

## Your Presenters Today



**Emily Gray**  
Facilitator



**Paula Jarvis** MCIPS  
Presenter

# We are eXceeding

eXceeding are a procurement consultancy and was founded on the principle of providing impartial, best practice procurement advice to all types of organisations, in order to help them achieve the best services and solutions for their needs.



# Recap on previous webinar

- What is Social Value?
- What is the Social Value Model?
- Are there alternatives to the Social Value Model?
- Where do we start as an organisation?



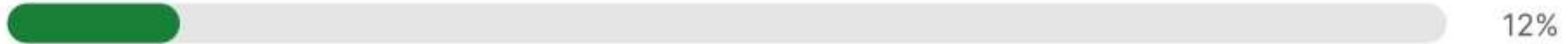
[www.exceeding.co.uk/blog/webinar-interpreting-and-applying-the-social-value-model/](http://www.exceeding.co.uk/blog/webinar-interpreting-and-applying-the-social-value-model/)



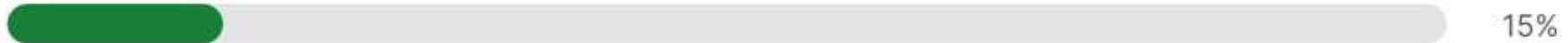
## How well do you think your suppliers respond to your Social Value questions?

Multiple Choice Poll 33 votes 33 participants

We do not ask Social Value questions - 4 votes



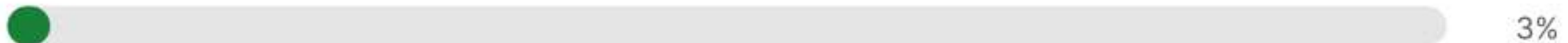
They do not answer them as expected - 5 votes



50/50 some respond better than others - 23 votes



We get the answers we are looking for - 1 vote



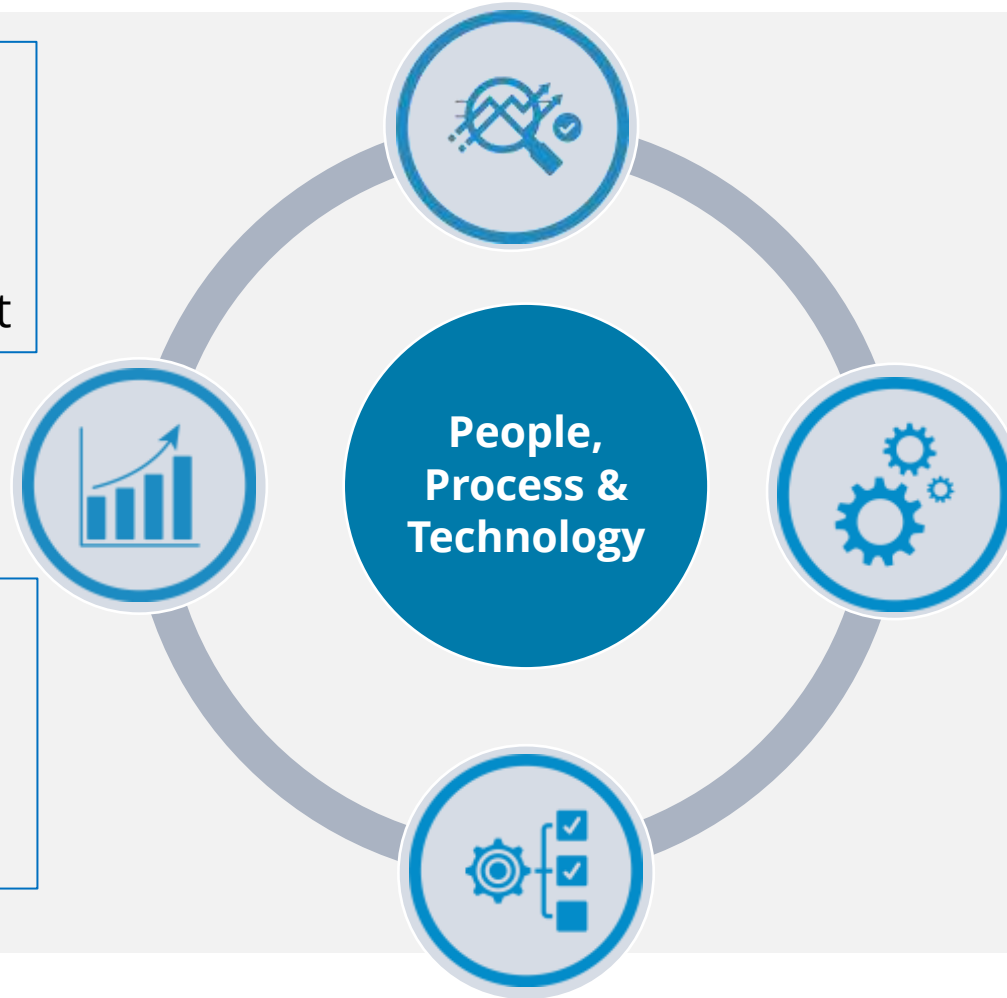
# Where to start?

