



# Social Value Matrix

A new way of capturing and delivering Social Value

# Stages of Process

- Early identification of Social Value opportunities
- Market engagement
- Scope requirements (workshops)
- Develop documents (specification, matrix & qualitative questions)
- Procurement process (if CD explore further opportunities)
- Mobilise model
- Deliver and review



# Social Value Specification

- Detailed Specification
- Database of 50+ specific SV requirements
- Prescriptive on requirements
- Same importance/approach as technical specifications
- No ambiguity

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## 1.9 Social Value Category 6 - Schools & Colleges

- 1.9.1 The Service Provider will be required to build a working relationship with primary and secondary schools/academies located within the contract area.
- 1.9.2 This liaison shall include, but not be limited to the following:
- Engagement of a minimum of four schools per annum (contacts will be provided by Moat)
  - Annual Careers Day in schools (targeted at Year 9+10 & 11+12) in our key regions (Gravesham, Gillingham, Sittingbourne, Stanhope, and Pollards Hill).
  - Sponsoring Strengthening Minds (SM) or a similar programme programmes in the Hub regions to prevent NEETS.
  - Provision to each school of an overview of the Service Provider's business and potential long-term employment opportunities
  - Provision of at least one site visit per year for each school and college to learn more about the contract.
  - Exhibit and offer sponsorship to any Moat organised careers events identified.
- 1.9.3 All engagement shall in the first instance be conducted through Moat's HR Manager to ensure coherence with local initiatives.

# Social Value Matrix



Contractor Name:		Echelon Maintenance Services Limited				
Bidders are to base their proposed figures on the repairs and voids workstreams with an estimated spend of £8m per annum.						
Social Value Category	Points Basis (Unit)	Points per Unit	Minimum Required Quantity	Maximum Required Quantity	Contractor Proposed Figure	Contractor Points Value
SV1 - Donation to Moat Foundation	per £1000 (in ,000s)	2	40	80	50	100
SV2 - Employment Opportunities (based on number of closed recruitment rounds per annum)	No. Rounds	10	15	30	25	260
SV3 - Apprenticeships (focus on female and older)	No. Apprentices	12	4	10	7	84
SV4 - Work Experience/Pre-Apprenticeships	No. Placements	6	20	40	30	180
SV5 - Refurbishment of Community Space/Gardens - to include link to existing projects such as "Garden	No. Projects	6	16	24	20	120
SV6 - Schools and Colleges (based on no. schools) - targeting one school per hub	No. Schools	10	4	8	8	80
SV7 - Resident Training (DIY) & to include other life-skills training such as mechanics etc	No. Days	10	6	12	6	60
SV8 - Supply Chain (based on % promoted locally)	% promoted	50	50%	100%	75%	375
SV9 - Meet the Buyer Event - to rotate around Hubs	No. Events	20	1	1	1	20
SV10 - Digital Inclusion - commitment to objective and to support "We are Digital" initiative	No.	20	1	1	1	20
SV11 - Operative Training	% NVQ2	50	80%	100%	90%	45
SV12 - Single Point of Contact Vulnerable (Yes/No)	No.	20	1	1	1	20
SV13 - Mental Health, Domestic Abuse and Safeguarding	% Trained	50	100%	100%	100%	50
SV14 - Supporting Focussed Events (to include health and wellbeing, healthy living etc.)	No. Events	25	8	12	9	225
SV15 - Full-Time Dedicated Social Value Officer (Yes/No)	No.	20	1	1	1	20
SV16 - Resident Training (Interviews/CVs)	No. Days	10	10	20	11	110
SV17 - Legacy Initiative (to develop and support a legacy initiative in partnership with Moat)	No. Initiatives	50	1	1	1	50
SV18 - Supporting start-up businesses and SMEs	No. Supported	20	1	3	3	60
SV19 - Supporting Existing Community Events (1 per hub (x5)) and Pollards Hill	No. Supported	15	6	6	6	90
Score Type	Points Value					
Minimum Possible Score	1249.00					
Contractor Score	1620.50					
Difference From Minimum	371.500					

# Social Value Evaluation

- Marks for the best SV offer
- Evaluation of delivery model
- Opportunity to capture additional Social Value
- Evaluation by Client specialist(s) & Residents



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# Current Users?

- Hyde Capital Works Programme
- Sovereign (all procurement)
- Hexagon Housing Association
- Riverside Housing Group
- Progress Housing Group
- Town and Country Housing
- ForViva
- Opportunity to benchmark going forward...watch this space!



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# More information

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