

DfT VCSE  
Supplier Event  
Birmingham  
16 November  
2023  
Mark Phillips  
Department  
for Transport



# Agenda

Topic	Lead	Time
Welcome	Mark Phillips, Head of Commercial Lifecycle Assurance, Department for Transport	10:00
Keynote – Mayor of the West Midlands	Andy Street, Mayor of the West Midlands	10:10
DfT Commercial Director update	Paul Rodgers, Commercial Director, Department for Transport	10:20
Commercial Policy Update	Ian Edwards, Head of Commercial Strategy, Strategy, Policy and Capability, Department for Transport	10:30
Perceived barriers for VCSEs (QR code)	Rob Vaughan, Department for Transport	10:40
VCSE Crown Representative update	Claire Dove CBE, VCSE Crown Representative, Cabinet Office	10:50
Break		11:00
Mitie & Change Please Presentation	Jason Richards – Mitie Ken Love – Change Please	11:15
National Highways Social Enterprise DPS Presentation	Jo Wilkes – National Highways	11:35
Networking session	Department for Transport Transport Research and Innovation Grants & Catapult Network Rail High Speed 2 Ltd National Highways Crown Commercial Service Supply Chain Sustainability School Supply Change BSSEC AECOM Amey Atkins Realis BAM Nuttall Kier Mitie Change Please Morgan Sindall Skanska Telent WSP	11:50
Lunch		12:30
Networking continued	All above	13:00



Andy Street  
CBE Mayor  
of the West  
Midlands



Paul  
Rodgers,  
Commercial  
Director,  
Department  
for Transport



Department  
for Transport

# **VCSE Supplier Event Commercial Policy Update**

**Ian Edwards**

**Head of Commercial Strategy, Department for Transport**

# DfT's strategic aims & commercial priorities

Growing and levelling up the economy

Reducing environmental impact

Improving transport for the user



Our People



Digital and Transparency



How we work



Influence and scale

The right skills, expertise and knowledge are in place across the DfT Group to support our ambitious commercial agendas,



Data is used as a strategic asset, to aid business intelligence, decision making, and the identification of commercial opportunities across the DfT Group.



Simplified and efficient procurement processes which remove unnecessary reporting and bureaucracy. Consistently applied commercial standards and best practice.



DfT's unique influence and scale in its commercial activity is leveraged to its fullest effect to support the DfT's Strategic Priorities, unlock growth and provide value to the taxpayer.



# Some overarching principles



## Procurement Policy Note 05/21: National Procurement Policy Statement

[www.gov.uk](http://www.gov.uk)

- Creating new businesses, new jobs and new skills.
- Tackling climate change and reducing waste.
- Improving supplier diversity, innovation and resilience.

## Supplier Code of Conduct - v2

[publishing.service.gov.uk](http://publishing.service.gov.uk)

We expect our suppliers to act in a manner that is compatible with public service values, upholds the reputation of government, promotes innovation and expertise, opens up the market to small and medium-sized enterprises, and contributes to growth and prosperity in the UK.

# The five key areas we will cover

- **Transforming Public Procurement**
- **Playbooks**
- **Social Value**
- **Environmental Impact**
- **Innovation**





# Transforming Public Procurement

The Transforming Public Procurement programme aims to improve the way public procurement is regulated in order to:

- Create a simpler and more flexible, commercial system.
- Open up public procurement to new entrants such as small businesses and social enterprises so that they can compete for and win more public contracts.
- Embed transparency throughout the commercial lifecycle so that the spending of taxpayers' money can be properly scrutinised.

