

Social Value: Procurement Act 2023

**Embedding Social Value and a future Public Interest Test across
Local Authority Functions**

Matthew Baqueriza-Jackson, APSE Associate



Course Brochure

training@apse.org.uk | 0161 772 1810

Course details

Are you exploring ways to practically embed Social Value through procurement? Do you need to further your knowledge of the new procurement requirements?

With the Procurement Act 2023 now in force and with an increased emphasis upon embedding Social Value (encompassing local economic, social and environmental considerations), local authorities and public sector bodies will need to learn how Social Value and other requirements of the Act can be included in procurement processes.

Whilst having been a legislative requirement of the Public Services (Social Value) Act since 2012, local authorities and other public bodies have sometimes struggled to include Social Value considerations across the entirety of the Procurement process.

This training will provide practical advice as to how Social Value can be considered during the six steps of the 'Cycle of Procurement' and including during spend analysis, in the design of services, in tender processes and evaluation, and during contract monitoring.

Who should attend?

Social Value should be a cross-department consideration and not restricted to the procurement function alone. To support councils with this, the training is designed for a wide variety of roles, including:

- Data Analysts and Researchers.
- Those with responsibility for developing Strategy.
- Service Heads and Managers with responsibility for commissioning goods, services and works.
- Economic Development Officers.
- Procurement Heads and Officers.
- Contract Managers.

Learning Outcomes

During this course you will:

- ❑ Appreciate the requirements of the Procurement Act 2023 regarding SME engagement, lotting of contracts, reserving contracts, and embedding local economic, social and environmental considerations.
- ❑ Consider how Social Value can be embedded across each step of the 'Cycle of Procurement' and to explore examples from elsewhere.
- ❑ Evaluate how Social Value can be applied in practice through working on a fictional procurement exercise.
- ❑ Develop the skills required to embed Social Value considerations in procurement in your own local authority, public sector bodies or context.

Trainer Profile

Matthew Baqueriza-Jackson is an Independent Policy Advisor who has been undertaking work across the UK and Europe around procurement and Social Value for the last 18 years. Matthew's work on procurement and Social Value commenced during his time at the Centre for Local Economic Strategies (CLES) where he designed a research programme focused upon: supporting local authorities to understand where their procurement spend goes; shifting the behaviour and culture of procurers in local authorities to consider social and environmental benefits in procurement; and influencing suppliers to deliver greater benefit for local economies through procurement. Subsequently, Matthew has worked with municipalities across the EU as part of 3 URBACT Programme Networks focused upon procurement and Social Value: Procure (2015-2018), Making Spend Matter (2018-2021) and GenProcure (2023-2025).



All of Matthew's work around procurement is shaped by the 'Cycle of Procurement' (see diagram to the left) – six key steps at which local authorities and other public sector bodies can consider wider local economic, social and environmental considerations in their Procurement practices.



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Course programme

For further information, please contact training@apse.org.uk

Part 1

09:15 - 09:30	REGISTRATION (and Tech Check)
09:30 - 10:45	<p>UNIT 1: What is Social Value in Procurement?</p> <ul style="list-style-type: none"> <input type="checkbox"/> Icebreaker and course overview <input type="checkbox"/> A deep dive into the Procurement Act 2023 <input type="checkbox"/> To procure or to not procure? Exploring the Public Interest Test in procurement <input type="checkbox"/> Introducing the Cycle of Procurement <ul style="list-style-type: none"> ○ Why is Procurement important? ○ Why is it much more than a transaction?
10:45 - 11:00	COMFORT BREAK
11:00 - 12:00	<p>UNIT 2: Embedding Social Value Strategically</p> <ul style="list-style-type: none"> <input type="checkbox"/> Exploring part 1 of the Cycle - Spend Analysis <ul style="list-style-type: none"> ○ What is Spend Analysis? ○ What data needs to be collected? <input type="checkbox"/> Exploring part 2 of the Cycle - Identifying Outcomes <ul style="list-style-type: none"> ○ What wider outcomes should procurement contribute towards? ○ How can a Procurement Strategy be developed?
12:00 - 12:25	<p>UNIT 3: Embedding Social Value into Commissioning (Intro.)</p> <ul style="list-style-type: none"> <input type="checkbox"/> Exploring part 3 of the Cycle - Commissioning <ul style="list-style-type: none"> ○ Which of the outcomes identified are relevant for the good, service or work being designed? ○ How can contracts be reserved for social organisations? ○ How can contracts be lotted? ○ How can Small to Medium Sized Enterprises be supported to bid
12:25 - 12:30	<p>PLENARY</p> <ul style="list-style-type: none"> <input type="checkbox"/> The setting of a small piece of homework

