

Follow up Q&A from our webinar:

Identifying routes to market and evaluation criteria for social value success.



1 Software can be a particularly difficult category to generate social value from that can be delivered locally as the suppliers will not be based locally or match local priorities. How do you go about this?

Suppliers do not have to be local to you to be able to provide social value that is local to you. Carrying out the pre-market engagement can really help you to find out what they can provide and potentially how they can match your priorities. If they are unable to match your priorities it might be that you open up the requirement to be more generic.

2 Does the minimum 10% weighting only apply to above threshold tenders? Or should all tenders include 10% social value even if it isn't proportionate or particularly relevant?

The 10% weighting is only for Central Government, however other public sector bodies have taken this to be best practice, or are looking to increase this. Your social value policy will determine what your organisation is looking to do for social value inclusion, weightings and thresholds. We would, however, definitely recommend including it in all procurements over threshold and any lower value relevant requirements as a minimum.

3 Would it not be the case that even if money is set aside for social value that still contributes to organisational overheads and therefore it is improbable that a proportion is not clawed back via every relevant contract, even if the social value cost is not explicitly factored in?

In terms of overheads then yes, as suppliers would need to account for all that they are spending. However, they are sometimes happy to take this out of their profit margin if they wish to keep costs low. There are a lot of "hidden" costs that make up a supplier's bid price and we can never completely guarantee that there is no cost included.

4 Can we ask suppliers what social value they think they can bring?

Absolutely, if using this as part of your pre-market engagement then you will get a number of potential options that you can discuss with your stakeholders, however your requirement should not be built around a single or small group of responses. Alternatively, if you use a similar style question within your quality questions, then you have to be able to evaluate all the different options that bidders will submit.

5 During pre-market engagement, can we be as clear as asking for feedback from the suppliers on the themes/outcomes that we have identified as relevant for our tender?

Yes, you are then able to discuss the results with stakeholders, however your requirement should not be built around a single or small group of responses.

6 How do we make our social value relevant to NHS organisations?

The NHS has a priority for achieving Net Zero and as such is usually always requested to be at least one of their social value questions. Having a social value policy will determine the direction that your organisation wishes to go in, either at Trust level, ICS/ICB level, or DHSC level. Also carrying out your pre-market engagement will help you find out whether suppliers are able to provide this.

To watch the full webinar recording and access the slide deck, [visit our webpage](#)

If you'd like to speak to us about focusing on social value in your procurement processes, please email us - info@exceeding.co.uk or visit our website for more information.