

**HSVP National**  
**Event 29<sup>th</sup> February**  
**Leeds**

Area	Attendees contact details	Summary
<a href="#">Brighton &amp; Hove</a>	Geraldine Des Moulins - The Fed <a href="mailto:Geraldine.Desmoulins@thefedonline.org.uk">Geraldine.Desmoulins@thefedonline.org.uk</a> Judith Cooper Brighton & Hove City Council <a href="mailto:judith.cooper@brighton-hove.gov.uk">judith.cooper@brighton-hove.gov.uk</a> Michelle Pooley Brighton & Hove City Council <a href="mailto:michelle.pooley@brighton-hove.gov.uk">michelle.pooley@brighton-hove.gov.uk</a> Sally Polanski Community Works <a href="mailto:sally@bhcommunityworks.org.uk">sally@bhcommunityworks.org.uk</a> Steve Foster – Brighton & Hove Council <a href="mailto:Steve.Foster@brighton-hove.gov.uk">Steve.Foster@brighton-hove.gov.uk</a>	<ul style="list-style-type: none"> <li>• Developing a city wide social value framework.</li> <li>• Using a 'live' commission</li> <li>• Monitoring, evaluation and impact work – call for action on Community Data burden</li> <li>• Advising mental health commissioners on how to embed social value</li> </ul>
<a href="#">Lambeth</a>	Cassie Newman <a href="mailto:Cassie.Newman@london.probation.gsi.gov.uk">Cassie.Newman@london.probation.gsi.gov.uk</a> Chris D'Souza Lambeth BC <a href="mailto:CDSouza@lambeth.gov.uk">CDSouza@lambeth.gov.uk</a> Lorren Stainton Richard Tomlins, Cohesia Ltd <a href="mailto:richard@cohesia.co.uk">richard@cohesia.co.uk</a>	<ul style="list-style-type: none"> <li>• Focus on social value in reducing offending and offender health</li> <li>• Co-producing social value outcomes (Plain English necessary)</li> <li>• Asset based approach</li> <li>• Offender/Commissioner relationship</li> <li>• Cross agency/Service user engagement</li> <li>• NHS England engagement</li> </ul>
<b>Oldham</b>	Oliver Collins, Oldham Council <a href="mailto:Oliver.Collins@oldham.gov.uk">Oliver.Collins@oldham.gov.uk</a> Su Barrett, Oldham Council <a href="mailto:suzanne.barrett@oldham.gov.uk">suzanne.barrett@oldham.gov.uk</a>	<ul style="list-style-type: none"> <li>• Initiated their social value charter and procurement framework in 2012</li> <li>• Greater Manchester Devolution a key driver</li> <li>• Local drivers the Locality Plan &amp; Oldham Partnership</li> <li>• SV about making the borough co-operative (not just the council)</li> <li>• Working with CCG alongside to engage and coproduce social value outcomes</li> </ul>
<a href="#">Shropshire</a>	Janet Gittins, Shropshire CCG <a href="mailto:Janet.Gittins@shropshireccg.nhs.uk">Janet.Gittins@shropshireccg.nhs.uk</a> Neil Evans, Shropshire <a href="mailto:neil.evans@shropshire.gov.uk">neil.evans@shropshire.gov.uk</a> Tereza Hayek, CAB Shropshire <a href="mailto:astf@shcab.cabnet.org.uk">astf@shcab.cabnet.org.uk</a>	<ul style="list-style-type: none"> <li>• Existing social value group, and council had a social value framework</li> <li>• Getting partners (CCG, Police and Crime commissioner) signed up to principles</li> <li>• Held 'Shout about Social Value' event for commissioners and providers</li> <li>• Aligning SV outcomes &amp; reporting between commissioners</li> <li>• CCG developed its own guidance (prevention and equalities)</li> </ul>

