

Social Value
Conference
2023



Presented by



In conjunction with



Unlocking the Power of the Public Pound

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Masterclass

Panel



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STAR Procurement*



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*Head of Procurement, Sales
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Lindsay Maguire
*Deputy Director for
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Cabinet Office*



David Whipp
*Social Value SME
Ministry of Defence
(DE&S)*

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**Unlocking the Power of the
Public Pound through
Procurement Reform**



Lindsay Maguire

Deputy Director for Procurement Reform, Cabinet Office



Procurement Reform covers different elements - all of this will be needed to benefit from change



Policy & Legislation

Goal: Design the policy and set the legal framework for the new public procurement rules, taking the legislation and regulations through Parliament.



Platform & systems

Goal: To embed transparency by default throughout the procurement lifecycle, and simplify our existing fragmented systems by creating a single digital platform for public procurement.



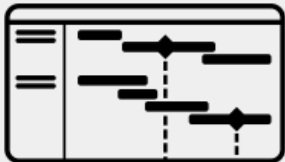
Learning & Development

Goal: To support practitioners and others to develop the knowledge, skills, understanding and confidence to operate effectively within the new public procurement regime and exploit its flexibilities appropriately.



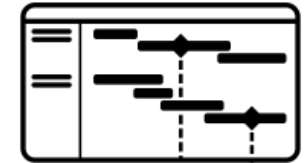
Procurement Review Unit

Goal: to establish a new mechanism for monitoring and investigating legal compliance with the new regime, including a central debarment list for suppliers.



Planning & preparation for Implementation

Support to contracting authorities to help them prepare to operate in the new regime



Processes

Systems

People

Transition



There are numerous benefits to Procurement Reform beyond the regulations

- Combining 4 regimes into 1 - simplification is a post EU exit benefit
- Moving from 7 procedures to 3 including a new competitive flexible procedure
- Embedding transparency throughout from pipelines to KPIs - digital transparency platform developed
- Single register of suppliers to save re-submitting information
- Enhanced and strengthened exclusions including for National security and clearer evaluation criteria for past performance
- Open frameworks and new dynamic markets allowing more flexibility
- Registers of commercial tools can leverage spending power
- Welsh Government and Northern Ireland have joined the Procurement Bill





Social Value has an ongoing and very important role to play in procurement

- The Bill is a legal framework for all procurements- from local schools to large scale infrastructure
- MEAT to MAT – important distinction
- Below-threshold direct awards to SMEs, VCSEs and local suppliers
- The Bill supports the Social Value Act
- The National Procurement Policy Statement will set out strategic priorities to which procurement teams will have to “have regard” to
- Procurements can be designed in a way to benefit local communities





We want to encourage new suppliers, SMEs and VCSEs to work with the public sector

- “Have regard to small organisations”
- New flexible procedures will mean better procurement outcomes
- Strengthened requirement for pre-market engagement
- Digital platform - all opportunities in once place, and “tell us once” approach to registration and evidence locker system for bidders
- Increased transparency - visibility of pipelines
- Supplier feedback - requirement on public bodies to provide bid assessments
- Strengthened prompt payment provisions