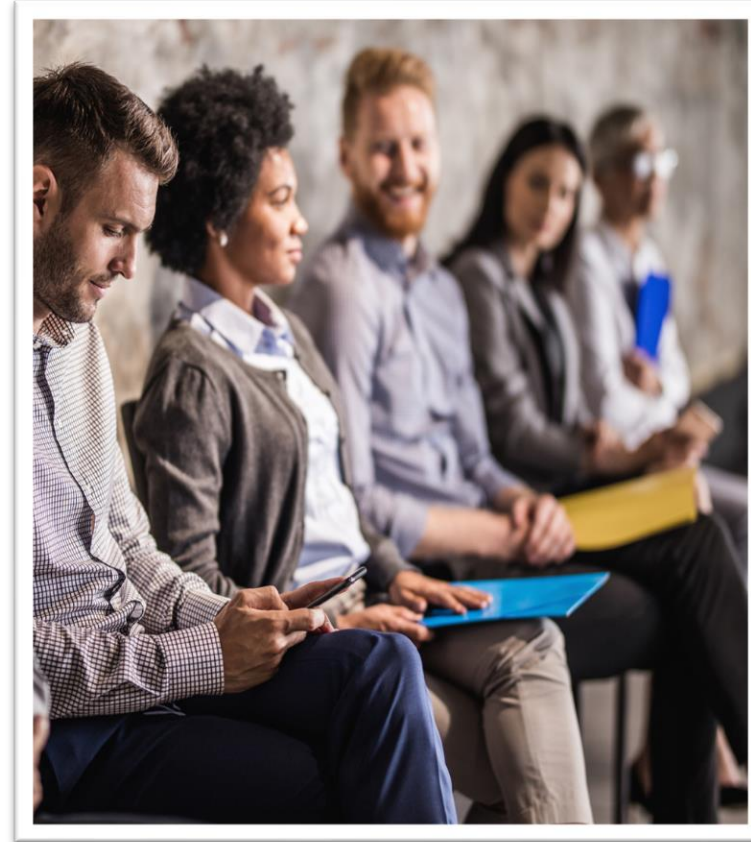
The Transforming Public Procurement policy is wide-ranging, aiming to make the new procurement regime different and better.

Check out the [Transforming Public Procurement landing page](https://www.gov.uk) at [www.gov.uk](https://www.gov.uk)



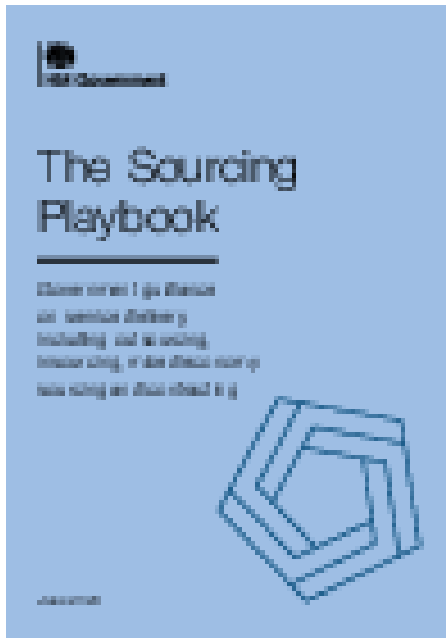
# What does this mean for VCSEs?

- New flexible procedures will mean better procurement outcomes.
- Strengthened requirement for pre-market engagement.
- Digital platform - all opportunities in one place, and “tell us once” approach to registration and an evidence locker system for bidders.
- Increased transparency - visibility of pipelines.
- Supplier feedback - requirement on public bodies to provide bid assessments.
- Strengthened prompt payment provisions.



# The Playbooks

## The Sourcing Playbook - GOV.UK



Updated Playbook published in June 2023 has renewed guidance around:

- Publishing commercial/procurement pipelines to provide a better expectation of future opportunities.
- Preliminary market engagement should actively seek out suppliers that can help to improve service delivery, including Voluntary, Community and Social Enterprises (VCSEs).
- Procurement processes should be of proportionate duration and effort to the size and complexity of the contract.
- Enabling VCSEs and start-ups to lead or be part of public sector supply chains.

