

The Public Services (Social Value) Act 2012 came into force on 31st January 2013, making it a legal obligation for local authorities and other public bodies to consider the social good that could come from the procurement of services before they embark upon it. The Authority question in this example is a typical question that may be included in tenders you respond to. The numbers, examples and accreditations referred to using [] are included for indicative purposes. When drafting your response, try to offer innovative ideas and commitments to the Authority.

Social Value: With regards the nature of the proposed contract being procured through this tender opportunity, please provide details of the Social Value that your organisation already delivers and will deliver during the duration of the contract term to include social, economic and environmental benefits.

Typical Response

We employ local people wherever possible, we monitor our fuel usage and actively encourage our staff to use public transport or car share as a means by which to travel to work. We also sponsor our local youth football team and recycle as much of our waste as possible.

Tender Victory Response

At **Tender Victory** we are committed to developing our Social Value offering. Currently we are members of **[ABC]** local development/awards scheme. We intend to extend this existing commitment by also committing to **[XYZ]** scheme. Social Value that we have delivered to date on existing contracts includes **[making donations to the local Fire Service for the purchase of fire alarms]**. In addition all staff are encouraged to carry out charitable works and support projects in their community by being given a day per year (in addition to their annual leave) in which to volunteer for such works or projects.

Any resulting contract would represent an increase in our revenue and in order to service the contract over the contract term, it is our intention to employ **[two]**, possibly **[three]** new members of staff. **[Two]** of this number would be employed in our **[operations/warehouse/service delivery division/department]** and these roles would be suitable for apprentices. We have strong links with the local **[enter name]** college and regularly attend job fairs at which school leavers are present. We do and will provide full training as we would with any member of staff with a direct manager being assigned to oversee their work and provide support where required. We would also incentivise them in line with our company policy.

Tender Victory would be pleased to consider long-term unemployed and ex-offenders for these roles. For other vacant positions, we recruit locally wherever possible and use an online job search website **[name]** to advertise as well as the local press and our own website.

We encourage flexible working and several members of staff in management and administration roles are able to work remotely and/or from home using IT provided by us, which ensures they have a good work life balance (contributing to our very low attrition rates) and also reduces the commuting and carbon emissions associated with the operation of our business.

We measure the social value delivered in our contracts by establishing a base line at

the start of each individual project/initiative and then assessing on a quarterly basis what has been delivered against the original objectives of the project/initiative.

Should we be successful in this tender process, we will work with the Authority to agree a plan for delivering Social Value. Our **[name Account Manager/Business Development Manager]** shall take responsibility for overseeing the development and management of social value in this contract and will report progress to the Authority in our quarterly review meetings. The delivery and monitoring of social value shall be a standing agenda item at such meetings. We would be delighted to work with you to contribute to the development of the Authority's organisation-wide recording and reporting of social value, perhaps through the creation of case studies and the support of PR initiatives.