

# Procurement and Social Value Network Meeting

## AGENDA

19<sup>th</sup> February 2020

Ealing Council Office, Perceval House

14 -16 Uxbridge Road, Ealing W5 2HL

10.00am – 12.00pm, Room M5.12 (5<sup>th</sup> Floor)

| Time  | Item   | Leading  | Comments<br>(Attachments – bold)   | Purpose                        |
|-------|--|--|--|--------------------------------|
| 10.00 | 1 <b>Welcome and Apologies</b>                             | Andrew Dakers<br><i>Chair of Ealing Business Partnership</i> | <ul style="list-style-type: none"> <li>Purpose of the meeting</li> <li>LSP Resource Optimisation MPA background</li> </ul>   | For information                |
| 10.05 | 2 <b>Partner introductions; outline current approaches</b> | All partners   | Written and verbal updates (2-3 slides prepared in advance)  | For information                |
| 10.35 | 3 <b>Wider Landscape</b>                                   | All partners   | <ol style="list-style-type: none"> <li>Community wealth building, local procurement and the law</li> <li>Issues for SMEs: <i>insurance?</i></li> <li>Issues for procurement teams: enforcement/ monitoring of contractual obligations?<br/>(<i>Locking CO2 reduction expectations into contracts</i>)</li> <li>Social and environmental value<br/>(<i>standards / best practice /what's out there?</i>)</li> </ol> | Discussion                     |
| 11.10 | 4 <b>LSP partners Contracts pipeline</b>                   | All partners   | Visibility of opportunities / collaborations?  | For information                |
| 11.30 | 5 <b>Engaging responsible, local SMEs</b>                  | All partners   | How do we engage?<br>What needs to change?   | Discussion                     |
| 11.40 | 6 <b>Next steps/ opportunities</b>                         | All Partners   | <ul style="list-style-type: none"> <li>Feasibility of Procurement and Social Value Network Meetings?</li> <li>Remit / Terms of Reference?</li> <li>Frequency of meeting?</li> </ul>  | For information and discussion |
| 11.50 | 7 <b>Final comments, next meeting and close</b>            | Andrew Dakers  |  |                                |