## **Reporting**

- Monitoring
- Aggregating
- Recording
- Continuous improvement

## **Contract Management**

- Enforcement
- SRM
- SLA & KPI adherence
- Measurement



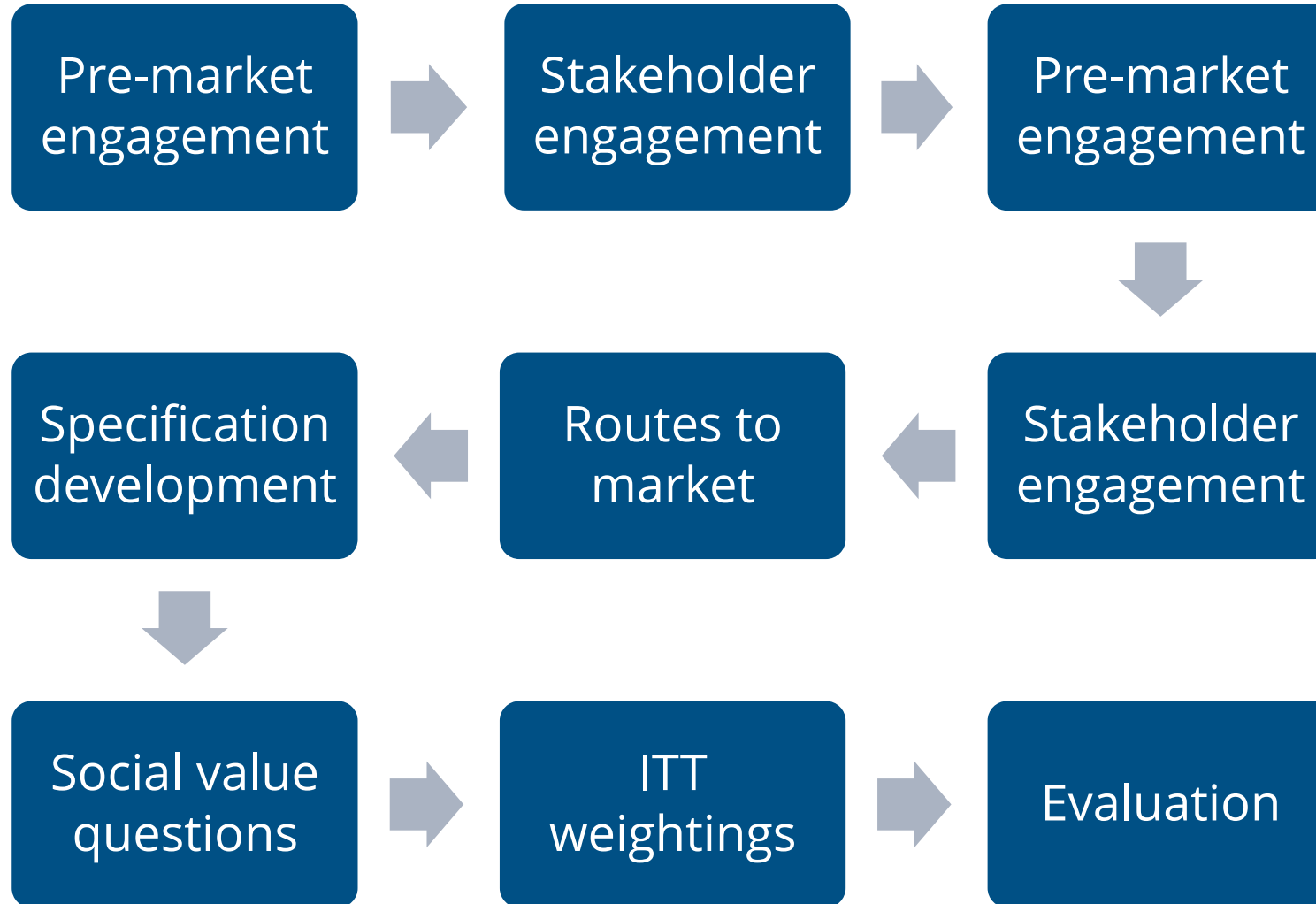
## **Strategy**

- Maturity analysis
- Stakeholder engagement
- SV policy
- Measurements
- Commitments

## **Execution**

- Training
- Communication
- Procurement process selected
- Specifications created
- Bidder evaluation

# Execution process



# Pre-market engagement

- Can our organisation do it?
- Why should our organisation do it?
- What to ask?
- How to use information?
- How to ensure fairness?