<p><b><u>North Tyneside</u></b></p>	<p>Felicity Shoesmith, North Tyneside Council  <a href="mailto:felicity.shoesmith@northtyneside.gov.uk">felicity.shoesmith@northtyneside.gov.uk</a>  Paula McCormack Meadow Well Connected  <a href="mailto:paula@meadowwellconnected.org.uk">paula@meadowwellconnected.org.uk</a></p>	<ul style="list-style-type: none"> <li>• Programme attracted larger group including chair of HWBB Cabinet member</li> <li>• Embedding SV in criteria in awards scheme Social Value Business Awards (Chamber of Trade)</li> <li>• Policy/framework passed by cabinet – SV will be considered across all goods/services at least 10/20% weighting</li> <li>• Sector Connector – businesses and unions on board</li> <li>• Changes with CCG leadership and capacity, continue to seek opportunities/engagement</li> </ul>
<p><b>Reading</b></p>	<p>Sarah Morland Reading Voluntary Action  <a href="mailto:sarah.morland@rva.org.uk">sarah.morland@rva.org.uk</a>  Sarita Rakhra NHS Berkshire West CCG  <a href="mailto:Sarita.Rakhra@nhs.net">Sarita.Rakhra@nhs.net</a></p>	<ul style="list-style-type: none"> <li>• CCGs, local authority, business (Kyocera), public health, PCC</li> <li>• Built on existing work and policies across the sectors</li> <li>• Framework developed with 5 key areas – plan to test on live commission (support for learning disabled people)</li> <li>• RBC stood back (cutting funding to VCSE)</li> <li>• 6 local authorities, 7 CCGs in Berkshire overlap</li> <li>• NHS Berkshire West CCG building SV into the commissioning process</li> </ul>
<p><b><u>Leeds</u></b></p>	<p>Alan Cale, NHS Leeds South and East CCG  <a href="mailto:alancale@nhs.net">alancale@nhs.net</a>  Emma Carter, Leeds City Council  <a href="mailto:emma.carter@leeds.gov.uk">emma.carter@leeds.gov.uk</a>  Liane Langdon NHS Leeds North CCG  <a href="mailto:llangdon@nhs.net">llangdon@nhs.net</a>  Pat Michael, Leeds City Council  <a href="mailto:patricia.michael@leeds.gov.uk">patricia.michael@leeds.gov.uk</a>  Pip Goff, Leeds Community Foundation  <a href="mailto:pip@leedscf.org.uk">pip@leedscf.org.uk</a>  Richard Norton Voluntary Action Leeds  <a href="mailto:richard.norton@val.org.uk">richard.norton@val.org.uk</a></p>	<ul style="list-style-type: none"> <li>• No. different agencies universities, CSU, across 3 CCGs</li> <li>• Revamp of social value charter (one page) – formally adopted this month</li> <li>• More than commissioning – how to make the Leeds pound go further</li> <li>• Supported CCGs &amp; HWBs to commission for SV</li> <li>• Raised awareness and can now hold city to account on SV</li> </ul>
<p><b>Calderdale</b></p>	<p>Alan Duncan, Voluntary Action Calderdale  <a href="mailto:alan.duncan@cvac.org.uk">alan.duncan@cvac.org.uk</a>  Amanda Greaves, Calderdale Council  <a href="mailto:amanda.greaves@calderdale.gov.uk">amanda.greaves@calderdale.gov.uk</a>  Hilary Thompson, AgeUK Calderdale and Kirklees  <a href="mailto:hthompson@ageukck.org.uk">hthompson@ageukck.org.uk</a>  Lucy Beever, Calderdale BC  <a href="mailto:lucy.beever@calderdale.gov.uk">lucy.beever@calderdale.gov.uk</a>  Paul Davis, Calderdale Council  <a href="mailto:paul.davis@calderdale.gov.uk">paul.davis@calderdale.gov.uk</a>  Angela Everson Women Centre Ltd  <a href="mailto:angela.everson@womencentre.org.uk">angela.everson@womencentre.org.uk</a></p>	<ul style="list-style-type: none"> <li>• Health landscape in Calderdale Vanguard / new CCG commissioning framework</li> <li>• Charter went to HWB – signed up collectively and individually to SV (CCG, LA, PCC, housing provider)</li> <li>• SV commissioning group met – momentum lost</li> <li>• <a href="#">Quality in Health Developed by VA Calderdale</a> quality</li> </ul>