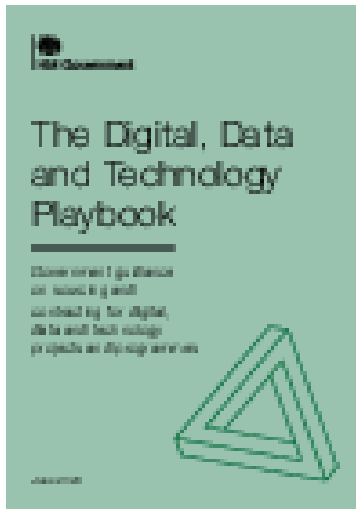
# The Playbooks



## The Consultancy Playbook - GOV.UK

Updated Playbook published in 2022 has renewed guidance around:

- prioritising knowledge generation and knowledge and skills transfer.
- engaging with the whole market including VCSEs.
- Key actions for contracting authorities to consider across the commercial lifecycle to facilitate access for companies of all sizes.



## The Digital, Data & Technology Playbook - GOV.UK

The Playbook recognises that VCSEs make a considerable contribution to the DDaT industry and have been key contributors to much of the innovation and product development that has emerged in recent years.

- The Playbook sets out expectations for suppliers, particularly where SMEs and VCSEs are engaged through their supply chain.
- See [publishing.service.gov.uk](https://publishing.service.gov.uk)

# Social Value

- DfT has implemented the Cabinet Office Social Value Model.
- This covers a range of social, economic, and environmental benefits.
- A minimum 10% of the overall award criteria for a procurement must now be attributed to questions focussing on a social value theme:
  - Tackling Economic Inequality
  - COVID-19 Recovery
  - Fighting Climate Change
  - Equal Opportunity
  - Wellbeing
- More information can be found in [Procurement Policy Note 06/20](#)



# Reducing environmental impact (1)

## Carbon reduction plans:

- Suppliers bidding for contracts over £5million per annum are now required to submit an organisational carbon reduction plan,
- This includes a public commitment to achieving net zero emissions within their organisation by 2050.
- Failure to do so will mean suppliers are excluded from going through to the next round of bidding.
- 
- More information can be found in [Procurement Policy Note 06/21](#)

## Construction Playbook:

- The Construction Playbook also requires suppliers to provide whole-life carbon assessments, Net Zero strategies, and to consider the environmental benefits of Modern Methods of Construction where possible.
- A new Net Zero specific guidance note has been published alongside the latest version of the Construction Playbook, and can be found [here](#).

# Reducing environmental impact (2)

## Science Based Targets:

DfT organisations, primarily Network Rail, are working with the Science Based Targets Initiative to set emissions reduction targets for themselves, and ultimately their supply chains, if they want to bid for and win DfT work.

## Demand for greener materials:

Working to ensure that DfT's pipelines are as complete as possible to give industry a clear picture of demand for low-carbon materials.



# Innovation: More flexible IPR



- **Option 1:** Buyer owns all New IPR with limited Supplier rights to all New IPR in order to deliver the Contract.
- **Option 2:** Buyer ownership of all New IPR with non-exclusive Supplier rights.
- **Options 3 & 4:** Supplier ownership of all New IPR with Buyer rights for the current contract only or broader public sector functions.
- **Option 5:** Options 2, 3, or 4, plus Buyer rights to a gain/profit share.

## **Supplier ownership should in future be considered for use where:**

- (a) There is no clear benefit in the Buyer owning the new IPR, or
- (b) Where any new IPR created cannot easily be separated from the Supplier's Existing IPR

See the [Model Services Contract Guidance published on Gov.uk](#) for further detail on how these options are intended to operate.



# Some SME initiatives to note:

## **Procurement Policy Note 01/18: Supply Chain Visibility - GOV.UK**

The Contracts Finder platform has been developed with new functionality that enables suppliers to Government to advertise subcontracting opportunities.

[www.gov.uk](http://www.gov.uk)

## **Procurement Policy Note 11/20: Reserving below threshold procurements - GOV.UK**

Opportunities to reserve procurements for SMEs / VCSEs - this means being able to run a competition and specify that only SMEs and VCSEs can bid.

