



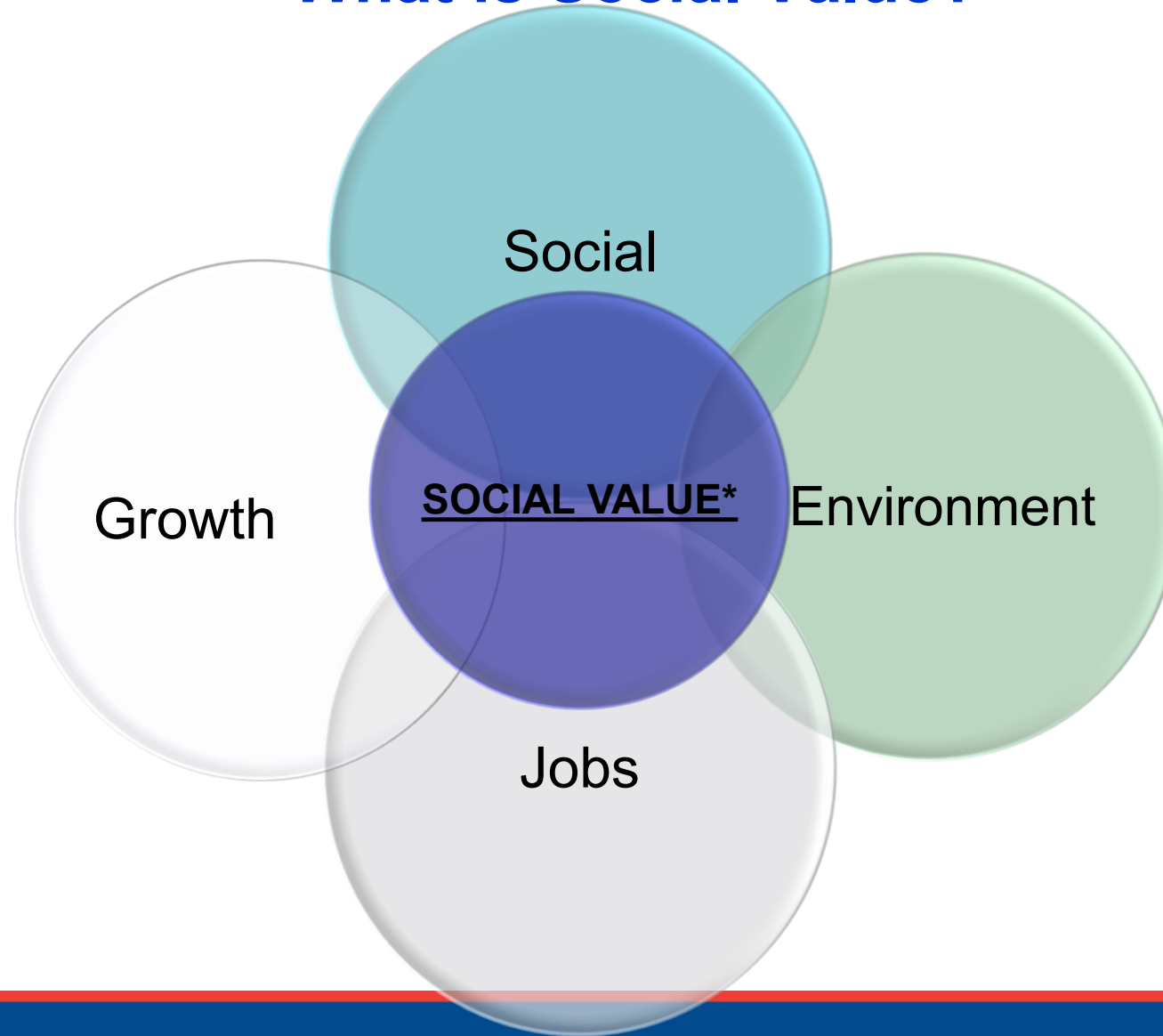
Social Value

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What is Social Value?



* Social Value in this context means **ADDITIONAL VALUE**. Don't include anything that is being delivered as part of the main contract specification.

Evidencing Social Value when you tender: The added value your organisation brings to Solihull with the goods, services or works you provide.

<u>How do you help your Community?</u>		<u>How do you reduce your Environmental Impact?</u>		<u>How do you contribute to Economic Growth?</u>	
<u>What do you do?</u>	<u>How do you make it happen?</u>	<u>What do you do?</u>	<u>How do you make it happen?</u>	<u>What do you do?</u>	<u>How do you make it happen?</u>
<ul style="list-style-type: none"> > Enabling additional services > Matched fundraising > Use of facilities for community benefit > Employer supported volunteering > Community Funds/ supporting fund-raising > Sponsorship 	<ul style="list-style-type: none"> > Corporate Social Responsibility > Governance > Targets > Strategy/ Action Plan > Ethos/ Culture 	<ul style="list-style-type: none"> > Waste minimisation > Responsible Recycling > Reduce usage > Influence what others do > Reduce Travel/ Mileage > Education 	<ul style="list-style-type: none"> > Policy > Action Plan > Measuring and Monitoring > Governance > Training > Knowledge 	<ul style="list-style-type: none"> > Buy Locally > Job Creation > Employ Locally > Skills/ Training > Supporting economic regeneration > Support employment from disadvantaged groups 	<ul style="list-style-type: none"> > Local Recruitment > Use local supply chains > Governance > Action Plan/ Targets
<u>How do you evidence it?</u>		<u>How do you evidence it?</u>		<u>How do you evidence it?</u>	
<ul style="list-style-type: none"> > Record what you do > % or numbers used to put in context > Record against priorities > Report to targets 		<ul style="list-style-type: none"> > External accreditation e.g. ISO14001 > Measure usage and reduction > CO2 measure 		<ul style="list-style-type: none"> > Identify and record > % or number of local employees > £ or % spent in Solihull > Report against priorities > Record meeting targets 	

