variation to the Grant Funding Agreement with: Careers & Enterprise Company

Dated: 25 April 2024

Variation Number: 04

The following amendments to the Grant Funding Agreement apply from the effective date:

Grant Offer Letter

1) What is the Funding for? is updated as follows:

The amendments will vary the funded activities to respond to Ministerial priorities with a change in focus to deliver the objectives listed in paragraph 1:

- Objective 1 Drive continuous improvement in careers education against the Gatsby Benchmarks through ongoing investment in core careers infrastructure.
- Objective 2 Drive implementation of a national work experience (WEx) guarantee (aligned to DfE statutory guidance), with a focus on schools serving disadvantaged communities, and delivered via intensive Careers Hub support for educators and employers.
- 2) How much funding is available and for how long? is updated as follows:

- Cost FY 2025-26 £14.64m
- 3) Updated Annex E is attached to reflect changes to the budget allocation for the variation of Funded Activities.
- 4) Annex F has been updated to reflect changes to the aims and objectives of the funding.
- 5) Updated Annex H is attached to reflect the changes to the payment schedule.
- 6) The existing Annex J Qualitative and Quantitative Report template will be updated to reflect changes set out in this variation and will continue to be used to monitor progress against the aims and objectives detailed in Annex F

Grant Funding Agreement

7) Annex E – Details of Grant Resource Budget Allocation, Table 1, is updated as follows:

Activity	Cost FY24-25 (£m)	Cost FY25-26 (£m)	Total Cost (£m)
1(a): A unified careers system			
System Investment	£15.51	£0	£15.51
National oversight and support	£5.60	£0	£5.60
Contracted payments to ASK contractors	£2.22	£1.29	£3.51
1(b): Continuous improvement i	n careers educa	ation	
System Investment	£0	£6.70	£6.70
National oversight and support	£0	£3.42	£3.42
2(a): Skills, training and work ex	perience		
System Investment	£1.88	£0	£1.88
National oversight and support	£4.04	£0	£4.04
2(b): Implementation of a nation	al work experie	nce (WEx) gua	rantee
System Investment	£0	£1.08	£1.08
National oversight and support	£0	£0.91	£0.91
Central Support Costs			
Governance and Operational	£2.74	£1.24	£3.98
Support			
Total Cost	£31.99	£14.64	£46.63

8) Annex F – Aims and Objectives of the Funding:

"Goals and Key Activities and Performance Indicators" – are updated as follows:

Objective 1. "A Unified Careers System built on quality and coordination" is updated to be named "Drive continuous improvement in careers education against the Gatsby Benchmarks through ongoing investment in core careers infrastructure".

The updated objective combines goals, key activities and performance indicators that previously sat under the original Objective 1 (A Unified Careers System built on quality and co-ordination) and Objective 2 (Skills, training and work experience) **excluding** goals, key activities and performance indicators that relate to support for the delivery of work experience.

The updated goals, and updates to key activities and performance indicators in relation to this objective are in the following table.

Updated Goals for Objective 1:	Link to original goals (where activities/KPIs have been updated or deleted):	Key Activities and Performance Indicators:
Continuous	Objective 1 -	Careers Hub core support:
improvement against the Gatsby Benchmarks:	Oversee the national network of Careers Hubs (in	The following activities and performance indicators are updated as detailed:
Careers Hub core support: Maintain funding, oversight and support for Hubs in partnership with Local and	partnership with Local/Combined Authorities) across England.	 [By December 2024] Ensure all Careers Hubs produce a Careers Hub Plan (drawing on CEC's strategic objectives, including the promotion of ATE) outlining how they will contribute to the local, unified careers system. Updated to:

Combined/Strategic Authorities.

- Careers Leader training, including pilot SEND top-up training and CPD support to implement updated Gatsby Benchmarks.
- Embed the <u>Careers</u>
 <u>Impact System</u>
 through the
 national rollout of
 the internal
 leadership and
 peer-to-peer
 reviews via
 Hubs/Trusts.
- Enhance careers leadership through the national Communities of Improvement.
- Development for teachers and the wider education workforce.

[By September 2025] Support the development of Hub delivery plans in every Hub that secure impact and value for money against GFA objectives.