## Attendance / Invitation List:

| <b>Board Member</b> | <b>Title / Contact</b>  | <b>Organisation</b>             | <b>Attended / Apologies</b> |
|---------------------|---|---------------------------------|-----------------------------|
| Andrew Dakers       | Chair of Ealing Business Partnership<br>/Procurement and Social Value Lead for<br>LSP Resource Optimisation MPA<br><a href="mailto:Andrew.Dakers@westlondon.com">Andrew.Dakers@westlondon.com</a> | West London<br>Business (WLB)   | Attended                    |
| Henry Swan          | Interim Head of Commercial Hub<br><a href="mailto:swanh@ealing.gov.uk">swanh@ealing.gov.uk</a>  | London Borough<br>of Ealing     | Attended                    |
| Darren Sullivan     | Category Lead Corporate<br>Commercial Hub<br><a href="mailto:sullivand@ealing.gov.uk">sullivand@ealing.gov.uk</a>   | London Borough<br>of Ealing     | <i>Apologies received</i>   |
| Nasreen Tayab       | Head of Procurement<br><a href="mailto:Nasreen.Tayab@chg.org.uk">Nasreen.Tayab@chg.org.uk</a>   | Catalyst Housing                | <i>Apologies received</i>   |
| Konrad Adamski      | Procurement Manager<br><a href="mailto:Konrad.Adamski@a2dominion.co.uk">Konrad.Adamski@a2dominion.co.uk</a>   | A2 Dominion<br>Housing          | <i>Apologies received</i>   |
| Bassam Mahfouz      | Community Investment Social<br>Inclusion Manager<br><a href="mailto:Bassam.Mahfouz@a2dominion.co.uk">Bassam.Mahfouz@a2dominion.co.uk</a>  | A2 Dominion<br>Housing          | Attended                    |
| Syed Hasnain        | Head of Procurements<br><a href="mailto:Syed.Hasnain@westlondon.nhs.uk">Syed.Hasnain@westlondon.nhs.uk</a>  | West London<br>NHS Trust        | Attended                    |
| Robert Henaghan     | Senior Procurement Manager<br><a href="mailto:Robert.Henaghan@britishland.com">Robert.Henaghan@britishland.com</a>  | British Lands /<br>MakeitEaling | <i>Apologies received</i>   |
| Gurpreet Rana       | Senior Manager<br><a href="mailto:gurpreet@ealingcvcs.org.uk">gurpreet@ealingcvcs.org.uk</a>  | Ealing CVS                      | <i>Apologies received</i>   |
| Irfan Arif          | Officer<br><a href="mailto:EUSS@ealingcvcs.org.uk">EUSS@ealingcvcs.org.uk</a>   | Ealing CVS                      | Attended                    |
| Peter F. Gardner    | Borough Commander<br><a href="mailto:peter.f.gardner@met.police.uk">peter.f.gardner@met.police.uk</a>   | Met Police                      | <i>Apologies received</i>   |
| Tony Cooper         | Ealing Blue Light Strategy<br><a href="mailto:Tony.Cooper2@met.police.uk">Tony.Cooper2@met.police.uk</a>  | Met Police                      | <i>Apologies received</i>   |
| Paul Greenwood      | <a href="mailto:Paul.Greenwood@london-fire.gov.uk">Paul.Greenwood@london-fire.gov.uk</a>  | London Fire<br>Brigade          |                             |
| Phil Scott          | Head of Procurement<br><a href="mailto:Phil.scott@uwl.ac.uk">Phil.scott@uwl.ac.uk</a>   | University of<br>West London    | <i>Apologies received</i>   |
| Anil Nagpal         | Chief Operating Officer<br><a href="mailto:A.Nagpal@wlc.ac.uk">A.Nagpal@wlc.ac.uk</a>   | West London<br>College          | Attended                    |
| Carol Sam           | Regeneration Manager<br><a href="mailto:SamC@ealing.gov.uk">SamC@ealing.gov.uk</a>  | London Borough<br>of Ealing     | <i>Apologies received</i>   |
| Anthony Lewis       | Head of Strategy and Engagement<br><a href="mailto:LewisAnt@ealing.gov.uk">LewisAnt@ealing.gov.uk</a>   | London Borough<br>of Ealing     | <i>Apologies received</i>   |
| Mohammed Ahmed      | Policy Officer and Secretariat to LSP<br><a href="mailto:AhmedMo@ealing.gov.uk">AhmedMo@ealing.gov.uk</a>   | London Borough<br>of Ealing     | Attended                    |

# **West London Business**

*Andrew Dakers, CEO*

# Current approach to environmental/ social value procurement

- Just getting started
  - Micro social enterprise – 8 staff
  - £500k turnover per annum
- Policies and procedures
  - Focus on Sustainability criteria in Events venues procurement; highest area of spend after payroll
  - As a membership organisation focussing on our role in supporting members and partners transition to sustainable procurement practices – UN SDG alignment



# Challenges


- Internal
  - Developing practices at suitable scale for micro-enterprise
  - Knowing what environmental/ social standards to seek in different parts of our supply chain (see ‘Opportunities’)
  - Capacity building in staff team ....and suppliers
- External
  - Many organisations in West London (public and private) trying to navigate complex transition from policy to practice
  - Fragmentation of standards landscape
  - Fragmentation of procurement portals for SMEs to identify opportunities

# Opportunities

- Greta Thunberg effect – ‘Climate emergency’ now centre stage for many organisations stakeholders: customers, banks, investors, staff....
- Sustainability expertise in West London Business that we are trying to ‘package up’ and share
- Pockets of best practice from which we can learn (see opposite)



# Opportunities



**Sustainability Tools Guide**

This resource is designed to signpost people in organisations small and large to the best fit tools to assist them as procurement and/ or corporate responsibility and sustainability leads. If you are aware of tools, or key resources that we have missed please email [tianqi/li@westlondon.com](mailto:tianqi/li@westlondon.com) ccing [andrew.dakers@westlondon.com](mailto:andrew.dakers@westlondon.com)