[www.gov.uk](http://www.gov.uk)

## **Short form terms and conditions - GOV.UK**

Adoption of the Short Form Contract, aimed at avoiding the use of overly complex terms which can increase costs and act as a barrier to the involvement of SMEs.

[www.gov.uk](http://www.gov.uk)

**Any questions?**

**[dftcommercial@dft.gov.uk](mailto:dftcommercial@dft.gov.uk)**



# Perceived barriers for SMEs

## Open Discussion

- If you have not scanned this QR code already, please do so and answer our quick poll on perceived barriers for SMEs.





Claire Dove  
CBE, VCSE  
Crown  
Representative



Break

10 minutes

# Video

- <https://www.youtube.com/watch?v=IVMF7fhhpIU>

**CHANGE PLEASE**  
COFFEE



**RADICAL COLLABORATION**

"If we can just get a small proportion of coffee drinkers to simply change where they buy their coffee, we could really change the world," **Cemal Ezel, Founder of Change Please.**





# Who we are

Change Please was founded in 2015 to address the growing issue of homelessness in the UK and its catastrophic and draining effects on individuals and on society, in the UK and around the world.

We are an award-winning, unique social enterprise.

our mission is to end homelessness through selling great tasting coffee.

We help people experiencing homelessness by training them to become speciality coffee baristas, supporting them with everything that they need to turn their lives around.

We provide;

- **A Living Wage Job**
- **Housing**
- **Therapy**
- **Bank Account**
- **Onward Employment Opportunities**