• [By September 2025] Support newly devolved areas with a co-designed partnership agreement to maximise impact on young people and co-investment, building on the learning from the two Trailblazer deals.

Updated to:

[By September 2025] In line with devolution, support Strategic Authorities with a codesigned partnership agreement to maximise impact for young people and coinvestment.

The following activities and performance indicators have been moved from Objective 2 – Increase the quality and quantity of workplace experiences available to young people, and are updated as detailed:

• [By September 2025] Maintain and support at least 4,000 Enterprise Advisers across the Careers Hubs network.

Updated to:

[By September 2025] Continue to report the number of Enterprise Advisers across the Careers Hub Network.

The following activities and performance indicators have been moved from Objective 1 – *Raise* standards and improve consistency through the development and implementation of connected frameworks, and are updated as detailed:

• [By September 2025] Roll out Careers Hub Quality Standards to all Careers Hubs, providing responsive training, targeted resources, and sharing best practice. This will include a particular focus on the support Hubs provide to those who are most

disadvantaged and specific support for SEND and how they can build on efforts to Continue to raise awareness of ATE routes. increase the quality, quantity and impact of Updated to: business outreach through the roll-out [By September 2025] Careers Hubs Quality Standards developed to identify and share best practice, promote consistency and highlight areas of improvement including for those who are of the Employer Standards and most disadvantaged. The following activities and performance indicators have moved from Objective 2 - Raise associated support. awareness of Apprenticeships and Technical Education (ATE) pathways, and are updated as with a focus on detailed: engagement from Government priority • [By September 2025] Working with the wider skills system: sectors. o Ensure stronger connections between Careers Hubs and wider sources of support for young people including Early Connect, the ASK programme, and the Apprenticeship Ambassador Network. Updated to: [By September 2025] Align and support national and local programmes including Local Skills Improvement Plans, Local Growth Plans, Youth Guarantee, Apprenticeship Ambassador Network, T Level Ambassadors, Growth Hubs, Uni-Connect. Objective 1 -**Customer support and upskilling:** Develop and maintain digital The current activities and performance indicators are updated as detailed: products to support the Careers [By September 2025] Maintain at least 3,500 schools connected to Compass+. System. Updated to: [By September 2025] 3,800 schools are connected to Compass+ via their management

information system [MIS].

Objective 2 - Train and develop new Careers Leaders, teachers, and leaders.	 135,000 Future Skills Questionnaires (FSQ) to be completed by students in schools between September 2024 and August 2025. Updated to: 230,000 Future Skills Questionnaires (FSQ) to be completed by students in schools between September 2024 and August 2025. The following activities and performance indicators have been deleted: Improve the user experience for all audiences, informed by user research to improve integration and integration with other products. Development work to support the national rollout of Compass Post-16 evaluation to ITPs. Careers Leader training: The following activities and performance indicators are updated as detailed: [By September 2025] Deliver 600 additional training places for Careers Leader training (to reach a cumulative total of 4,400) through a combination of face-to-face and distance learning for new Careers Leaders and top-up programmes for those who have received prior historic training. Updated to:
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[By September 2025] Deliver one National Excellence Seminar.
The following activities and performance indicators have been added:
[By September 2025] Develop learning outcomes and commission providers for SEND specialist top-up training.
Embed the Careers Impact System:
The following activities and performance indicators are updated as detailed:
[By September 2025] Further embed the Careers Impact System to quality assure practice in schools and colleges (including how they are raising awareness of ATE) via the national roll out of Peer-to-Peer Reviews via Careers Hubs and Multi-Academy Trusts.
Updated to:
[By September 2025] Continue the planned national roll-out of the Careers Impact System Internal Leadership and Peer-to-Peer Reviews through training and support.
Continued rollout of the Employer Standards & associated support to increase the quality and quantity of employer outreach, as a catalyst for stimulating meaningful work experience:
The following activities and performance indicators are updated as detailed:
[By September 2025] Increase the scale of the Employer Standards framework nationally, through partnership with sectors, representative bodies, and careers providers, resulting in an additional 1,000 unique employers to have registered and

