

Social Value training

Incorporating the delivery of Social Value into public sector procurement is now a critical element of the procurement process, with many governments mandating a minimum threshold. In the UK, for example, Social Value should account for at least 10% of the tender score. In order to evaluate a response in relation to Social Value, a project team must understand what 'good' Social Value looks like and how that is articulated. Whilst there is guidance available, such as The Social Value Model and public sector policies, it is often difficult to understand how to apply them to the contract and how to effectively differentiate between suppliers.

Course Objectives

This half-day course is for people within a buying team who need to understand what Social Value is and how to apply it to a procurement. It considers Social Value in the context of public sector procurement, the process that should be followed and how to apply it to your project.

By the end of the session, delegates will:

- Have a basic understanding of the various definitions of Social Value
- Be able to identify Social Value outcomes relevant to the delivery of public sector contracts
- Understand how to map relevant outcomes to the criteria in the UK Government's Social Value Model
- Be ready to start using Social Value as a differentiator between suppliers

Who should attend?

- Procurement team members responsible for delivering the Social Value elements of a procurement, (whether using the AWARD® solution or not)
- Project members who wish to gain an understanding of Social Value considerations
- Bidders who wish to understand what the buyer is looking for

Key topics

- What is Social Value?
- Social Value in the context of public sector procurement
- Social Value in the private sector (widely recognised commercial benefits)
- How to identify Social Value – the process
- Applying the process to your procurement



Course Overview

Our Social Value training is delivered as a half-day course for up to 10 attendees, and can be delivered remotely or on-site, as required.

The course includes input from our Social Value partner, Samtaler (samtaler.co.uk), who are experienced in delivering practical and workable solutions to Social Value obligations from both the bidder and buyer perspectives. They have seen and can share first-hand experiences of the value brought to communities through the delivery of successful Social Value initiatives. Subject to availability, the training can include an interactive workshop led by Samtaler.

It also includes a short demonstration of the AWARD[®] strategic evaluation solution, which will show how you can ensure that the weighting of your Social Value questions results in 10% of the score, and that its impact on the outcome is fully understood.

Further information and bookings

The training runs for half a day (3 hours) and is for up to 10 delegates.

For more information, pricing, availability and bookings, please contact your Account Manager or email us at sales@commercedecisions.com