		<p>assurance system for VCSE health outcomes</p> <ul style="list-style-type: none"> <li>• SV embedded in procurement contract mgmt.</li> <li>• Weighting depends on nature of contract</li> <li>• Norm embedded in - changed quotation level to allow it</li> </ul>
<a href="#">Halton</a>	<p>Eddie Jones, Councillor  <a href="mailto:eddie.jones@halton.gov.uk">eddie.jones@halton.gov.uk</a>  Elaine Roberts-Smith, Halton BC  <a href="mailto:elaine.roberts-smith@halton.gov.uk">elaine.roberts-smith@halton.gov.uk</a>  Lisa Driscoll, Halton BC  <a href="mailto:lisa.driscoll@halton.gov.uk">lisa.driscoll@halton.gov.uk</a></p>	<ul style="list-style-type: none"> <li>• Focus on health inequalities</li> <li>• Alignment of principles and strategies</li> <li>• Leadership – political and within the CCG</li> <li>• SV applied to 20 tenders so far, applies to everything over £1000</li> <li>• Social Value tracker for measurement</li> <li>• Providers going above and beyond what asked for</li> <li>• Working with local businesses/training</li> <li>• New social value brand via local student</li> <li>• Having procurement involved essential</li> </ul>
<a href="#">Salford</a>	<p>Alison Burnett, Salford Council  <a href="mailto:Alison.Burnett@salford.gov.uk">Alison.Burnett@salford.gov.uk</a>  Anne Lythgoe, Salford Council  <a href="mailto:Anne.Lythgoe@salford.gov.uk">Anne.Lythgoe@salford.gov.uk</a>  Chris Dabbs, Unlimited Potential  <a href="mailto:chris.dabbs@unlimitedpotential.org.uk">chris.dabbs@unlimitedpotential.org.uk</a>  Clare Ibbeson, Salford CVS  <a href="mailto:clare.ibbeson@salfordcvs.co.uk">clare.ibbeson@salfordcvs.co.uk</a></p>	<ul style="list-style-type: none"> <li>• Elected Mayor – City Pledge (signed by 30 orgs to date)</li> <li>• Co-terminus boundaries with a focus on 'place'</li> <li>• New website being developed</li> <li>• Interesting SV tracks to higher scoring generally</li> <li>• Clear KPIs outlined in top tenders</li> <li>• Common values to join things up</li> <li>• Embed SV into what already exists</li> <li>• Centre for local economic strategy (GM)</li> </ul>

**Post presentation discussions:**

**Community data burden:** All stakeholders are struggling with lack of money, commissioners don't always know about other commissioners' demands on providers. Is there a way to address this? Organisations could be accredited independently of tenders or it's a question commissioners should ask of providers, what data are you already providing?

**Commissioning:** Weighting most felt 10/20% more realistic (5% feels more like it's 'seen' and a token rather than a core/important part of the contract. Brighton recently applied 30% to a DV service. Needs to be adaptable depending on the content of the

contract. Need to have clear framework/policy to be able to effectively score social value clauses.

Providers – SV questions sometimes hidden in the tender, which makes it difficult to address when you're limited on words.

### **Round table discussions - feedback soundbites!**

#### **1. Momentum, leadership, engagement, culture change**

Individuals are important - as is political will. But boundaries (of H&SC operation, of geography, of politics) create barriers that make it harder.

#### **2. Policy and strategy into reality**

To make it happen policy should be owned at different levels, with all spotting and taking opportunities to embed social value. Don't get too hung up on who's in the room - go where the energy is to start with.

#### **3. Measurement and monitoring, what and when**

Don't embed to the point you can't see the social value!

#### **4. Going beyond health commissioning and procurement, getting own house in order; supply chains and highways**

The right individuals need to drive it but it's a long term process, and needs constant attention across organisations.