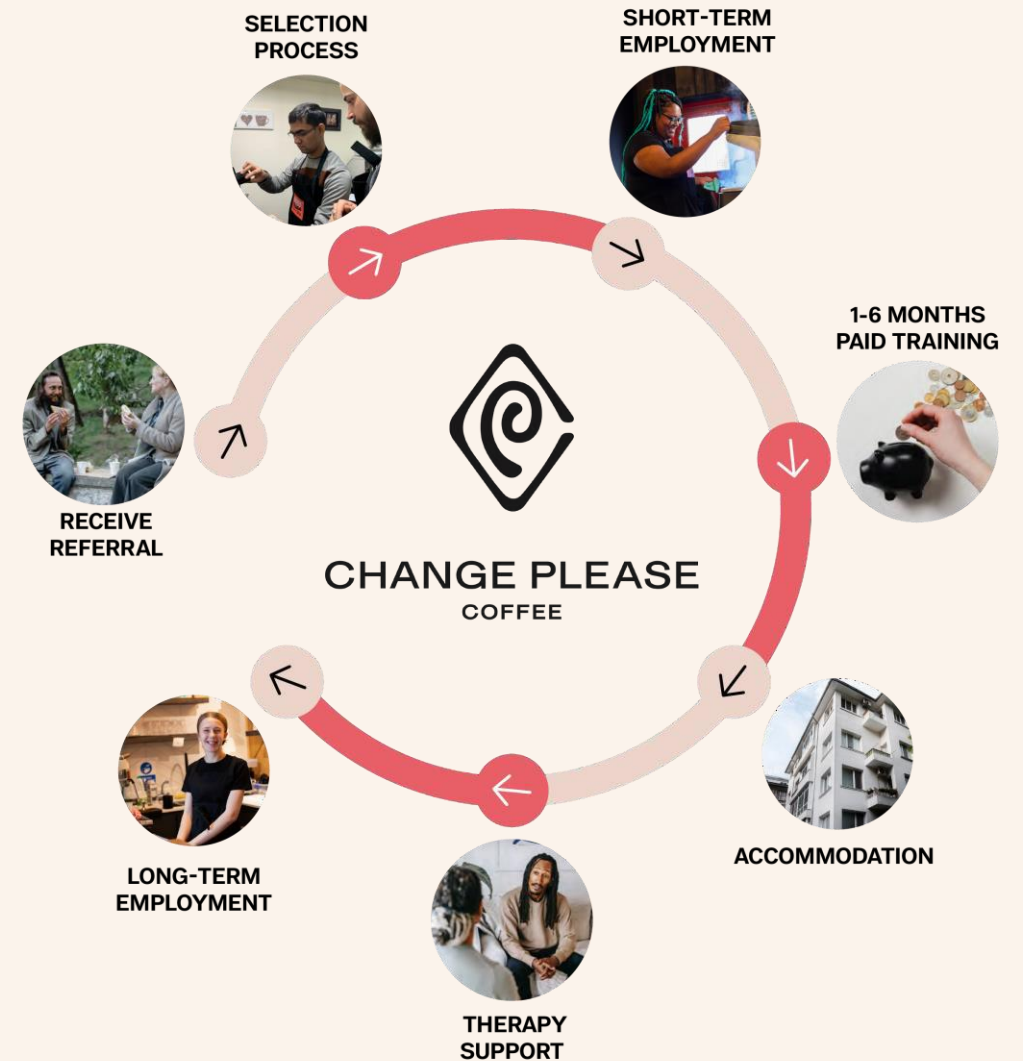


# Our Model

## Every cup counts

We use 100% of our profits to train people experiencing homelessness to be baristas, paying them the Living Wage, help with housing, therapy and onward employment.

On average every 562 cups of Change Please coffee sold generates enough money to pay for a day of barista training.

