

L3 IT Technical Salesperson: EPA Fact Sheet

Purpose

This document distils the key requirements for End Point Assessment (EPA) for the IT Technical Salesperson Standard. The full [EPA plan](#) should be consulted for more details.

Gateway Requirements

There are no formal on-programme assessments on this Standard. All assessments are post-Gateway. Gateway is the start of the EPA period and MUST BE completed within 3 months. The Apprentice can only enter Gateway once the following requirements have been fulfilled:

- The Apprentice has achieved English and Mathematics at Level 2
- The employer is satisfied and confirms that the Apprentice has achieved occupational competence and is consistently working at or above the level set out in the occupational Standard (employer can take advice from Firebrand)
- The Apprentice completes and submits portfolio demonstrating the application of KSBs as mapped to AM2 (see below) and any supporting material to underpin the Professional Discussion

Assessment Methods

There are two distinct assessment methods (AMs), each mapped to a set of KSBs that the outputs of both AMs must evidence. The list of KSBs assigned to AM1 and AM2 can be found in the [EPA plan](#).

AM1 Work-based Project: This assessment method consists of a work-based project. The project MUST BE completed within 40 hours. The project presents evidence from a business-related project, while the project does not need to cover every competence, it must cover a broad breadth of the competence outcomes, understanding customer requirements and determining the most suitable solutions to sell, working effectively with colleagues to do so.

AM2 Interview: Once the completed the project is submitted back to the EAPO, the Apprentice has a minimum of seven working days' notice before the interview date is informed, the interview will last a minimum of 90 minutes.

Grading Outcomes

All EPA methods must be passed for the EPA to be passed overall. Both AMs are weighted equally in their contribution to the overall grade. Aggregation of grades along with detailed descriptors for Pass and Distinction criteria are contained in the [EPA](#). Apprentices who fail one or more assessment methods will be offered the opportunity to take a re-sit or a re-take within the EPA period.

On Programme Activities to Support EPA

Apprentices will spend the duration of the programme (pre-gateway) developing all KSBs in the occupational standard with a minimum of 20% off-the-job training. During this period they will also be compiling a portfolio of evidence to underpin the professional discussion.

