

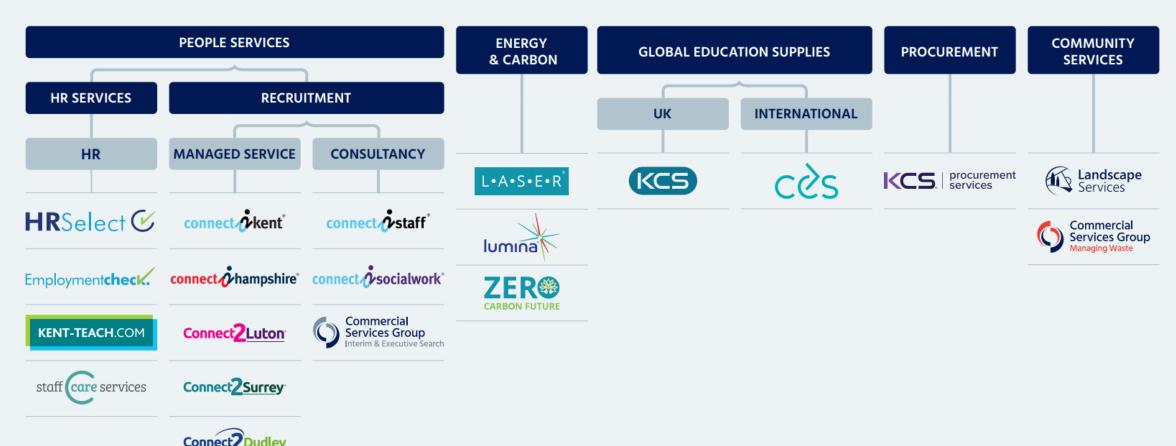


Embedding Social Value into your Commercial Strategy



An Introduction





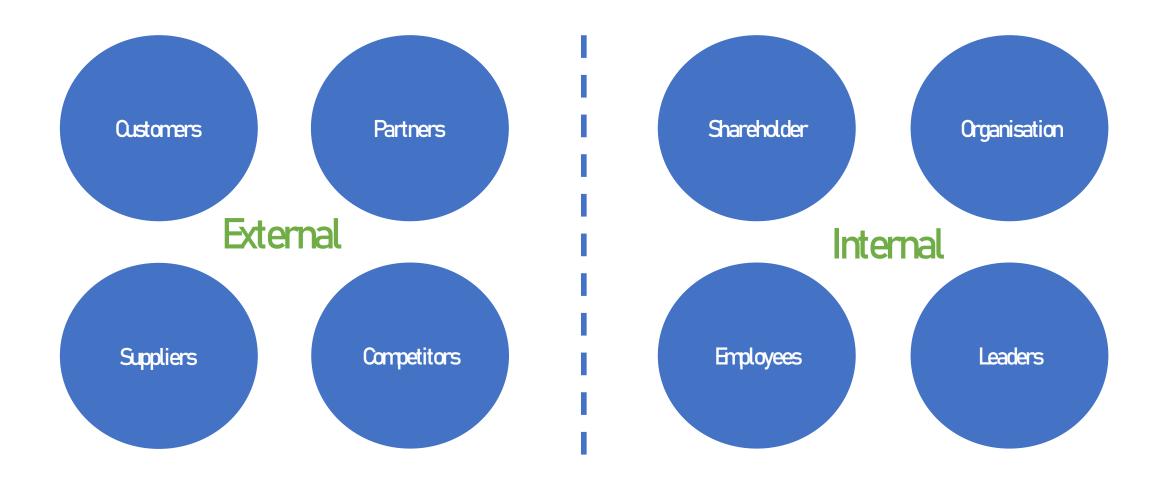


Defining 'Commercial'



- Problem Solving
- Insourcing
- Governance
- Local Economy
- Local Communities
- Savings
- Income Generation

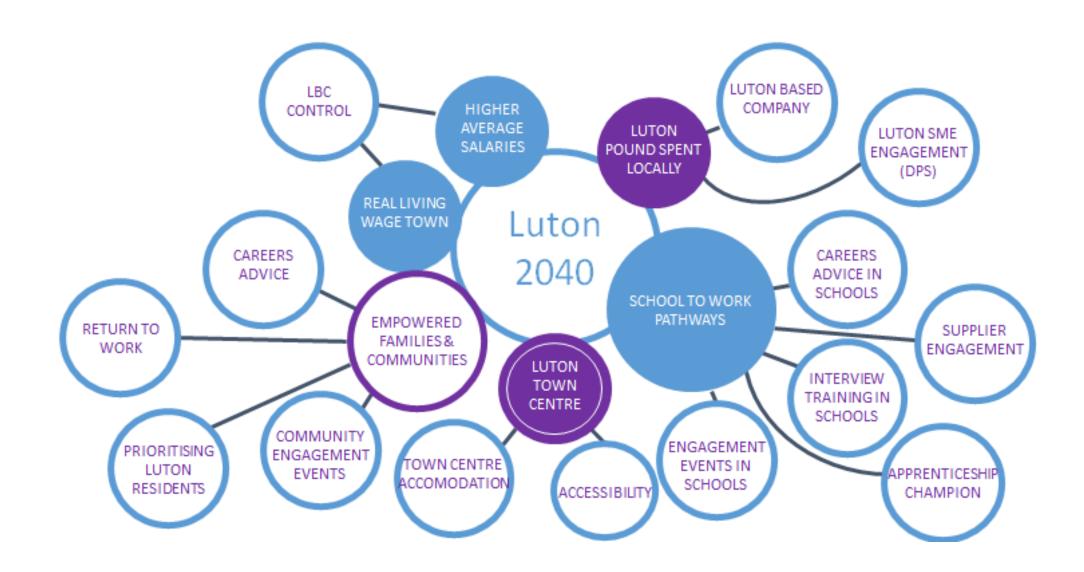
.... Social Value?



"Doing good is good business" – Darren Knowd Durham County Council



Identifying Opportunities and Outcomes





Embedding Social Value



- Key Principles
- Employee Led
- Skills Matrix
- Communication
- Engagement
- Easy Starters

....It's infectious (in a good way)!



Lots to learn but our journey has started.

Thank you for allowing me to share.