		submitted a self-assessment since launch in November 2023.
		Updated to: [By September 2025] Increase uptake of the Employer Standards framework nationally, through partnership with sectors, representative bodies, and careers providers, resulting in a cumulative total of 1,350 unique employers to have registered and
		submitted a self-assessment. This will support an increase in the pipeline of employers offering experiences for young people.
Digital tools:	Objective 1 - Develop and	Maintain Compass+:
Maintain Compass+ as a single platform,	maintain digital products to support	The following activities and performance indicators have been updated as detailed:
simplifying support for Careers Leaders.	the Careers System.	 [By September 2025] Scope and develop required revisions to Compass products as informed by Gatsby's Next 10 Review.
Integrate revised Gatsby Benchmarks to		Updated to:
track performance and Risk of NEET indicators to stimulate		[By September 2025] Launch updated Compass evaluations, in line with the revised Gatsby Benchmarks.
intervention.Maintain the digital		[By September 2025] Develop risk of NEET reporting.
tools and infrastructure to support Careers Hub		Updated to:
delivery and data collection, management and utilisation to		[By September 2025] Pilot phase 1 of the Risk of NEET Indicators (RONI) tool within Compass+.
support insight, performance and reporting.		[By September 2025] Develop and integrate the Careers Impact System self- evaluation tool.
·		Updated to:

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	Objective 1 - Develop and maintain digital products to support the Careers System.	 [By September 2025] Develop and launch a Careers Impact System Internal Leadership Review tool for Independent Training Providers within digital products. The following activities and performance indicators have been deleted: [By September 2025] Investigate options to develop Compass+ for FE. Maintain digital tools and infrastructure: The following activities and performance indicators have been added: [By September 2025] Maintain and improve all digital products, including EANR for Careers Hubs, the Employer Portal and the Careers & Enterprise Academy. [By September 2025] Maintain and improve digital products and infrastructure to support data collection, management, and utilisation, aligned to updated Gatsby Benchmarks and Statutory Guidance, to support insight, performance, and reporting. The following activities and performance indicators have been deleted: All Careers Hubs use EANR to support Teacher Encounters and caseload management of volunteers, including Enterprise Advisers. Scope the development of a digital tool to support Careers Hub Quality Standards.
Skills and partnerships:	Objective 2 - Raise	Raise awareness of ATE pathways:
Raise awareness of Apprenticeship and Technical Education (ATE) pathways with: Targeted support, coordination and	awareness of Apprenticeships and Technical Education (ATE) pathways.	 The following activities and performance indicators have been added: [By September 2025] Develop digital resources and guidance for teachers to raise awareness of technical pathways. To be available for schools from October. [By September 2025] Deliver a Key Stage 3 PAL Accelerator programme, directly supporting schools that are not PAL compliant at Key Stage 3 through targeted support.

	national digital		
	resources.	Objective 2 - Raise	Continue to embed the ATE Transitions Framework:
		awareness of	
•	Supporting schools and	Apprenticeships	The following activities and performance indicators have been added:
	providers to meet Provider Access Legislation (PAL) through tracking, connecting Hubs to	and Technical Education (ATE) pathways.	[By September 2025] Deliver activity, through Hub Delivery Fund/Hub Plans, that responds to the employer/stakeholder consensus around the key barriers to remove in each local area.
	networks of Independent Training Providers, other programmes and being		 [By September 2025] Plan and undertake activity across all Careers Hubs that removes barriers to accessing ATE for young people. A specific focus on local growth sectors and improving opportunities for employers to engage.
	a point of escalation for concerns.		The following activities and performance indicators have been deleted:
•	Maintaining focus on Gatsby Benchmark 7		Explore a 'college led' approach to supporting learners when accessing the Lifelong Learning Entitlement.
	through Hub strategic	Objective 2 -	Sector pipelines:
	plans.	Increase the	
	Continue to embed the	quality and	The following activities and performance indicators have been updated as detailed:
	ATE Transitions Framework locally, using it as a mechanism to identify barriers and support partners in addressing	quantity of workplace experiences available to young people.	 [By September 2025] Develop the Beacon Hub proposal with partners to attract additional investment and support for Hubs with a footprint in fast growing industries, e.g. Green and Digital, ensuring local careers provision addresses local economic opportunities. Deliver initial Beacon activity through at least one Careers Hub targeting one sector with one employer.
	them.		Updated to:
•	Sector pipelines, enabling more young people to develop		[By September 2025] Deliver the Logistics Careers Beacon Pilot in the Leicester and Leicestershire Careers Hub Network.
	interest in growth		The following activities and performance indicators have been added:

