

With the spirit of testing a range of structures to find out the more suitable ones, the County started procurement trial processes with both quantitative and qualitative approaches, as it initiated a social value journey in 2019.

The goals of the pilot were to test:

- ✓ Prioritising measures
- ✓ Adopting Social Value weightings between 5% to 20%, and understanding its impact on additional benefits offered by suppliers
- ✓ A flexible approach: sourcing projects ranging from low risk to above OJEU threshold
- ✓ Correlation between Social Value and contract prices
- ✓ Best ways to engage with suppliers
- ✓ Potential benefits that can be achieved
- ✓ Essex TOMs.

The Essex TOMs:

- ✓ Tailored version of the National TOMs (Themes, Outcomes and Measures)
- ✓ 5 Themes, 14 Outcomes and 43 Measures
- ✓ All have a value assigned to them
- ✓ Wide range of Social Value practices
- ✓ Potential suppliers were able to select what to propose in their offers and further deliver through the contract
- ✓ ECC initial priority areas - Employment, Skills, and the Environment
- ✓ Multiplier applied to ECC Priority areas to focused on Local Authority strategic aims



Sourcing Project

Estimated contract value

Proposed Procurement Weighting

Sourcing Project	Estimated contract value	Proposed Procurement Weighting
Refugee Resettlement	£650,000	50% Price, 30% Quality, 20% SV
Mental Health Supported Employment	£1.3m	60% Price, 30% Quality, 10% SV
Housing Related Support	£3.5m	60% Price, 30% Quality, 10% SV

Pilot Project's Results

Social value committed throughout tenders

£5.6m spend = £3.2m social value committed

- ✓ 4 employment opportunities for people with disabilities
- ✓ 3 employment opportunities for care leavers
- ✓ 22,000 car miles saved per annum
- ✓ 2 employment opportunities for rehabilitating young offenders
- ✓ 4 jobs for local people
- ✓ 24,000 hours of employability support for young people
- ✓ 6,000 hours dedicated to improving staff wellbeing
- ✓ £51k invested into health initiatives

The recommendations for improvement:

- ✓ Embed the Essex TOMs into ECC's sourcing process
- ✓ Adapt the Priority Measures to support entry level employment and COVID recovery measures: Employment, Skills and Youth
- ✓ Alter the Procurement Policy to flexible SV weighting up to 20%
- ✓ Adopt the Essex TOMs across existing supply chain where appropriate (starting with strategic suppliers)
- ✓ Procurement working group to review Contract Management approach
- ✓ SV team to take forward identified opportunities