**Tools**

GHG

Sector specific tools

Built environment sector tools

Whole organisation tools

Product LCA tools

LCA data sources

**Other resources**

Policy & guidelines

Other websites

**Definitions**

Climate change mitigation

Climate neutrality related terms

▶ Contents
Notes
GHG
Sector tools
Built environment
Whole organisation
Product LCA tools
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# London Borough of Ealing Social Value



# What is your current approach to environmental/social value procurement?

Currently no common approach, three possible approaches

- Write social value requirements into specification with clear KPIs and service credits
- Ask supplier to give you social value free choice (do not evaluate, but do include in contract)
- Ask supplier to give you social value free choice and evaluate using TOMs or own tool showing clearly how evaluation will be carried out

# What are the current Challenges?

- No single point of responsibility
- Awareness
- Balance of cost v benefits of social value
- Contract management to ensure social value agreed is delivered

# What Opportunities have you identified?

All tenders should consider social value and with early input at both commissioning and procurement planning stages, social value can be incorporated into contracts

# West London College

**Anil Nagpal**, Chief Operating Officer

# Current approach to environmental/ social value procurement

- We are working on this journey, ongoing development
- Where possible we use frameworks for our purchasing such as Crown commercial services and Crescent Purchasing Consortium; prequalify suppliers to ensure that they are both legally compliant and demonstrate behaviours that endorse economic, environmental and social changes
- With our existing contracts we work with our suppliers to collaborate
- Our internal Policies and procedures reflect our position; but subject to ongoing review
- Any tender or quotation documents request our suppliers' compliance

# Challenges

- Our greatest challenge are potential cost implications; although many changes can be made at little or no cost
- There are potentially some legal implications but adjustments on evaluation criteria can help mitigate this
- Some of our existing suppliers may need our help and expertise in this area to comply to our requirements
- We have a responsibility to work with our suppliers and stakeholders with a strategic partnership approach

# Opportunities

- There is potential for collaborative approaches with other local colleges and government bodies as long as there are no conflicts of interest
- Common approaches locally even if not direct procurement can be based around shared practices and experiences
- There is definitely positive marketing that can be made on publicity of achievements
- Potentially this could contribute to students decisions to enrol and stay with WLC and within the community

# **University of West London**

*Phil Scott, Head of Procurement*



# Current approach to environmental/ social value procurement

- Just getting started
  - High turnover in procurement staff
- Policies and procedures:
  - Sustainability criteria added to procurement policy
  - Criteria added to tender
  - Working with sustainability representative on sustainable procurement policy

# Challenges

- Internal sponsorship
- Potential cost implications
- It is no ones priority as individual teams focus on quality, delivery and cost
- Consistency of questions to ask – Potentially a bank of questions which could be used as appropriate

# Opportunities

- Reputational – Potential students care about social value
- HE organisations report on Value for Money for students and taxpayer to Office for Students - social value opportunities could feed into this



# Social Value

at A2Dominion

Bassam Mahfouz

# Current approach

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- Delivering Social Value through our Joint Ventures (Pyramid Plus London & South)
- Trialled Social Value scores and commitment with procurement of our Internal Audit and Tax contracts
- Building into tendering exercise for Environmental Services contracts
  
- Positives:
  - Current contractors and soft market testing are keen to be on board and compete positively on SV
  - Ability to achieve more of our social and environmental outcomes through our spending power
  - Measurable success and outcomes that align with our objectives
  
- Challenges:
  - Level of awareness amongst contractors varies significantly – some want prescriptive offer to sign up to, others keen to be innovative
  
- Opportunities:
  - To boost the work of our Community Investment offer;
  - Extending our strong environmental and social offer across to our contracts

# Example: Pyramid Plus

## Common objectives: Apprenticeships & Community Impact

- Apprenticeship programme that helps PP recruit the talent they need to grow
- Extending our good practice to our contractor
- Promote these opportunities specifically to our tenants
- Excellent retention rate of staff
- BIG Impact Days
- Now integrated as part of our Great Places to Live programme
- Christmas gift project
- Better reputation for both parties
- Closer connectivity to residents

