**SLIDE 1**

This is an information session for organisations in the Third Sector and will cover the opportunities that scoring social value in public contracts presents for these organisations and how they can get involved.

**SLIDE 2**

In this session, we will cover:

* The Scoring Social Value policy, as set out in Procurement Policy Note 01/21
* How the model for scoring social value in Northern Ireland works
* The types of initiatives suppliers are being asked to deliver
* What this looks like in practice
* How you can hear about any relevant opportunities and get involved

**SLIDE 3**

Procurement Policy Note 01/21 was approved by the Executive in July 2021 and has the status of government policy.

The PPN mandates that from 1 June 2022 public sector tenders must allocate 10% of the award criteria to Social Value in services and works contracts where the Public Contract Regulations apply. The current thresholds for the PCRs applying are:

 - For Construction contracts the threshold is £5,336,937

 - For Services contracts the threshold is £138,760

The PPN also states that it is now a requirement to consider reserving contracts, which refers to when a contracting authority reserves the right to participate in a procurement procedure to economic operators whose main aim is the social and professional integration of disabled or disadvantaged persons, provided that at least 30% of the employees of those economic operators are disabled or disadvantaged workers.

The PPN goes on to state that Social value will be scored based on 4 themes – which we will cover in a couple of slides time – and that The policy will be reviewed ahead of 2023 with a view to increasing the % of the total award criteria to 20% for social value.

Those are the main headlines from the PPN but, of course, if you would like to read the policy note in more details, the PPN is available to download from the Department of Finance’s website.

**SLIDE 4**

By including social value in procurement, Contracting Authorities, Suppliers and Brokers can work together to:

* Create job opportunities for people who face barriers to work
* Invest in skills development and educational attainment
* Support Social Enterprises and new businesses
* Support Voluntary and Community organisations
* Promote equality and diversity
* Reduce our carbon footprint
* Improve mental health and wellbeing

**SLIDE 5**

The social value model sets out two options for scoring social value depending on the size and nature of the contract:

* social value points; and,
* an alternative to using social value points.

The social value points approach is the default position for all Services and IT contracts with a value of over £250,000 per annum and all Construction contracts.

Using social value points ensures that social value outcomes are delivering in a measurable, proportionate and flexible way as the Supplier is required to deliver a minimum of 100 social value points per £1m of contract value (and pro-rata).

The alternative approach does not focus on social value points. Instead, the contracting authority selects the relevant social value theme(s) and appropriate indicator(s). The alternative approach may be used in Services and IT contracts when:

* The contract is below £250,000 per annum per supplier
* The contract is high value but over a short duration, e.g., 6 months.
* There is an overriding social value theme/indicator that the Contracting Authority wish to address.

Both approaches are based on the 4 social value themes and both evaluate Tenderers’ qualitative responses to the award criterion. Therefore the response is evaluated based on a methodology setting out how the tenderer will deliver the required social value against the particular themes/indicators set out.

**SLIDE 6**

PPN 01/21 provides a framework of themes and indicators which are linked to the Programme for Government outcomes. A common framework enables suppliers to develop a shared understanding of the social value requirements of public contracts and how they will be scored.

There are 4 themes:

* Increasing secure employment and skills
* Building ethical and resilient supply chains
* Delivering zero carbon and
* Promoting wellbeing

Each theme is broken down into a set of indicators.

Contracting Authorities may select one or multiple themes for inclusion in the social value requirements of the contract, in order to reflect the Authority’s strategic priorities.

We will now look at each theme in a little more detail.

**SLIDE 7**

Each theme aims to address risks and maximise opportunities to deliver social value in relation to the area in question, so:

Increasing secure employment and skills aims to create employment and training opportunities for those who are disadvantaged in the labour market, contribute to in-work progression and skills development, create opportunities for entrepreneurs and support economic growth.

**SLIDE 8**

Building ethical and resilient supply chains aims to tackle employment inequality, reduce the risk of modern slavery and human rights abuses within the supply chain, and promote diverse and secure supply chains.

**SLIDE 9**

Delivering zero carbon aims to promote environmental benefits, influence environmental protection and improvement and work towards net zero greenhouse gas emissions.

**SLIDE 10**

Promoting wellbeing aims to improve the health and wellbeing of the contract workforce, tackle employment inequality, contribute to in-work progression and skills development, and improve community integration.

**SLIDE 11**

Each theme is broken down into indicators – here you can see theme 1 – increasing secure employment and skills.

Indicators outline in more detail how the theme can be addressed. There are 7 indicators under theme 1, and we’ve just pulled out indicator 1.1 and 1.7 to illustrate how themes and indicators work on this slide.

Both the Social value Points model and alternative approach use the same themes and indicators.

Within the social value points approach, each indicator is aligned to Social Value Initiatives,which are the physical things that a contractor can deliver in order to achieve social value points on a contract. So you can see a selection of initiatives that fall under theme 1 at the bottom of the slide. This is how it works across all 4 themes.

If you would like to look at all of the themes, indicators and initiatives in more detail, you can go to the procurement section of our website which has an excel spreadsheet you can download called PPN 01/21 – Social Value Themes, Indicators and Points.

**SLIDE 12**

Here is a list of some of those initiatives. Some are quite broad, e.g. professional advice to VCSE organisation, but they will become more tailored because they are always linked to the subject matter of the specific contract. So, for example, if it was a Marketing and Design contract and the supplier chose to deliver that initiative it would be related to their specialism, whereas if it was for legal services or an auditing contract, of course that professional advice would look quite different.

