

What is Social Value?

The GMCA Social Value Policy Definition

“A process whereby organisations meet their needs for good, services, works and utilities in a way that achieves value for money on a whole life basis in terms of generating benefits not only to the organisation, but also to society and economy, whilst minimising damage to the environment”

Put Simply.....

Looking beyond the price of each individual contract and looking at what the collective benefit to a community is when a public body chooses to award a contract.

Social Value underpins “Our Manchester” Strategy

- Thriving and Sustainable City
- Highly Skilled City
- Progressive and equitable City (addressing inequalities)



Over 10 Years Development of Social Value Policy

2007 - Created a Centralised Procurement Function



2008 - Sustainable Procurement Policy



2013 - Review of Sustainable Procurement Policy



2014 - Manchester adopted the Greater Manchester Combined Authorities Social Value Policy



2015 - Task and Finish Group set up to review Ethical Procurement.



2016 - Ethical (Procurement) Policy adopted by full Council

Policy Development - 2015

Social Value given more importance in the evaluation and award of
Contracts and Frameworks

Weighting on social value was increased from a minimum of:

10% to 20%

The Council's Social Value Objectives

- Promote employment and economic sustainability
- Raise the living standards of local residents
- Promote participation and citizen engagement
- Build the capacity and sustainability of the voluntary and community sector
- Promote equity and fairness – target effort towards those in the greatest need or facing the greatest disadvantage
- Promote environmental sustainability

Impacts of Procurement Spend

	2008/9	20017/18
% spend within Manchester	51.5%	71.3%
% spend within GM	86.5%	89.8%
Spend with SME's		
	2014/15	2017/18
	46.6%	61.7%
	£189.9m	£265.6m

Whole supply chain approach – encouraging our suppliers to spend locally.

Supplier re-spend within Manchester on Manchester based suppliers and employees - £120m

Two thirds of suppliers actively providing support to voluntary and community organisations

The Importance of Senior Sponsorship in Overcoming Obstacles

Challenges are much the same as anyone else's

- Cultural
 - Lack of buy in/focus in some areas – get on with the job
 - Lack of consistency across the Council
- Procedural – perceived legal barriers
- Practical – process

Key to overcoming many of these challenges:-

Senior Sponsorship

- Senior consideration of social value throughout the process
- Senior sponsorship role has moved us to the next level
- Support and challenge in equal measure
 - Relentless pursuit of SV – ability not to give in to pressure
- Leadership focused minds and helped to change culture and create consistency
- 2015:- 10% - 20% & have used 30%
- 2016 Ethical Procurement Policy – Full Council adoption
- Improved governance
- Gateway – At each stage of the process
- Prepared to take risks

Tool Kits and Training

- Social Value Tool Kit for Suppliers
 - http://www.manchester.gov.uk/downloads/download/6648/social_value_toolkit
- Social Value Tool Kit for Commissioners
- Extensive briefings and Social Value related events (Approaching 100 since 2017)
 - For Members
 - For Officers
 - For Suppliers
 - Our Manchester Leadership Development Programme
 - Raising the Bar Programme
 - Induction through the above
 - Learning lunches

http://www.manchester.gov.uk/downloads/download/6648/social_value_toolkit