The Bill's journey so far

Bill passage

Bill started in the House of Lords

- 1st reading
- 2nd reading
- Committee stage
- Report stage
- 3rd reading

Bill in the House of Commons

- 1st reading
- 2nd reading
- Committee stage
- Report stage
- 3rd reading

Final stages

- Consideration of amendments
- Royal Assent

Key

Complete

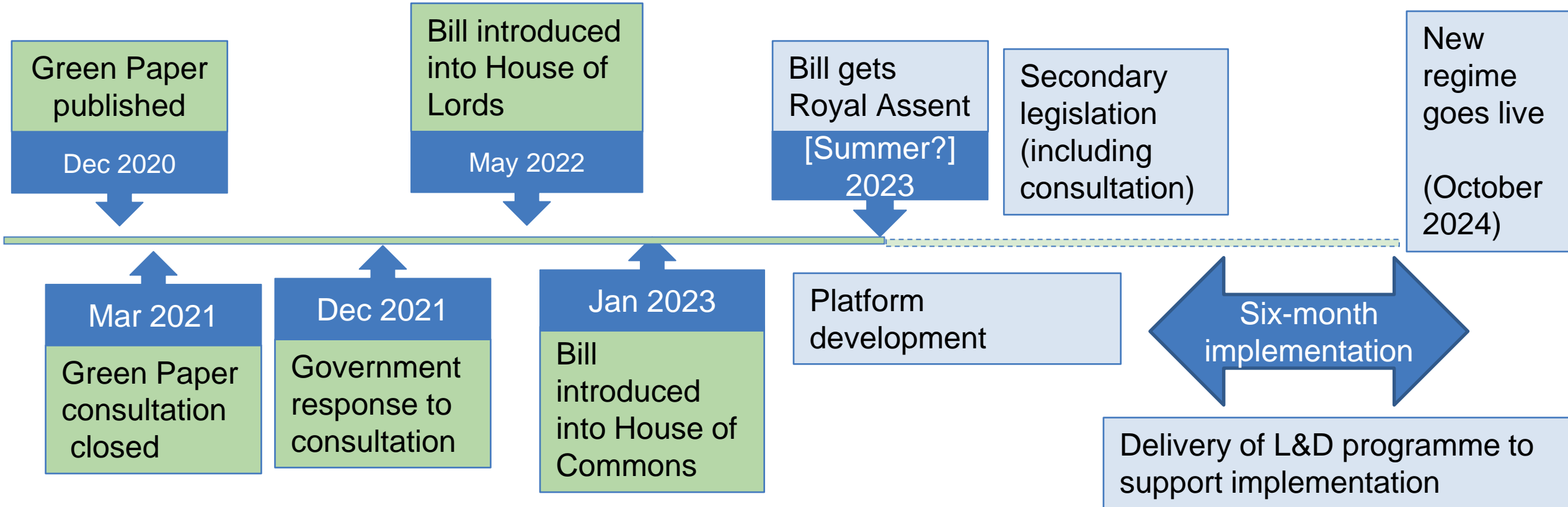
In progress

Not applicable

Not yet reached



Timescales to go-live- we have some time to prepare



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Unlocking the Power of the Public Pound



Darren Knowd MBA MCIPS

Head of Procurement, Sales and Business Services

Durham County Council

LGA Chair of National Social Value Taskforce

LGA National Advisory Group



Procurement Bill – A Social Value Game Changer



Opportunities

1. Cabinet Office have done a great job!
2. One set of rules
3. Competitive Flexible Procedure is a game changer
4. Ability to design innovative approaches
5. Easier early supplier engagement
6. Opportunity to negotiate in a process
7. Improved opportunities for complex procurements
8. Supplier innovative solutions more achievable
9. Improved Social Value focus via NPPS
10. Stronger chance for SME and VCSE suppliers

Challenges

1. Procurer training
2. Supplier training
3. Managing the transition from the old ways to new
4. Varying processes for suppliers to understand
5. Need for improved bidding skills
6. NHS Provider Selection Regime – 2 ways of working
7. Avoiding buyer risk aversion
8. Impact on the market ref Framework Agreements
9. Ensuring transparency in negotiations
10. Managing the transition in a tricky BAU world

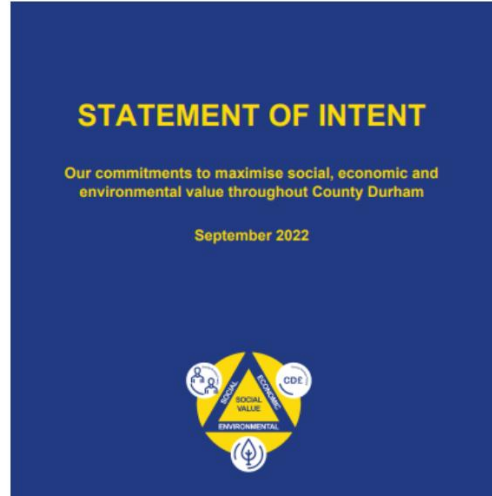


Maximise the Economic , Social and Environmental outcomes with every pound we spend