# Stakeholder engagement

- Policy training
- Do they understand why SV is included in contracts and can they see the value of it?
- Open discussion on pre-market engagement
- ITT quality question(s)
- Weightings – minimum of 10% or go higher
- Specify KPIs





# Routes to Market

		Time (Months)													
		1	2	3	4	5	6	7	8	9	10	11	12		
Procedure	Open Procedure	Find a Tender Notice	Receipt of Tender	Evaluation	Award of Contract										
	Restricted Procedure	Find a Tender Notice	SQ Responses	Selection/ Shortlist	Issue ITT	Receipt of Tender	Evaluation	Award of Contract							
	Competitive Procedure with Negotiation (CPN)	Find a Tender Notice	SQ Responses	Selection/ Shortlist	Issue ITT	Receipt of Tender	Evaluation	Award of Contract	Negotiation Stage(s)			Final Tenders	Evaluation	Award of Contract	
	Competitive Dialogue (CD)	Find a Tender Notice	SQ Responses	Selection/ Shortlist	Invitation to participate in Dialogue	Dialogue Stages			Dialogue Stages			Final Tenders	Evaluation	Award of Contract	
	Frameworks	Direct Award	Mini Competition		Evaluation	Award of Contract									



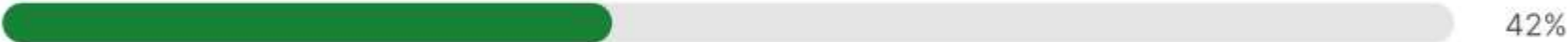
# How do you think Social Value makes a difference to the cost of a Tender?

Multiple Choice Poll  38 votes  38 participants

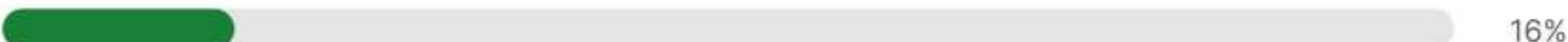
Suppliers are just going to pass on the cost to us - 25 votes



There is very little Contract Management carried out so Suppliers take a risk on it not happening - 16 votes



Suppliers have budgets set aside for Social Value Provision, so little/no additional cost to us - 6 votes

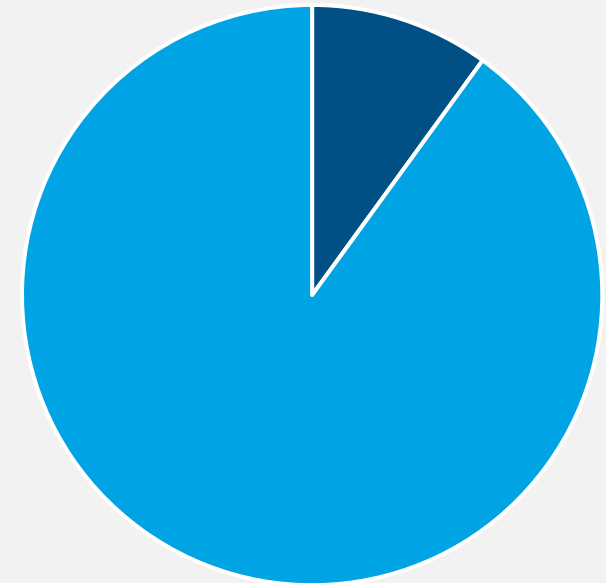


I am not sure - 2 votes



# ITT Weightings

- How will this make a difference to the price and the winning bidder?
- When would you go above 10% ?



■ Social Value question   ■ Other SQQ questions

# How do you make your question more than a tick box answer?

- What are the organisations priorities?
- What are the priorities of the local area?
- What is possible within the scope of the specification?
- Contract management & reporting



**Join us at our next webinar**  
**How to capture social value at contract award and ensure measurable delivery**  
**on Thursday 13<sup>th</sup> July at 10.30am**

