

# LMP Group PICS Case study

## How LMP Group use PICS to maximise efficiency in their apprenticeship delivery



### About LMP Group

Established in 2004, LMP is an award-winning training provider delivering a range of apprenticeships across a variety of industry sectors, including specialist, professional and business, teaching, early years and sports. Their experienced tutors and support team deliver vibrant and engaging learning across the UK.

In 2022, LMP Group received 2-Star Outstanding accreditation from Best Companies and were shortlisted for an Education Investor Award in the Further Education/Vocational Education Provider category.

### Their Advanced experience

LMP Education have been using PICS for their apprenticeship delivery for several years. We spoke to Anna Falcucci, MIS and Data Manager, to find out more about how PICS is utilised day-to-day at LMP.

While she only joined LMP in 2020, Anna has had 10 years' experience using PICS in other organisations, making her perfectly placed to ensure that LMP were making the most of their PICS solution.

As MIS and Data Manager, Anna regularly makes use of the funding reconciler and QAR reconciler tools to ensure that LMP's ESFA reports are accurate and that the organisation is not missing out on any funding that it could be claiming. In the lead-up to hard close, PICS is used to check that all co-investment data, evidence and receipts are recorded correctly, making use of the consistency that comes from having all this data in one system.

One of the innovations in PICS use led by Anna has been the improvement of LMP's audit trail. Using file uploads, custom learner statuses and Destination and Progression data capture, LMP now track each learner from the moment they are entered into the system until they leave, with any potential audit gaps filled using PICS functionality.

At LMP, and in previous organisations, Anna has benefitted from the efficiency gains provided by PICS in financial management, achievement rate monitoring and especially report reconciliation. With PICS as a trusted second opinion to the ESFA, organisations like LMP are empowered to create their own streamlined processes for managing month end.

"For me, it made jobs that were taking me hours to do manually that much easier when we moved over to PICS ... the ability to pull in and reconcile all of that data and just get a list at the end of it is perfect. A five-minute job, not hours."

Anna Falcucci, MIS and Data Manager, LMP Group

### What drew you to PICS initially?

"It was the facility to be able to onboard remotely and have really good ILR data."

### Would you recommend PICS to other providers?

"Absolutely ... If your focus is about being able to have checks and balances about your finances, so you're not just accepting what the ESFA tells you ... PICS allows you to do that."

### How is your relationship with the PICS team?

"I've built up a very good relationship with many members of the team ... They are open to suggestions and they work with us to build them."