

Social Value in bids

5 key things to be aware of



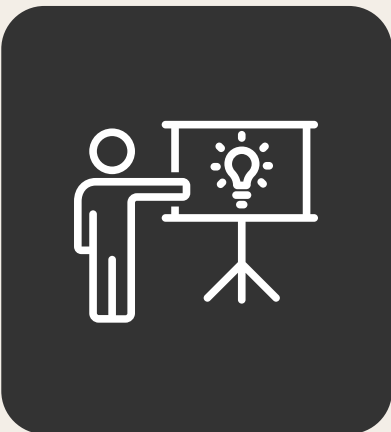
THE SOCIAL VALUE MODEL

The *Social Value Model (2020)* model seeks to rapidly strengthen social value within procurement. It's important suppliers read it to understand how social value will be evaluated in tenders. The 5 main themes are COVID-19 recovery; Tackling economic inequality; Fighting climate change; Equal opportunity; and Wellbeing.



HOW YOU COMMUNICATE

Suppliers should be realistic about their ability to deliver and not over-promise or exaggerate their capabilities. At the same time, buyers will be looking for specificity in how commitments will be delivered, with clear and measurable targets. Basically, no flowery language!



DEMONSTRATING IMPACT

Suppliers should be prepared to demonstrate the actual impact of their social value commitments, both during and after the contract period, to ensure that they are delivering the social value they have promised.



THE BUYER COMES FIRST

The public sector organisation you are bidding to win a contract with will have its own set of priorities. Suppliers should show how their social value commitments align and how they can contribute to achieving the organization's strategic goals.



LAWS AND REGULATIONS

Public sector suppliers must make sure they are compliant with all the laws and regulations that are related to social value, such as the Modern Slavery Act, the Equality Act, and the procurement regulations.