Longer roundtable notes:

### **Momentum, leadership, engagement, culture change**

Challenges: Disengaged local authority and/or CCG. Too many organisations to engage, differing levels of social value knowledge

- Work with politicians early on
- Politicians should make decisions not directors
- Need 'culturally embedded' individuals to lead and share
- Need to hold people to account with the Act
- CCGs/LAs good connections with others – use social capital
- Helps to have someone from public health
- People promoted and changing roles can grow reach
- How to influence the new larger regional areas in the Sustainability and Transformation plans

### **Policy and strategy into reality**

- Align with existing plans – both local and regional

- Connect with interested parties, keeping it meaningful and topical and linking with what is already here – recognising relevant and key audiences
- Identify opportunities
- Developing a Social Value Alliance – e.g. for training
- Embed – not only in service specifications but in performance management across organisations too
- Work jointly, commission by commission – where opportunity presents itself
- Senior GPs as champions (friends and allies in surprising places?!) and others so building a ‘movement’ with support and leading to tangible results that others can’t fail but see the benefits of

### **Measurement and monitoring, what and when?**

- EU pushing social side
- Intelligent commissioning, use of a voluntary clause
- How to measure SV that’s already been commissioned?
- Halton simple tracker of the delivery on social value clauses

### **Innovation**

- Specs often written in a way makes it difficult to include innovation
- Innovation: Halton originally was too prescriptive, changed their approach to increase innovation
- Want SV to be seen as core but how to measure?

### **Support for smaller VCSE**

- VCSE too honest in what they write in their tenders, which doesn’t always translate into procurement
- Leeds working to encourage smaller organisations to form partnerships, Brighton and Hove experience that forced partnership doesn’t work
- Reducing number of documents that need to be filled in – Lambeth
- Procure better for what you’re commissioning take advantage of positives that SV gives you

### **Going beyond health commissioning and procurement.**

#### **Individuals**

- Different agendas bring people
- Focus on commissioner - social value
- Programme management office - their template could include social value
- Middle management & senior management level relatively siloed

#### **Local organisation**

- Supply chains of hospital trusts
- Cap city-wide / value for money...
- Lot more for less - subsidising contracts....?
- Capacity of VCSE but also capacity of LA to know provision

- Rates very low etc. payment by results.. quality standards....
- Challenges of ethos / principles ----> consortiums vary etc

#### Regional

- How to get to CSUs to drive on to CCGs
- Is it risky to work with large providers? Transforming Rehabilitation - contract problems...and challenges of supply chains

#### National policy

- Central government need to push it and put infrastructure around it
- VCSE need to influence how they commission generally
- Need to reach out to SMEs and larger orgs
- How do you encourage large providers to work with smaller ones?
- Top-down and bottom-up

### Key Challenges

#### Geographical

- Non coterminous boundaries – challenge to working relationships
- Agreeing citywide priorities

#### Systems

- Procuring SV from the business sector
- CCG AND Local Authority engagement
- How to get social value embedded in devolved health and care budgets
- Regeneration (Vauxhall, highways etc) if big things happening how do you make sure SV part of it?
- Health felt too restrictive – needs to be true cross agency e.g. offenders, housing, employment.
- CSUs to engage and embed (and other regional organisations)
- Getting partners in none traditional areas working together

#### People

- Plain English SV
- Difficult to spend/find the time in the current climate
- Changes in CCG/Council how to maintain engagement Social Value becomes embedded 'beyond words'

#### Evidence

- 'Community data burden' how to avoid
- Proportionality - pre-approval & certification & accreditation

- Measurement practicalities all partners involved in service re-design and setting criteria

### **Key learning:**

- Use Plain English
- Don't underestimate the power of the people in the room
- Patience, persistence and clear vision
- Time & capacity and commitment important
- Face to face essential: local meet with national, regional, there is tension and it helps to meet up

### **What we need to continue to drive forward work on social value:**

We asked you what support and action was needed to continue to drive this work forward.

#### Learning opportunities

- Peer learning with politicians
- Continued sharing with 12 areas (and more)
- Partner websites & info circulated (and contact details of all here today)
- Sharing measurement tools

#### Influence regional/national policy and practice

- Regional level social value decision making – links to other partners (commissioning with a regional focus)
- NHS England commissioning for social value
- NICE Commissioning Engagement Guidelines
- A legal challenge and judicial review
- Common narrative on social value in context of austerity
- Senior support from private orgs that 'get it'

#### Evidence

- Evidence of where social value has really made a difference in a contract beyond M&E
- Social Value commissioning case study of all that has been learnt along the way (start to finish).