sectors aligned to local skills needs. Continue to provide universal offer to any sector or representative bodies that wants to engage with careers education.		 [By September 2025] Develop action plans with key representatives from Healthcare and Construction to boost the quantity and quality of employer outreach to schools and colleges. [By September 2025] Ensure the universal support offer for sectors is communicated via the corporate website and regular communications. Ensure connections are made to our place-based Careers Hub Network. Maintain an Employer Advisory Group comprising national, sectoral and direct business representation, activated to provide more experiences for young people.
	Objective 2 - Provide wrap- around support through Communities of Improvement, high quality resources, and the delivery of a Digital Academy to provide a cost- efficient sustainable training offer.	National communities of improvement: The following activities and performance indicators have been updated as detailed: • [By September 2025] Deliver national Communities of Improvement and three events annually for each group for advocacy and sharing best practice for Careers Hubs (Hub Leads and Enterprise Coordinators), Inclusion, Multi Academy Trusts, FE & Skills, Careers Delivery Providers. Updated to: [By September 2025] Deliver national Communities of Improvement to share best practice for Inclusion, Multi Academy Trusts, FE & Skills, Careers delivery Providers, Independent Training Providers. The following activities and performance indicators have been added: • [By September 2025] Deliver a national Community of Improvement to share best practice for Primary.

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Objective 2 - Train	Teacher and the wider education workforce development:
and develop new	
Careers Leaders,	The following activities and performance indicators have been updated as detailed:
teachers, and	
leaders.	 [By September 2025] Broaden careers awareness training to include provision for SENCOs, Pupil Premium leaders, and teachers with responsibilities for LAC, including virtual school heads. 250 completions of online SENCO and wider workforce learning modules.
	Updated to:
	[By September 2025] Promote and monitor the online teacher and wider workforce modules to the Careers & Enterprise Academy to deliver 500 x SENCo and wider education workforce learning modules.
	The following activities and performance indicators have been added:
	[By September 2025] Develop and deliver guidance for updated Gatsby Benchmarks.
Objective 2 - Train and develop new	Teacher Encounters:
Careers Leaders, teachers, and	The following activities and performance indicators have been updated as detailed:
leaders.	 [By September 2025] Extend the Teacher Encounters programme which allows teachers to explore the world of work first hand. The programme has a particular focus on schools serving the most disadvantaged young people and an explicit aim to raise awareness of ATE amongst teachers.
	Updated to:
	[By September 2025] Complete the Teacher Encounters programme which allows teachers to explore the world of work first hand. The programme has a particular focus on schools serving the most disadvantaged young people and an explicit aim to raise awareness of ATE amongst teachers.

	The following activities and performance indicators have been added: • [By September 2025] Develop a pilot to test teacher encounters in Initial Teacher Education programmes.
Objective 2 - Understand impact and improve quality, targeting and delivery.	 Understand Impact: The following activities and performance indicators have been added: [By September 2025] Pilot and subsequent roll-out of a suite of measurement tools (including Compass+, the Future Skills Questionnaire) for the updated Gatsby Benchmarks and work experience guarantee.

Objective 2. A new objective is added: **Drive implementation of a national work experience (WEx) guarantee (aligned to DfE statutory guidance)**, with a focus on schools serving disadvantaged communities, and delivered via intensive Careers Hub support for educators and employers. The following Goals, Key Activities and Performance Indicators are added:

Goals, key activities, and performance indicators relating to work experience that previously fell under the original Objective 1 (A Unified Careers System built on quality and coordination") and Objective 2 (Skills, training and work experience") have been moved to this new Objective 2, and new activities and performance indicators have been added.

Updates and additions to key activities and performance indicators are set out in the table below.