Collaborative Placed Based Social Value is the Future




The County Durham Pound partners





Collaborative Aims and Objectives





The Commitments of the collective


- 

1
Collaborate proactively
We will share ideas and learn from each other's experience and best practice in social value
- 

2
Embed relevant processes
We will develop suitable processes to ensure high quality delivery and to meet the project's objectives
- 

3
Involve and empower stakeholders
We will hear the concerns and ideas of community members and other stakeholders across the public, private and third sectors
- 

4
Respond to local needs
We will ensure that our social value activities address local needs and priorities wherever possible
- 

5
Be transparent and accountable
We will share what we intend to do and why, plus how we are progressing, so you can hold us accountable
- 

6
Track, report, learn and improve
We will track and report what we are all doing using a consistent framework so that we can drive continuous improvement

Mechanisms for unlocking social value



Thank you

If you think you are **too small**
to make a difference,
try sleeping with a **mosquito**.

– Dalai Lama



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**Unlocking the Power of
the Public Pound**



Lorraine Cox
Director, STAR Procurement

Unlocking the Power of the Public Pound

STAR Procurement Who are we?

Our Approach in STAR since 2019 –

- X4 Mobilisation
- National TOMs / Bespoke TOMs
- 20% Weighting above £25K
- Using SVP

Our Approach across Greater Manchester Combined Authority (GMCA) -

- Working collaboratively across our Public Sector, Anchors and our Business/VCFSE sectors (*see slide 6)

Our Partners



Unlocking the Power of the Public Pound

**£238.5M of
added SV
secured (4 years)**

**Local spend
retained in
(GM) 75+%**

**38.5% Added
Value secured
(% of contract
value – 4 years)**

Unlocking the Power of the Public Pound

So What?

Is it securing the right Social Value?

- Does it meet our **PRIORITIES**?
- Is it delivering **IMPACT**?
- Are bidders aligned with our **VALUES**?
- Are bidders supporting our **SV CHALLENGES**?

£238.5M

Unlocking the Power of the Public Pound



BETTER BIDDERS

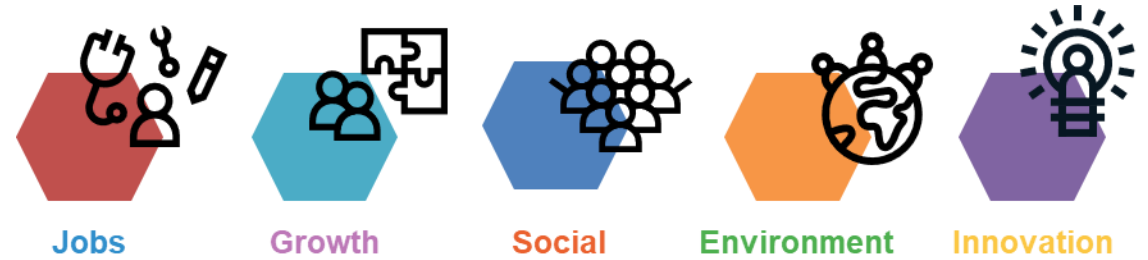
Our GM Priorities are:

1. Real Living Wage
2. Characteristics of Greater Manchester Good Employment Charter
3. Carbon Reduction – net zero by 2038 (Greater Manchester) / 2050 (UK)
4. Tacking Inequality (protected characteristics)
5. Economic Diversity (Small Medium Enterprise and Voluntary Community Social Enterprise)
6. Local Spend (Greater Manchester based businesses)

WE WILL SUPPORT BIDDERS TO BECOME

“MATCH FIT” AND USE THE REGS/BILL.

