

Please note

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THE LONDON BOROUGH

Understanding Social Value at Bromley Council

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Overview

The general:

- The context of public procurement
- Social Value: what is it, why do we do it, and when do we do it

The specifics:

- Example question(s)
- What could be included in a potential response
- What not to say!
- How to participate in the Council's procurements

Public procurement

Councils are public bodies subject to the Public Contract Regulations (2015).

This means we must ensure fairness, transparency and value for money in procurement. There are a wide range of legal requirements, rules and regulations that must be followed in how we procure services.

Procurement at Bromley Council

The Corporate Procurement Team is a support service. It provides support in managing procurement to commissioners across Bromley. It ensures we carry out procurement in the right way.

Commissioners are based within services. They are the budget holders and make decisions on what services are required and how they are delivered. Where procurement is required the Procurement team provides advice, support, management of the process and governance.

The Social Value Act 2012 i

The Social Value Act 2012 places a **requirement on commissioners** to consider the **economic, environmental and social** benefits of their approaches to procurement before the process starts. They also have to consider whether they should **consult** on these issues.

The Act applies to the **pre-procurement stage** of contracts for services falling under the Public Contracts Regulations 2015 because that is where social value can be considered to have the greatest impact.

The Social Value Act 2012 ii

Commissioners should consider social value before the procurement starts because that can inform the whole shape of the **procurement approach** and the **design of the services** required. Commissioners can use the Act to re-think outcomes and the types of services to commission before starting the procurement process.

The requirement extends beyond the boundaries of the Council, and throughout the **full supply chain** (upstream and downstream).

Transformation at Bromley Council

- We are currently on a journey to transform the way we deliver services, and social value is part of this journey.



TRANSFORMING
B R O M L E Y

Sustainable Procurement

Beyond price and quality, sustainable procurement is a further consideration.

Sustainable procurement is:

“a process whereby organisations meet their needs for goods, services, works and utilities in a way that achieves value for money on a whole life basis in terms of generating benefits not only to the organisation, but also to society and the economy, whilst minimising damage to the environment.” (Sustainable Procurement Task Force)

Often summarised as the Triple Bottom Line: **People, Planet and Profit.**

The Direction of Travel?

In September 2020, the Cabinet Office published new guidance for Central Government (*i.e. not Bromley*):

Action

2. Social value should be explicitly evaluated in all central government procurement, where the requirements are related and proportionate to the subject-matter of the contract, rather than just 'considered' as currently required under the Public Services (Social Value) Act 2012. Unnecessary burdens should not be placed on commercial teams or suppliers.

After the end of the transition period, we are likely to see new procurement rules and new rules on social value.

When is social value relevant?

Not in every contract, only where it is **relevant** and **proportionate** to consider it.

For example:

A £2k contract to empty bins in a children and family centre



A £200m contract for waste disposal across the borough



Tender question examples

EXAMPLE 1. Social Value	Weighting
<p>Please describe what additional benefits or Sustainability opportunities you are able to offer to add additional value throughout the term of the contract.</p>	5%
<p>Supplier Help:</p> <p>This may include promoting supply chain opportunities to social enterprises, offering employment opportunities to long term unemployed or where appropriate ex-offenders as well as sustainability measures, such as purchasing locally, Fair Trade, Recycling and Environmental Management activities such as the use of renewable energy, carbon reduction or waste management.</p>	
EXAMPLE 2. Social Value	Weighting
<p>Please provide details of how your organisation currently carries out Social Value and what opportunities you are able to offer to improve this aspect during the term of the contract.</p>	5%
<p>Supplier Help:</p> <p>This may include the promotion of supply chain opportunities to social enterprise, Long term unemployed and Ex-offenders as well as Sustainability Measures (purchasing local, Fair Trade, Recycled etc.) and Environmental Management (Carbon reduction, renewable energy, use of alternative Fleet fuel, Waste management, etc.)</p>	
EXAMPLE 3. Social Value	Weighting
<p>Please set out your specific Social Value proposals in relation to the overall delivery of Services over the lifetime of the contract and your aims to provide additional social, economic and environmental benefits within your geographical area of production activities - beyond the core delivery of the goods and services.</p>	5%
<p>Supplier Help:</p> <p>Your answer should offer commitments (additional benefits) that are relevant and proportionate to the size of the contract and tailored to council's local priorities. A good answer will consist of two elements:</p> <ul style="list-style-type: none"> • Quantifiable / verifiable commitments • Method of delivery (summary of how you will ensure delivery of those commitments in line with contract requirements and your expertise, capacity and capabilities) 	