- Let Employees choose charities to support
- Develop employee initiatives
- Build SV into your contracts
- Lead from the top
- Adopt a measurement framework
- Listen to your stakeholders
- Start with the basics, but start somewhere

Theme	Outcomes	NT Ref	RE Ref	Measures - Minimum Requirements	Units How it will be measured	VALUE PROXY	
Improving skills and access to good work	More local people in employment	NT1	RE1	No. of local direct employees (FTE) hired or retained (for re-tendered contracts) on contract for one year or the whole duration of the contract, whichever is shorter (within 15 miles of Solihull Town Centre)	No. people FTE	£31,461.00	
		NT1b	RE1a	No. of residents (FTE) from the listed sub-localities employed directly or through the supply chain as a result of your procurement requirements on the contract for one year or the whole duration of the contract, whichever is shorter. (Sub-localities are defined as: Chelmsley Wood; Kingshurst and Fordbridge - Smith's Wood.)	No. people FTE	£31,461.00	
		NT1c		No of local people (FTE) on contract employed through the supply chain (within 15 miles of Solihull Town Centre)	No. people FTE	£31,461.00	
	Take Action to improve life chances in our most disadvantaged communities	NT3	RE4	No. of employees (FTE) hired on the contract who are long term unemployed (unemployed for a year or longer) as a result of a recruitment programme	No. people FTE	£20,429.00	
		NT4	RE5	No. of employees (FTE) hired on the contract who are Not in Employment, Education, or Training (NEETs) as a result of a recruitment programme	No. people FTE	£15,382.90	
		NT4a		No. of 16-25 y.o. care leavers (FTE) hired on the contract as a result of a recruitment programme	No. people FTE	£15,382.90	
		NT6	RE7	No. of disabled employees (FTE) hired on the contract as a result of a recruitment programme	No. people FTE	£16,605.00	
	Improved skills	NT8	RE9	No. of staff hours spent on local school and college visits within Solihull borough e.g. delivering careers talks, curriculum support, literacy support, safety talks (including preparation time)	No. staff hours	£16.93	
		Improved employability of young people	NT11	RE13	No. of hours of 'support into work' assistance provided to unemployed people within Solihull borough through career mentoring, including mock interviews, CV advice, and careers guidance	No. hrs (total session duration)*no attendees	£105.58
			NT12	RE15	No. of weeks spent on meaningful work placements or pre-employment course; 1-6 weeks student placements (unpaid)	No. weeks	£194.50
Building a vibrant economy	Sustainable, quality provision for adults and children with complex needs: Vulnerable adults and children have care and support that meet their needs.	NT14		Total amount (£) spent with VCSEs within your supply chain (within 15 miles of Solihull Town Centre)	£	£0.12	
		NT15	RE18	Provision of expert business advice to VCSEs and MSMEs within Solihull borough (e.g. financial advice / legal advice / HR	No. staff expert hours	£101.00	
		NT16	RE19	Equipment or resources donated to VCSEs within Solihull borough (£ equivalent value)	£	£1.00	
		NT18	RE22	Total amount (£) spent in LOCAL supply chain through the contract (within 15 miles of Solihull Town Centre)	£	£0.099	

How to measure Social Value

SROI



Submitting a Good SV Bid

- Attend all Supplier engagement events
- Check the contract value
- Capability and capacity
- Remedies clause
- Don't just concentrate on the figures
- Look at our website
- Prioritised TOMs
- Check the definition of local.
- Allow enough time to consider your targets and put your bid together
- Don't forget to press "Submit"

Procurement Top Tips

- We usually award contracts to the supplier that offers the best overall **value for money** based on a combination of cost, quality and social value.
- We will assess your tender based on what it includes so **tell us how good you are** and don't assume we know your capabilities
- The **tender documents** we send out contain full details of our requirements and describe how to complete and return your bid.
- Carefully read the advert, specification and ITT documentation.
- **Be clear** about how, when and where to return your bid and comply with these requirements.
- Don't be afraid to ask if you need **clarification**.
- Be aware of the questions that will gain you the most marks. All of our tender documents include a breakdown of our **evaluation criteria** including how we will allocate scores and the marks available for each question.
- Fully answer all the questions you have been asked.
- Provide all information and **supporting evidence** requested and don't send us things we don't ask for.
- Do not request meetings to discuss your application, as these are against regulations.
- Submit your **best price** as negotiations are not possible
- **Allow sufficient time to upload your tender submission. Don't forget to submit!!**