Unlocking the Power of the Public Pound



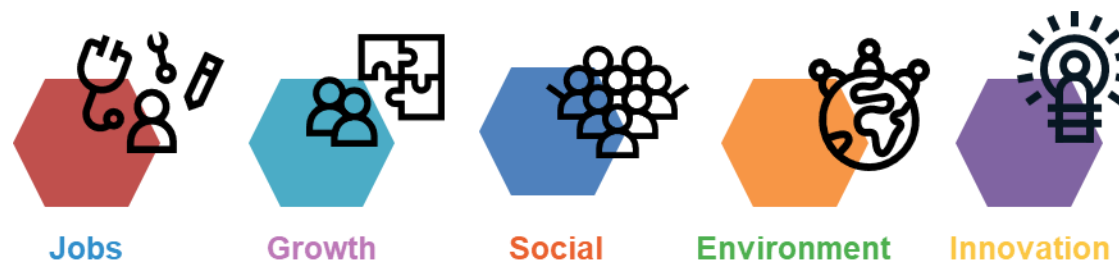
BETTER SOCIAL VALUE

Jobs

- RLW/GMGEC
- REAL AND NEW JOBS
- TARGETED COHORTS
- INNOVATIVE/INCLUSIVE/FLEXIBLE WORKING



Unlocking the Power of the Public Pound



Environment
Driving Environmental criteria into procurement focusing on:

- Evidence based (e.g., reducing emissions)
- Committed to being Net Zero by 2038/50
- Contractual

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**Unlocking the power of the
public pound: Defence's journey
to deliver social value**



David Whipp
Social Value SME, Ministry of Defence (DE&S)

