

Love my tender: Procurement lessons and learning

City of London Corporation

Overview:	Approach to Social Value
Strategy:	Responsible Procurement Strategy 2015 - 2018
Mechanisms:	Procurement mechanisms to leverage social value
Panel:	Social Value Consultation Panel
Practicalities:	Local Authority challenges and lessons learned
Q & A:	Any questions?



Overview: Approach to Social Value

City Bridge Trust

- £15 million charitable grants, Social Investment Fund

Economic Development Office

- Corporate Responsibility, Heart of the City, Buy Social Directory, green investment bonds

Department for Children & Community Services

- Joint Health & Wellbeing Strategy, apprenticeship programme, innovative procurement

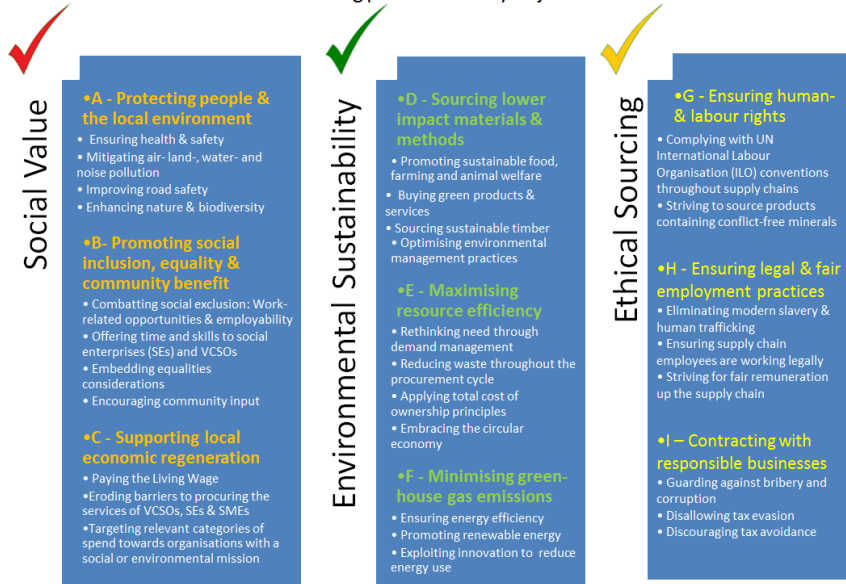
Collaboration is key!!

- Internal
 - Alignment – Ensuring social priorities and areas of focus are aligned
 - Channel offers through your own organisation (recruitment opportunities, volunteer hours, apprenticeships)
- External = London Responsible Procurement Network



The three pillars of City of London Responsible Procurement:

Overarching policies and key objectives



Social Value Consultation Panel

What is it?

- Made up of stakeholders representing a range of economic, social and environmental interests
- Provide feedback and input to improve the 'social value' of OJEU service contracts and other significant procurement projects, including works

What is the value for the City of London Corporation?



- Ensure compliance with Social Value Act
- Deliver better value from goods and services we procure, through greater positive environmental, social and economic impact
- Improve relationship with community stakeholders

What is the value for panel members?



- An opportunity to contribute to the impact of procurement decisions and better serve their interest groups
- Professional development - Opportunity to understand perspectives and context of local government procurement



Procurement mechanisms to achieve social value

10% quality and never less than 5% total

- Enforce a % supplier evaluation threshold – use a panel/ board to generate ideas
- Don't forget other stages in the procurement cycle! Specification, contract terms, KPIs

1 in 3 quotes must be a local business, SME or Social Enterprise

- Define what "local" means – CoL use the National (London) Deprivation index
- Buy Social Directory – use it!

Request price variants

- E.g. Cleaning contract products meet Government Buying Standards + are cruelty-free
- Quantify or dispel any worries about price premiums

How will you support our commitment to...?

- If you have robust policies/ strategies in place you can always use this line!
- Specialist obscure contracts **can** deliver social value – School talks/ pro-bono training/ or mentoring on broader subjects to social enterprises/ VCSOs



Practicalities: Challenges and lessons learned

Get robust policies in place

- Securing social value through procurement is much easier with policy justification
- Senior level support needed (persuade through benchmarking, comms opportunities)

A question of finance

- Central pots of gold – London Living Wage, cleaner vehicles
- Social impact measurement – reporting on how much further each £ goes

What gets measured gets managed

- Are we getting what we pay for? Contract monitoring & measurement essential
- Qualitative measurement has its place – testimonials from apprentices, LLW recipients
- Could we be doing better? – Identifies how we can make continuous improvement

Engagement & collaboration

- Metrics = Reasonable, effective, regular, simple to report on – liaise with suppliers
- Just asking sometimes works – know the market, and talk to current contractors!



Any Questions?

Please contact me if you would like further information on

- *The London Responsible Procurement Network/ establishing a wider national network*
- *Observing a Social Value Consultation Panel meeting*

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