



Contract for Change Strategic Partner

Overview:

The Contract for Change Strategic Partner role is a more significant role supporting the development and implementation of the Contract for Change programme.

This will involve each Strategic Partner organisation named in the project (e.g. [Strategic Partners | Contract for Change](#)) putting some time and resource into the programme work. There is also the possibility of co-developing products, services, or resources to support the desired outcomes of the programme.

Strategic Partners will:

- inform key direction of the programme
- always have a place on the Steering Committee of the programme
- be members of SVUK

Key areas of focus for Contract for Change are to be agreed with the Steering Committee but will include (but not exclusively):

- Strategy planning and linking to procurement – also core to SVUK practice with members
- Engaging SMEs, and VCSEs and supporting diversification of supply chains
- Better understanding of social value, and sustainable procurement

Contract for Change Strategic Partners:

Current Contract for Change partners are:

- Value Match
- Supply Change
- Social Value Exchange



Partner Overview of Skills, Expertise and Interest in the programme:

Value Match

Skills and Expertise:

- Established in 2013, Value Match has 4 strands of activity – resourcing, training, consulting, procurement services
- Training is focused on really practical action
- Procurement services include supporting in schools, bid management and support in the NE
- Value Match also run a DPS focusing on how to build in ethical and sustainable supply, not just for Social Enterprises, but supply network more broadly.
- One of their key aims is to make ethical and sustainable procurement practice proportionate for SME size orgs

Interest in the Programme:

The Contract for Change programme was initiated by David Shields CEO of Value Match and Non Exec Board Member of SVUK.

Currently (and still) there are not good examples of good practice in managing SV in procurement, with varied practice and not much differentiation in terms of critique of levels of practice, or better options, e.g. TOMs model, or Scottish model. There is a lack of strategy in the planning, even in most developed sections of Local Gov the links between strategy and procurement are not well developed. See Contract for Change as the collaborative space to address these issues.

Key areas of interest for developing products and services: training

Supply Change

Skills and Expertise:

- Supply Change started as a result of research with Orbit which showed gap between organisations that want to engage with SEs and SEs themselves. Supply Change was developed to increase SE suppliers in supply networks, with the aim of removing barriers from buyers and suppliers.
- Supply change platform is a directory of SE suppliers which buyers pay to access this. All suppliers have been vetted, gives access to suppliers, and provides some quality assurance for buyers.
- Also provide wrap around services to get buyers ready to engage with suppliers , e.g. spend analysis to identify categories to switch to SEs
- Run a range of networking events to help with e.g. pre market engagement, building relationships etc



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- Run training and workshops on embedding Soc Ents into supply chain, and some courses for soc ents on how to get contract ready
 - Launched a public sector compliant DPS last year for VCSEs, only for small cost contracts that allow for this.
 - Mission – increasing SE procurement and getting VCSE into supply chains

Interest in the Programme:

Training and workshops as an expert. Provision of brokerage, connection, collaboration, and relationship building space, either through networking activities, or through a collaboration platform

Social Value Exchange

Skills and experience:

The Social Value Exchange was established in 2015 and since then we have worked with hundreds of organisations across the private, public and community sectors, maximising local, place based Social Value through procurement. The Social Value Exchange was one of the earliest proponents of 'Social Value Brokerage', which uses the matching up of government suppliers and community organisations to create Social Value.

We:

- Have maximised Social Value from millions of pounds worth of public procurement
- Have developed 2 technology platforms to maximise Social Value and, as a consequence, build capacity in local community organisations
- Are working with some of the biggest housing associations and local authorities in the country
- Have received backing from Bethnal Green Ventures, Nesta, Innovate UK, the Community Impact Partnership and the Key Fund.

Interest in the programme:

While Social Value has been accepted as an idea, there is significant variation in terms of good practice. Our focus is on ensuring that: a) communities are the primary beneficiary of Social Value, b) communities are involved in Social Value to the greatest extent possible and c) community benefits are verified without creating conflicts of interest.

We are happy to support the conversation, in particular, around these themes through seminars, workshops, conferences.



Capacity to support delivery of programme:

Value Match

Capacity to support delivery of the programme

- Communications support – sharing work, activities, resources etc through network including social media
- Website support
- Training development
- Capacity building for organisations
- Act as chair for committee (although recommend this role is shared amongst the Steering Committee)

Benefits of partnership

Feeds directly into Value Match ethos / values, opportunity for learning across partners

Supply Change

Capacity to support delivery of the programme

- Communications support – sharing work, activities, resources etc through network including social media
- Delivery of workshops
- VCSE network access
- Clients and buyers for piloting , sponsorship and support
- Not in a position to host

Benefits of partnership

Highlighting work, exposure, increasing mission and impact, wanting buyers to understand that Social procurement doesn't need to be difficult

Social Value Exchange

Capacity to support delivery of the programme

- Campaign support - sharing useful information with our network of local partners across the private, public and community sectors.
- Product support - sharing our experience of developing digital platforms.
- Capacity building - working with public, private and community stakeholders to increase awareness of Social Value, in terms of policy and implementation.



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- Awareness raising - 'Social Value Brokerage' is a proven model with many benefits for all stakeholders.

Benefits of partnership

We have been working in the Social Value space since 2015 and can bring that learning to bear for the benefit of a wider network.