Part 2

09:15 - 09:30

REGISTRATION (and Tech Check)

09:30 - 10:00

UNIT 3: Embedding Social Value into Commissioning (Cont.)

- A reminder about part 3 of the Cycle - Commissioning
- Findings from the homework (including a task in groups)

10:00 - 10:45

UNIT 4: Embedding Social Value into Tendering and Delivery (Intro.)

- Exploring part 4 of the Cycle - Tendering (including a task in groups)
 - What is the difference between 'inherent' and 'added' Social Value?
 - How can technical specifications be included around Social Value?
 - How can award criteria be included around Social Value?

10:45 - 11:00

COMFORT BREAK

11:00 - 12:15

UNIT 4: Embedding Social Value into Tendering and Delivery (Cont.)

- Exploring part 5 of the Cycle - Decision-Making (including a task in groups)
 - What weighting should be applied to Social Value in decision-making?
 - How can responses by potential suppliers around social value be evaluated?
- Exploring part 6 of the Cycle - Contract Monitoring (including a task in groups)
 - How can the achievement of Social Value outcomes be monitored during delivery?








12:15 - 12:30

PLENARY, FEEDBACK AND CLOSE

- Taking learning back to individual authorities.

In-house - tailored training to meet your needs.

The package includes:

-  A pre-course consultation so we can tailor the course to meet your needs.
-  Trainee Needs Analysis.
-  Customisation of the slide pack.
-  Delivery of the course on a mutually convenient date and time to meet your authority's needs and working patterns.
-  Analysis of trainee feedback, which we share with you.
-  Trainer feedback, if required.
-  Post-course materials on password-protected hidden webpage.

If delivered online, the course is suitable for up to 15 participants and can be delivered over two half-days or one full day, via Microsoft Teams

If delivered onsite, it is suitable for up to 20 participants. Trainer travel, subsistence and accommodation are charged at cost.

Enquire about an in-house course [HERE](#)

What do participants have to say about this course?

"Our SV Policy is highly developed, but nevertheless I'm taking several actions away."

"If related to any aspect of your role it is a valuable course to attend."

"You will understand the context of social value, and be inspired to embed it in your work."

"Lots of additional information, links between subject areas, able to answer the variety of questions coming from our different backgrounds and levels of understanding."

"Social Value is something that is becoming an increasingly important aspect of the procurement process, especially since the introduction of PA23, so having a broader view of how to maximise and promote it within the authority is really useful."

About APSE Training

APSE (Association for Public Service Excellence) is a not-for-profit local government think tank, working with over 300 councils throughout the UK, promoting excellence in public services.

APSE is the foremost specialist in local authority front line services, hosting a network for front line service providers in areas such as waste and refuse collection, parks and environmental services, leisure, school meals, cleaning, housing, and building maintenance.

APSE Training aims to provide inspiring and impactful lifelong learning and development opportunities, nurturing talent and enabling growth. A broad range of courses are available via the APSE website and as bespoke in-house courses.

APSE Training is compliant with APSE's Quality Assurance processes under ISO 9001, ISO 14001, ISO 27001 and GDPR. We are also a Platinum Carbon Literate Organisation, which demonstrates our commitment to raising awareness of the climate crisis.

Contact us

The team is ready to help.

Please direct enquiries to: training@apse.org.uk | 0161 772 1810

APSE Head of Training: [Fiona Sutton-Wilson](#)

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