What could you say: social

- Considering equality and diversity in the provision and operation of services.
- Improving the health and wellbeing of local people.
- Promoting safeguarding.
- Volunteering encouraged among employees.
- Strong partnerships with third sector organisations.
- E.g. raising money for a cause or charity, sponsoring a local event.
- E.g. giving talks at local schools or businesses.

What could you say: environmental

- Protection of the natural environment.
- Efficient use of resources and minimisation of waste.
- Using recycled and sustainable materials.
- Adherence to certain standards e.g. ISO 14001
- Economically efficient vehicle usage.
- Commitment to managing and reducing energy and water usage, and how this will be achieved.
- Reducing carbon footprint.

What you could say: economic

- Creating jobs for local people.
- Supporting local people accessing knowledge and skills.
- Supporting apprenticeships.
- Fast supply chain payments.
- E.g. hosting workshops on employment skills

Top tips

- Pay attention to what the buyer is asking for – look at the specification and other documents.
- Provide evidence where required to demonstrate you meet certain requirements.
- Make sure any policies are up to date: Equal Opportunities, Modern Slavery, Safeguarding and H&S Policies

Common Errors i

- Specific/ Quantifiable commitments that are part of wider organisational activities that would be pursued whether the contract is won or not. ***“We are rolling out Level 2 certifications in Equality & Diversity as mandatory training for all managers.”***
- Vague commitments that are not easily measured. ***“We will actively promote successful small businesses to our Council partners and local workforce, helping Bromley to sustain a strong local economy.”***

Common Errors ii

- Statements of past achievements. ***“We have already reduced our data centre energy use by 8% for each of the last two years”***
- Statements unrelated to the question. ***“Our policies ensure that all employees are treated fairly, equally and are paid lawfully.”***

Do this instead

- Specific/ Quantifiable commitments that are derived from the contract, and wouldn't be delivered if the contract wasn't won by that provider. ***“We will take on 1 apprentice per annum over the life of the contract”.***

London Tenders Portal/ ProContract

We recommend that all organisations interested in doing business with us sign up to the procurement portal.

You can sign up to our e-tendering system called ProContract, which is accessed via the London Tenders Portal (**www.londontenders.org**).

Signing up is free and easy, and you will be able to receive notifications from a number of London Boroughs using the Portal about relevant opportunities.

You can contact the Proactis Supplier Support Team here:

- ProContractSuppliers@proactis.com, 0330 005 0352

Guide: **<https://tinyurl.com/ProContractBromley>**

Procurement Rules at Bromley

- Below £5k – one quote is required
- £5k to £100k – three quotes, using ‘Local Rules’ where possible. Managed through eprocurement system. May be openly advertised.
- £100k + - Invitation to Tender using eprocurement system. Must be openly advertised
- Certain services (e.g. Social Care) may be subject to ‘light touch’ arrangements (if below £615k)

Contracts Finder

An online UK government portal which allows suppliers to search for information about opportunities and awarded contracts.

It can be accessed for free and alerts can be set up in a similar way.

www.contractsfinder.service.gov.uk

Coming soon: Find A Tender

<https://www.gov.uk/guidance/public-sector-procurement-from-1-january-2021>

Question and Answer Session



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For further information, please contact:
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