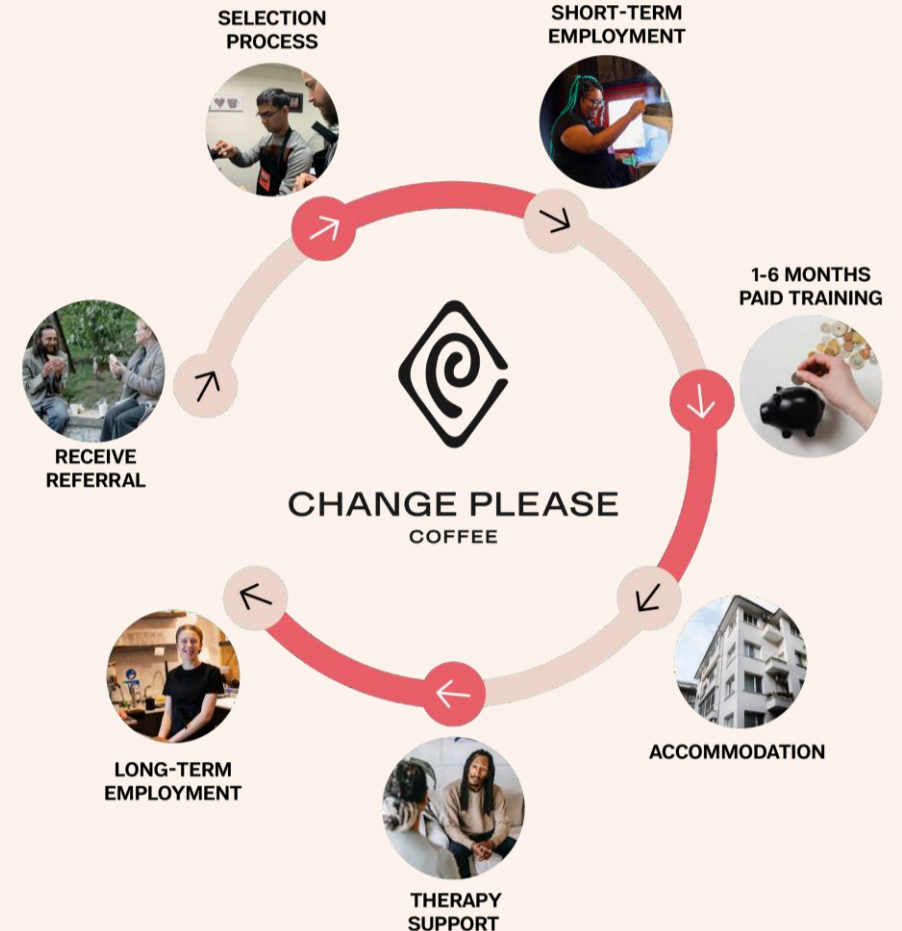


# Our Commercial Clients are the engine that drives our Impact

Our Impact begins and ends with our corporate partners



## Our Impact Model



- Relationship in place for 6 years
- The Rise Bakery / Providence Row partnership
- Launching Change Please as a coffee provider into Mitie government contracts
- Social Enterprise event at the Cabinet Office
- Placed 2 Change Please graduates into the FCDO
- The Change Please buses and HSBC
- SEUK / MSDUK networking event with Change Please and Mitie supply chain
- Volunteering event with Network Rail
- Nightingale Hospital – Manchester
- CV support and inviting graduates into the Shard
- Investing into Change Please to link with the foundation and connect Mitie jobs and apprentices
- Network Rail investment to set up regional academies to support people from disadvantaged backgrounds
- Simply Tissues