Objective 2 Goals:	Key Activities and Performance Indicators:
Enhanced Careers Hub	Work Experience (WEx):
offer for schools and employers serving disadvantaged	The following activities and performance indicators have been added:
communities:	• [By September 2025] All Careers Hubs to complete a WEx readiness diagnostic, identifying the barriers and enablers in their area for employers, schools and providers to inform next academic years' Hub delivery plan.
50 WEx Coordinator posts (or equivalent) in Hubs: Direct, intensive support is provided to schools with the highest	 [By September 2025] recruitment of up to 50 WEx Coordinator posts (or equivalent) will be at an advanced stage, and recruitment processes will begin across the Careers Hub Network upon commencement of this GFA Variation. The posts will provide direct, intensive support to schools with the greatest need from October 2025.
number of Free School Meal (FSM) students who	 [By September 2025] Use of ~30% of Hub Delivery Fund 2024-25 for readying the system for work experience and/or its delivery.
nationally track lowest against Gatsby Benchmark 6	The following activities and performance indicators have been moved from Objective 2 – Increase the quality and quantity of workplace experiences available to young people:
and have higher proportions of young	

people at risk of becoming NEET (approx. 800 schools). Support includes brokerage, employer engagement and adoption of the quality framework.

- [By September 2025] 85% of Careers Hub institutions are fully achieving Gatsby Benchmark 5 Encounters with Employers. Faster progress in Gatsby Benchmark 5 made by institutions in the upper two quartiles of FSM, special schools, and alternative provision compared to the progress made by the overall cohort.
- [By September 2025] 70% of Careers Hub institutions are fully achieving Gatsby Benchmark 6 Experiences of the Workplace. Faster progress achieving Gatsby Benchmark 6 made by institutions in the upper two quartiles of FSM, special schools, and alternative provision compared to the progress made by the overall cohort.

Universal Support:

Establish a baseline and demonstrate progress by constructing WExfocused supplementary questions to Gatsby Benchmark 6 Compass evaluation questions for

summer 2025.

 Develop a quality framework (equalex) and deliver pilots to model and share good practice and deliver professional development for Careers Hubs and Careers Leaders to ensure high-quality implementation.

Develop a quality framework (equalex) and deliver pilots

The following activities and performance indicators have been added as further extension for additional insight:

- [By September 2025] Deliver 5 Multi-Academy Trust pilots to test learning outcomes of the equalex framework.
- [By September 2025] Engage 3 stakeholder Advisory Groups (Education Leaders, Employers, and Careers Delivery Providers) for insight.
- [By September 2025] Complete the SME engagement pack, which will contain materials for any Careers Hub to encourage SMEs to learn more about workplace experiences to be disseminated and available to Careers Hubs from October 2025.
- [By September 2025] Expand the scale of equalex pilots, identifying the benefits, barriers and solutions to implementing the approach to maximise learnings for future scaling. Projects will focus on disadvantage, engaging providers, priority growth sectors and education.

The following activities and performance indicators have been moved from Objective 2 – *Increase the quality and quantity of workplace experiences available to young people*:

• [By September 2025] Work in partnership with schools and employers to pilot the three-part equalex model for learners and schools. The goal is to measure and raise the quality and impact of workplace experiences available to learners as they progress through secondary school.

- As part of pilots develop materials to engage SMEs in work experience.
- Refocus Cornerstone Employers and Enterprise Advisers to drive WEx.
- Remove administrative burdens: develop templates, systems and guidance on Health and Safety and Safeguarding (alongside other burdens).

• [By September 2025] Finalise and pilot the equalex model for learners and schools. Schools and colleges using the equalex framework at scale to improve practice.

Refocus Cornerstone Employers and Enterprise Advisers to drive WEx:

The following activities and performance indicators have been added:

'Cornerstone Employers and Enterprise Advisers are supported to and report that they feel equipped to support work experience evidenced by:

- All Careers Hubs in their Hub plans will record and report on their Cornerstone Groups Enterprise Advisers and readiness and engagement in work experience, including their plans for the 2025/6 academic year. Hub plans will be submitted to CEC in September 2025
- An Enterprise Adviser National Forum will be held in September 2025 that will support their preparation for work experience and capture their current readiness. Materials and tools will be provided to these groups alongside this forum
- In October 2025 Regional Cornerstone meetings (North, South and Midlands) will be held support their preparation for work experience and capture their current readiness. Materials and tools will be provided to these groups alongside these meetings

Remove administrative burdens:

The following activities and performance indicators have been added:

- [By September 2025] Identify specific barriers to delivering work experience.
- [By September 2025] Identify solutions to remove, transfer, and reduce administrative burdens, through the new model of work experience and agree next steps with DfE Careers Division.
- [By September 2025] Solutions that sit within the remit of CEC will be under development for implementation from October 2025 onwards.

