

Social Value in Procurement - Making it work for you

We often get asked for the best way to include social value in your procurements. Many of our framework contractors are experienced in supporting the public sector with fantastic social value initiatives alongside their works contracts.

Our core advice, if you are going to include social value in your procurements is -

1. Make it specific to you
2. Make sure you've agreed how you'll manage your future social value outcomes before you've started to procure the contract.

Social Value in procurement should be about facilitating meaningful outcomes, not satisfying a process. Over the next two pages we'll outline our guidance on how to achieve this.

Our step-by-step guide for implementing meaningful social value into your procurement projects.

Do you have a social value strategy?

Most Housing Associations have one published online. Local Authorities can check your local plan, community interest or wellbeing plan. Any of these will give guidance on what matters to your organisation. If none of these are available then check with your executive team.

Build social value outcomes into your tender.

Now you need to consider which questions and model outcomes to include in your procurement.

These must be connected to project delivery. If another individual will be running the project - get them involved.



Do you already use a social value toolkit?

We know many customers use either HACT, Social Value Portal, Thrive or Impact. Each of these has a procurement integration tool you could use.

Alternatively, [Government Commercial Function has this model you could adapt.](#)

Do you want to score social value?

Quantitative responses can be subjective - but there is evidence of this being successful when organisations have clearly outlined their needs.

Qualitative responses using a toolkit (like in step 2) can be scored. But bidders may create promises that give a higher score - rather than what they can offer.

If you won't be scoring - still capture each bidders' commitments to make them contractual later on.



Reporting on your social value.

Your organisation will have a reporting standard for delivered social value. Identifying the reporting standard now means that the social value commitments made by bidders can be matched and reported on consistently.

Prepare for social value delivery.

If the project management responsibility doesn't fall with you after running the procurement - prepare for the handover of the social value process. Include the contractors commitments and contract details.



Make it contractual.

Once you've identified the successful bidder, ensure the contract includes their social value commitments. Capture the promises they made in their bid (whether they are scored or not) and include them in the terms of delivery.

Is it actually happening?

Social value should form part of your ongoing contract reviews. Contract managers should ensure social value is discussed as part of each contract review meeting. [Our Contract Management Toolkit](#) can assist with this.

If you'd like to speak to us about this in more detail contact a member of the team info@southeastconsortium.org.uk.