CHANGE PLEASE  
COFFEE





CHANGE PLEASE  
COFFEE

**THANK YOU**





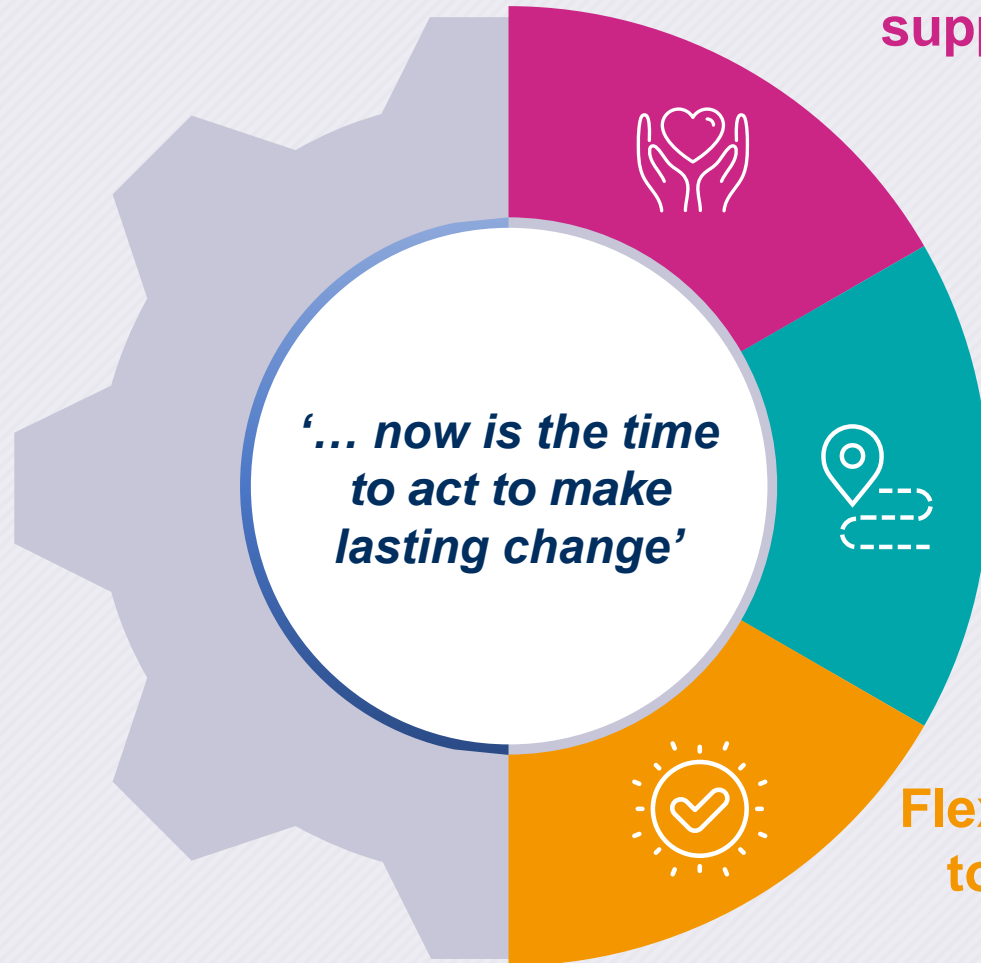
# Delivering more social value

Our Social Enterprise  
Dynamic Purchasing System

Jo Wilkes – Head of Procurement

# What is the Social Enterprise Dynamic Purchasing System?

**A way to spend money with social organisations to deliver more social value**



**A quick and easy way to support organisations with a social purpose**

**A simplified process**

**Flexible to allow organisations to bid for contracts of their choice**



# Where can you spend your money to support these organisations?



Professional Services,  
Consultancy & Training



Signage



Design, Video & Photography



Landscaping



Cleaning, Cleaning Products &  
Hygiene Products



Event management & Venue  
Hire



Printing, Scanning, Supply &  
Document Management  
Solutions



Construction, Engineering,  
Assembly & Manufacturing



Food, Beverage & Catering



Waste management

# Successfully Applied

Jericho

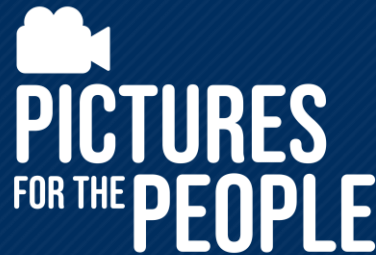
St John  
Ambulance



Sunnyside  
Rural Trust



INSIDE...JOB  
PRODUCTIONS



# Leading the Way from our Supply Chain



- A call off for their end of scheme video and photography including drone footage – up to £30k
- A call off for their internal awards video – up to £10k



- Updated manual handling training for their teams – up to £200k



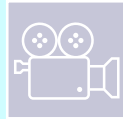
- Signage for Northwest scheme – up to £500k



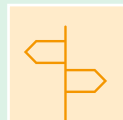
- Catering for a market engagement event – value TBC



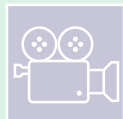
- Renewal of signage in Area 9 – value TBC



- A call off for their photography or videography for online content – up to £10k



- A call off for signage on M27 J5-J7 – value TBC



- A call off for photography on M27 J5-J7 – value TBC

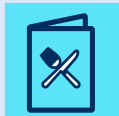
# Public Sector Call Offs



- A call off to match skills of our employees with charities requiring that skillset – up to £50k



- A call off to work with veterans to plant trees to reach our 3m target – up to £100k



- A call off for the catering at market engagement events



Ministry  
of Justice



- A call off to plant trees and shrubbery in new prison complex builds – up to £750k

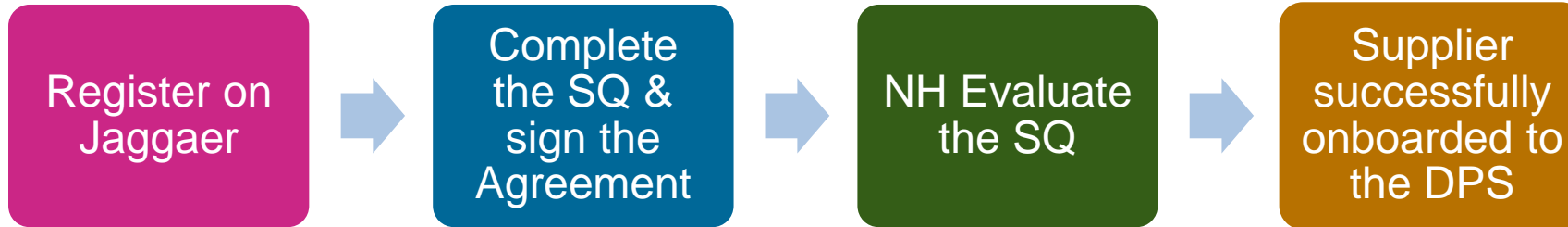


- A call of to train inmates in skills that aren't already taught inhouse – up to £100k

# That sounds great how do I join ..

The SEDPS works much like any other DPS' where you are free to join at any time and are able to bid for contracts of your choice. Our DPS will flow over two stages.