A growth mindset

Looking for new opportunities to deliver with, rather than to



SVID
SOCIAL VALUE
IN DEFENCE

Defence
Suppliers Forum

Making decisions
that count

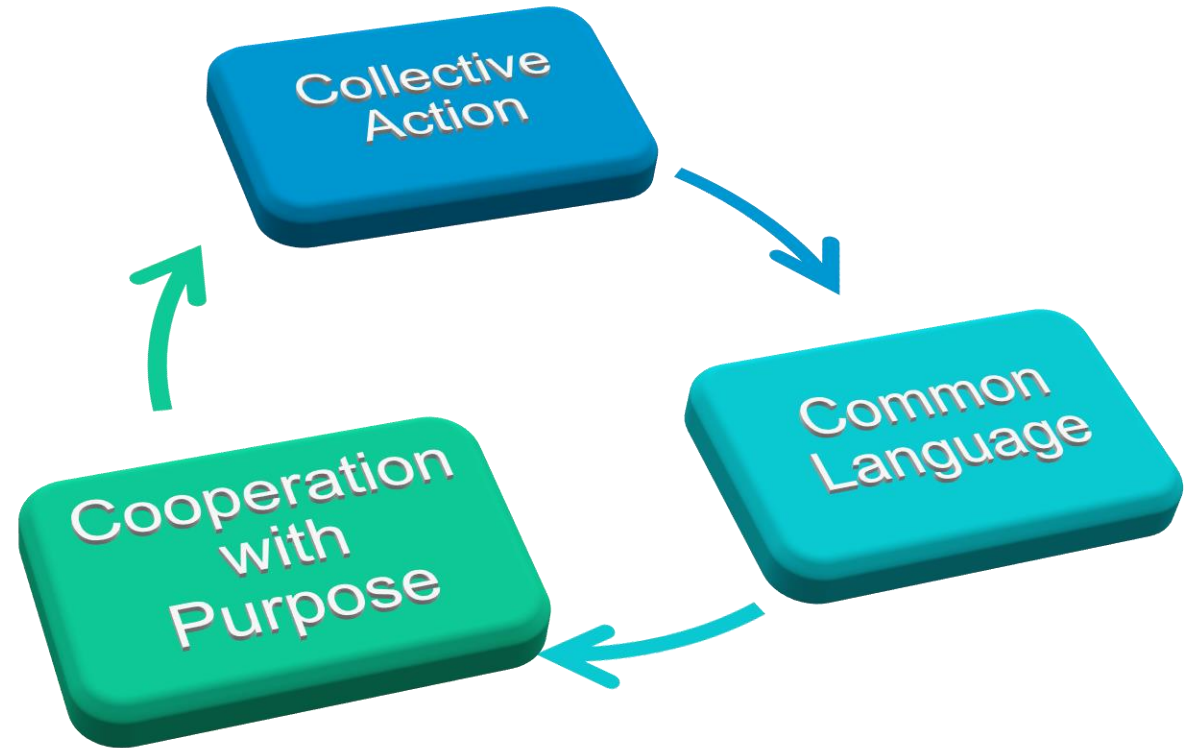


Delivering Cultural Change

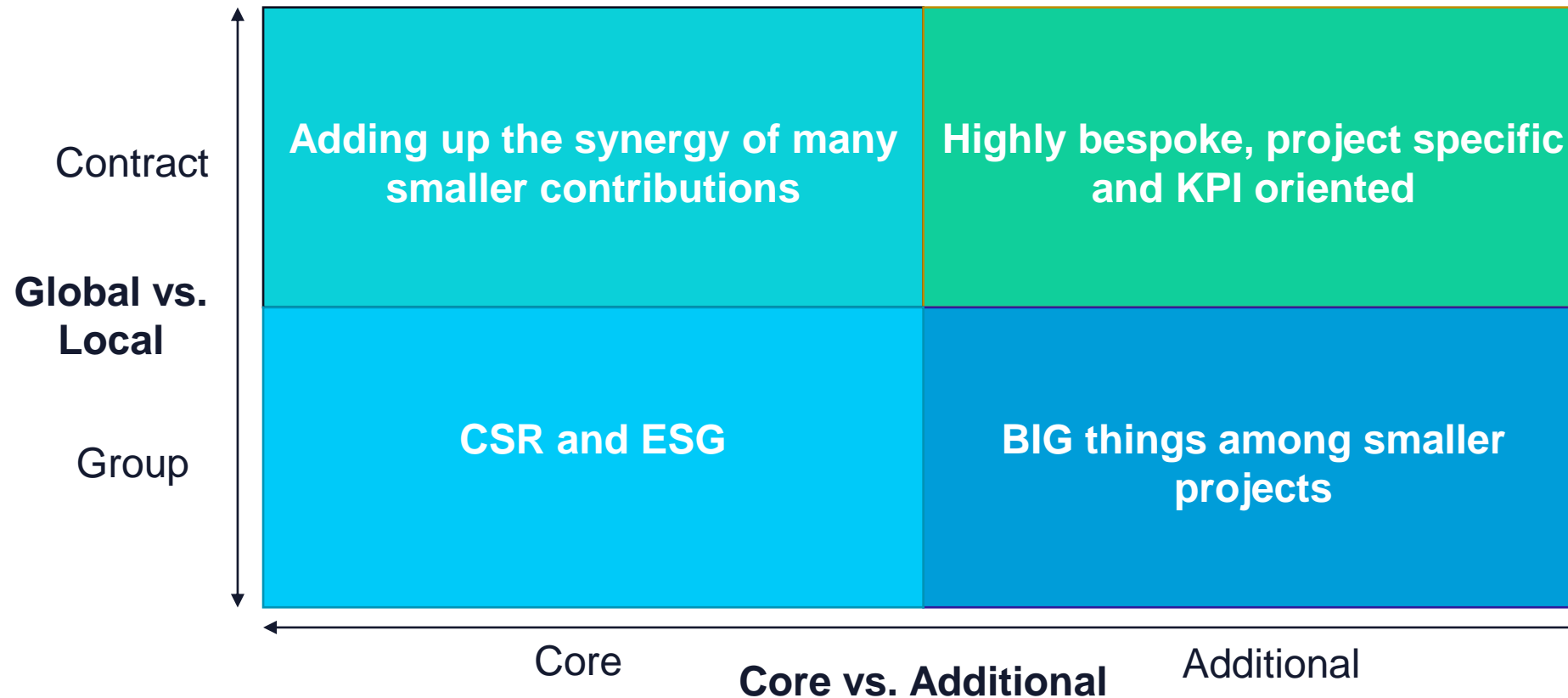
You can't impose cultural change. It is a journey all people at all levels need to take for themselves

Cultural change is embedded in learning through action, actions that become ...

“ the way we do things around here”



A growth mindset, looking for new opportunities to deliver with rather than to



Where are we on the journey?

TODAY : TOMORROW : TOGETHER

- **Additionality is change, run across the Defence enterprise creates tensions, as one organization's change is another business as usual**
- **We are all learning to enjoy the journey and focus on the additional benefits to all**
- **Collective Action, Common Language, Cooperation with Purpose**
 - **Collective Action - Consistency**
 - **Common Language - Consistency**
 - **Cooperation with purpose - Measurement and Reporting - Consistency**



Thank you

Q&A



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Thank you