Initiatives can also be tailored to specific priority groups – that is groups of people that the Contracting Authority has a strategic responsibility for or that are service users of the contract for example. So the Contracting Authority may include, for example, people with a disability or care leavers as a priority group to encourage the supplier to deliver for example employment, work experience or skills development initiatives to those people.

**SLIDE 13**

We will now look at two examples of how this works in practive. The first is a Northern Health and Social Care Trust contract which was procured by Business Services Organisation (BSO) Procurement and Logistics Service (PaLS). The contract was for the Maintenance of Vehicles.

BSO PaLS took action through both the procurement structure and the contract requirements to maximise social value.

Procurement structure:

* Contract divided into 8 Lots = opened up opportunities for micro businesses

Social Value requirements:

* Social value target = 100 social value points/£1 million pound of contract value (and pro-rata)

Lot 1 was awarded to Stewart Commercials and this supplier choose the Inclusion of Social Enterprises in the contract’s supply chain as one of their social value initiatives. They’ve included 2 social enterprises to date.

They have included MugShots to supply their branded uniforms for staff working on the contract. MugShots provides a unique, hands-on employment experience based inside Hydebank Young Offenders Prison in Northern Ireland, where 24 young offenders each year complete Employability Skills training and gain formal Work Experience in their social enterprise workshop.

They have included Orchardville Works to service the printing requirements of the contract. Orchardville Works is a Social Enterprise which provides on the job training opportunities to 40 participants per week to develop each individual’s employability skills in areas including Embroidery, Contract Hand Packing, Digital Printing, Garment Printing and Bulk Mailings, in a safe and supported working environment.

**SLIDE 14**

The second example is a Department of Agriculture, Environment and Rural Affairs contract. Deloitte was awarded a contract in May 2019 to deliver business intelligence and data analytics services to DAERA.

Deloitte worked in partnership with NOW Group to deliver four work placement opportunities over a four-week period. NOW Group’s Employment and Training Team worked with Deloitte to identify suitable participants and supported them throughout their placements on the DAERA contract.

During the planning stage, Deloitte spoke with the participants to gain an understanding of the types of skills and experience they wanted to gain from the opportunity and used this to develop a bespoke training programme. Each participant was assigned a “buddy” from the Deloitte team and had opportunities to shadow staff members from DAERA. Participants undertook a combination of technical training including SQL and data visualisation and soft skills focusing on presentation skills, CV writing and teamwork. At the end of the placements participants were given the opportunity to take part in mock interviews held by Deloitte and DAERA.

**SLIDE 15**

So, how can you make sure that you are ready to hear about these types of opportunities and start working with suppliers?

Many of you will already be aware of our Find a Broker system on our website and this is one of the ways we try to make it as easy as possible for suppliers and brokers to work together. You can see the link highlighted in yellow on the screen there.

As you know, Brokers are organisations in Northern Ireland who:

* can benefit from the social value initiatives public sector suppliers deliver; or,
* work with people who can benefit from the social value initiatives.

The 'Find a Broker' section on the Social Value website (<https://buysocialni.org/contractors/find-a-broker/>) helps suppliers who win public contracts find brokers who can assist them in delivering their social value requirements.

Brokers have the skills, expertise and connections to help suppliers deliver their social value requirements by:

* linking them with people who are eligible for employment and/or work placement opportunities
* supporting/mentoring people who are eligible for paid employment opportunities as they begin employment with a supplier
* facilitating a supplier’s skills development and educational attainment initiatives
* being a Voluntary, Community, Social Enterprise or microbusiness which is eligible to receive business development and knowledge sharing support

It is really important that, first of all, you are registered on the Find a Broker system and also very importantly that the contact details on your profile are up to date. We know that sometimes people can move on or change roles and it can be frustrating for suppliers to reach out and get no reply. To register or to update your details, you can go to the Broker resources section of our website where there is a registration form you can send us with your current details.

**SLIDE 16**

The second thing we do to try and help suppliers and brokers to work together is the Find a Contract section of the website. This section provides a list of current public sector contracts which include social value requirements.

So, as we talked through earlier, these social value requirements could include:

* paid employment opportunities for people disadvantaged in the labour market;
* support for schools or VCSE sector organisations;
* digital inclusion activities;
* work experience opportunities for people who are disadvantaged in the labour market; and
* opportunities for VCSE organisations in the supply chain.

We provide Broker organisations with this network of suppliers, in order for you to reach out and connect with suppliers about opportunities relevant to your organisation. We update the information regularly as new contracts are awarded and others finish. On there, you will find contact information for the supplier. We try to get a person’s contact details including telephone number and email but if we are still waiting for that, it will have the company’s information for you.

**SLIDE 17**

To round up – these are the action points for you to make sure your organisation is ready to work with suppliers as they deliver their social value requirements.

* Register for Find a Broker  *(form available in Broker resources)*
* Keep your details up to date on Find a Broker *(form available in Broker resources)*
* Sign up to newsletter *(form available in About section)*
* If you are a social enterprise, register for SENI Directory
* Be proactive – search the Current Contracts

**SLIDE 18**

And finally, if you are also an organisation that will also be bidding for public contracts, you can access various webinars and written guidance on the Suppliers section of our website, which you can see how to access on screen now.

Thank you.