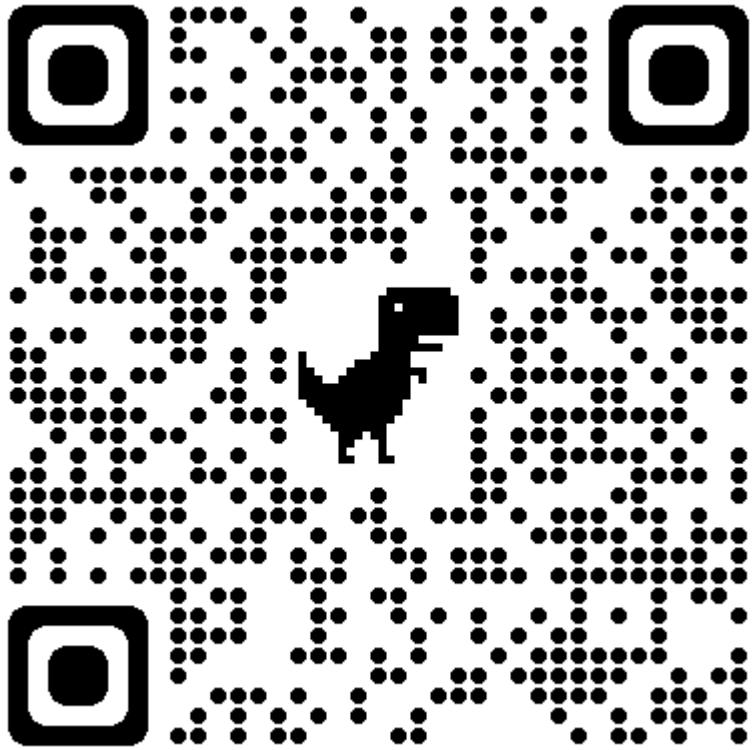
## Stage 1 – SEDPS Onboarding



## Stage 2 – SEDPS Call Off Competitions



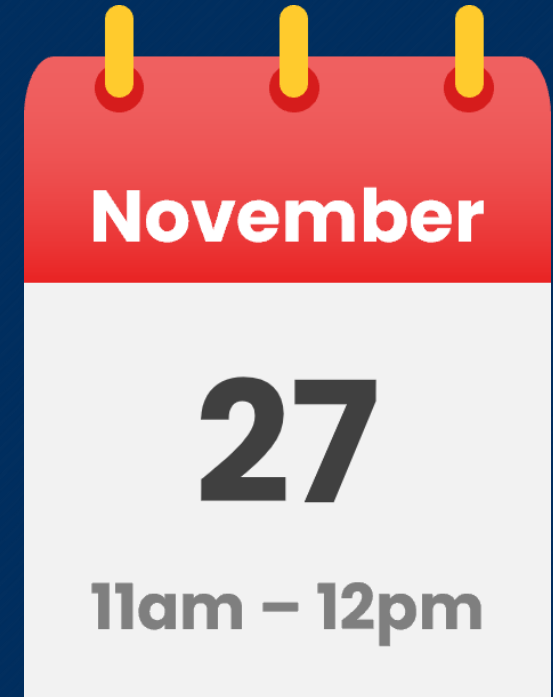
# Find out more ...



Visit our Webpage



Join a call, register at our table



Open Networking Session  
Lunch 12:30 to 13:00