• [By September 2025] Recommendations made to DfE Careers Division about how to work with other stakeholders who are accountable for different elements of the system (e.g. national guidance on safeguarding or insurance) to find solutions that will help streamline the system.

Tracking:

The following activities and performance indicators have been added:

• [By September 2025] Launch the work experience baseline questions in Compass+.

The following activities and performance indicators have been moved from Objective 2 – *Increase the quality and quantity of workplace experiences available to young people*:

• [By September 2025] Report on the evaluation findings from WEx pilot activity.

Maintain digital tools and infrastructure:

The following activities and performance indicators have been added:

- [By September 2025] Maintain digital tools and infrastructure to support the implementation of a national work experience guarantee, including work that enables the provision of guidance and resources, the capturing of insight and helps to reduce barriers by connecting hubs, educator, employers and opportunities.
- [By September 2025] Develop a digital delivery plan/roadmap to support the implementation of a national work experience guarantee.
- [By September 2025] Maintain and improve digital products, including Compass+, EANR, the Employer Portal and the Careers & Enterprise Academy, to support implementation of the guarantee.
- [By September 2025] Complete improvements to Compass+ activities functionality and begin work on partner API.
- [By September 2025] Launch of the first phase of the Hub plan management system.

Readying the system:	Support awareness raising:
Support awareness raising and build support around revised DfE Statutory Guidance including regional, multistakeholder engagement – educators, employers, and providers.	 The following activities and performance indicators have been added: [By September 2025] Pivot activity in 3 national communities of improvement, to ready stakeholders for work experience: Careers Hubs Multi-Academy Trusts Careers Delivery Providers [By September 2025] Deliver dedicated Careers Leader communications to support the implementation of the updated statutory guidance: Develop Careers & Enterprise Academy online resources, learning and exemplification of work experience.
 Multi-stakeholder CPD to deliver work experience aligned to a quality framework (equalex). 	 Deliver Careers Hub Connect sessions and Hub team Continued Professional Development.

9) Annex H – Proposed Grant payment schedule, Table for FY 2025-2026 is updated as follows:

This proposed schedule does not replace the requirement to submit claims in line with the payment arrangements for the grant. The Department intends to pay the Funding to The Careers & Enterprise Company in accordance with the following payment schedule, subject to The Careers & Enterprise Company meeting the requirements of this Grant Funding Agreement and the relevant duly completed claim forms (Annex C or D as appropriate) being received. All payments shown on the claims table relate to activities taking place between April and September 2025.

All payments relating to grant activity for this variation will be paid by October 2025, with final reconciliation in December 2025.

Grant Project Name		Careers Information, Advice and Guidance (CIAG) Support for Schools and Colleges	
Grant Reference Number		8552	
Period	Claim Submission	Proposed Payment	Proposed Payment
	expected on	Date	Amount (£)
April – June 2025	Signature of GFA	June 2025	3,900,000
July – September	19 th June 2025	Friday 4 th July 2025	8,590,000
2025			
October –	18 th September	Friday 3 rd October	2,150,000
December 2025	2025	2025	
(for payments			
made in arrears			
relating to Jul- Aug)			
Total proposed			14,640,000
payments			

We agree that all other terms and conditions of the Grant Funding Agreement remain unaltered and that no other liabilities, financial or otherwise, shall accrue to the Department because of the above amendment. We confirm acceptance of the variation on the terms specified above.

Authorised to sign for and on behalf of the Secretary of State for Education

Authorised to sign for and on behalf of the Careers & Enterprise Company

Signature Ceri D'Mello (Jun 10 2025 15:49 G

Signature

Date

Date 10/06/2025

John Yarham (Jun 6, 2025 13:53 GMT+1)

Name in Capitals Ceri D'Mello

Name in Capitals John Yarham

Address in full Address in full

CIAG Grant Offer Letter 2425 - Variation_FINAL

Final Audit Report 2025-06-10

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