# ITT questions

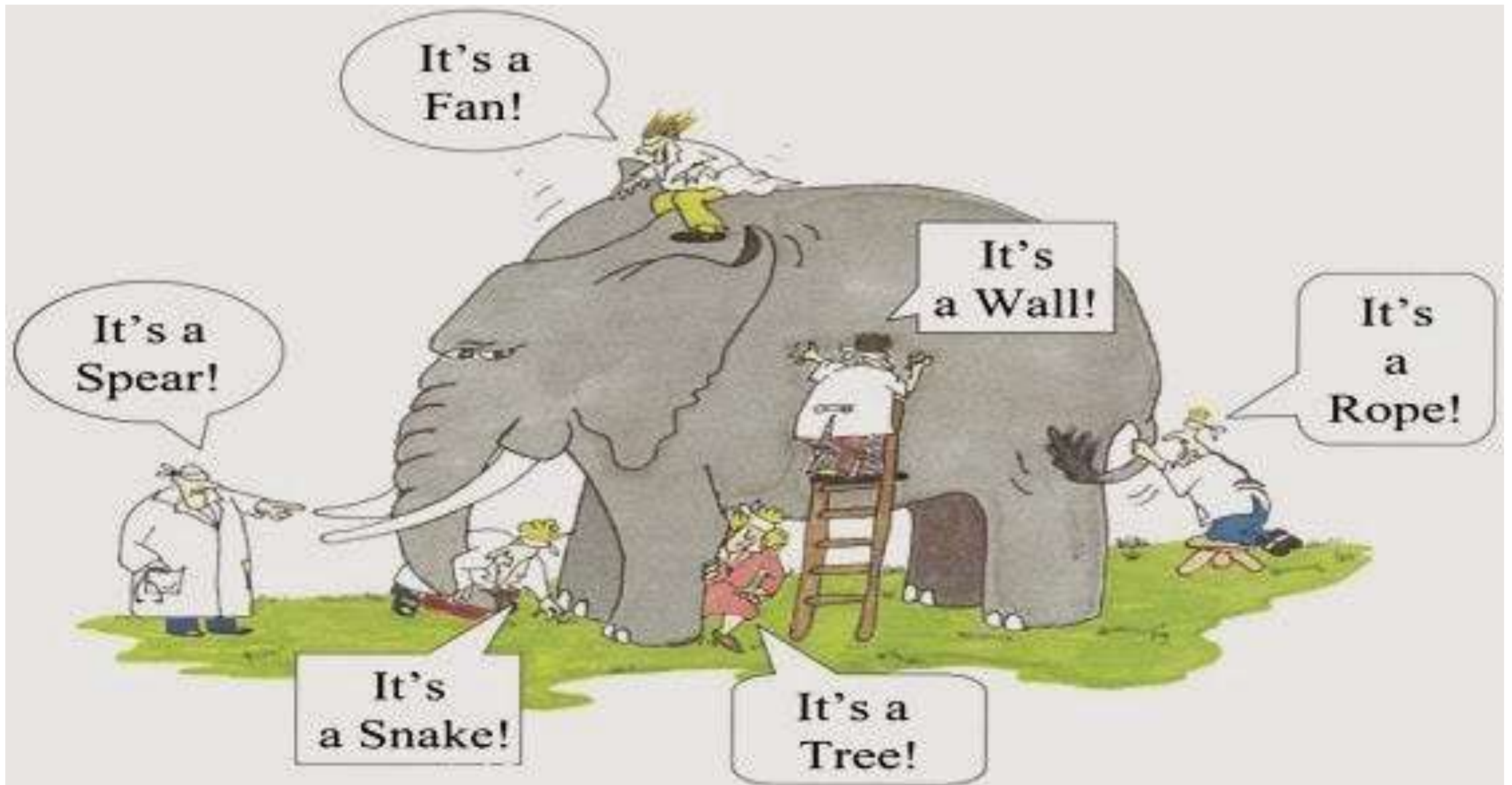
- Forward / backward: Tender questions need to be forward looking and SQ questions are backward looking. Where do you want to place your questions and ensure that they are the right type of question?
- Stock question like SV Model or tailored to meet your style and cover more than 1 element
- How many questions to ask – single or multiple?
- Qualitative – descriptive, open ended – why, how or what
- Quantitative – numbers based, countable or measurable

Qualitative	VS	Quantitative
What would you put into place to ensure the quality of local supply chain and monitoring of apprentices/ training opportunities offered?		What would your approach to local economic benefit be in terms the % of local supply chain to be used, number of apprentices and frequency of training opportunities offered?

# Submission evaluation

- How to evaluate when you don't know what you're looking for in a response?
- How to compare multiple different offerings?







**Head Office:**

2-3 Blotts Barn, Books Road, Raunds  
Northamptonshire, NN9 6NS

**Registered Address:**

20-22 Wenlock Road, London, N1 7GU

eXceeding Limited  
<http://www.exceeding.co.uk/>

