



## Social Value Workshop

*Reporting,  
monitoring, and  
measuring socially  
responsible public  
procurement*

Pax Tecum Global Consultancy

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#SocialProcurement

# Agenda

- Introduction
- What is Social Value?
- Principles of Social Value
- Exercise: Let's make this real!
- Approaches and Framework
- Conclusions
- Q&A





# Mission Pax Tecum

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**Pax Tecum Global Consultancy** is a London-based consultancy firm which *specialises in diplomacy and international development*.

We believe in the *power of political will* in progressing both projects and new business that can do a greater good to local development.



# My background

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- Lead on Social Value for VINCI Facilities
- Trained construction managers
- SROI practitioner
- Advisor to the Board and Council of Social Value UK



**Charlotte Österman**  
Partner & Sustainable Development Director  
Pax Tecum Global Consultancy



**WHAT IS  
SOCIAL VALUE?**



# What is Social Value?

Social Value Act 2012:



*“requires people who commission public services to think about how they can also secure wider **social, economic and environmental** benefits.”*

*“Social value is the quantification of the relative importance that people place on the **changes they experience in their lives.**”*

**SOCIAL VALUE**  

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**INTERNATIONAL**



**SOCIAL VALUE**

**INTERNATIONAL**

**SOCIAL VALUE** 



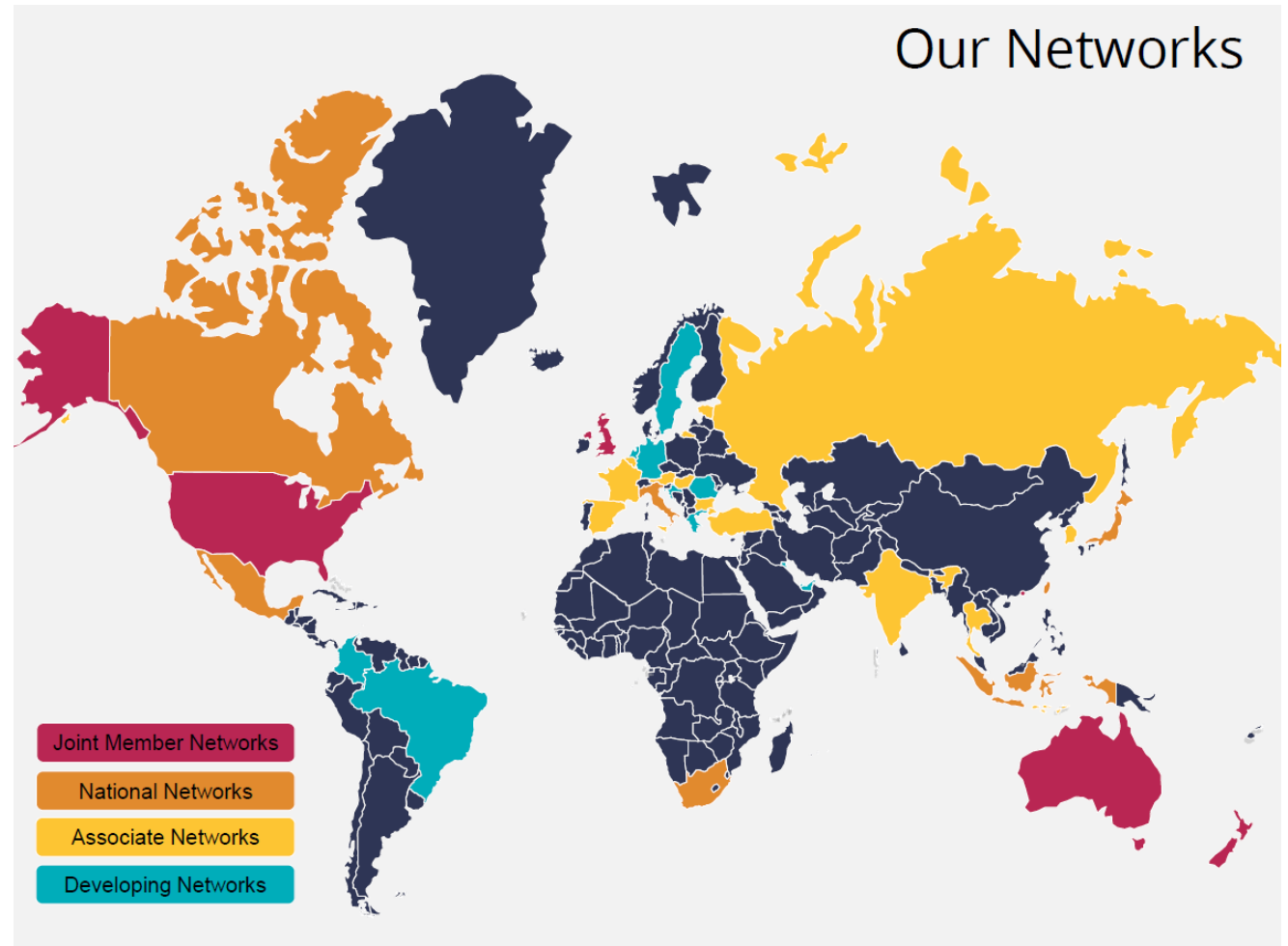


# Social Value International

A global network with a **mission to change the way society accounts for value.**

All too often key decisions about resources and policies are made using a limited economic concept of value, which fails to consider important effects on people and the environment.

A pioneering community of 25 affiliated national networks and members from 45 countries. Representing a range of disciplines from private, public and civil society sectors.





# Social Value International

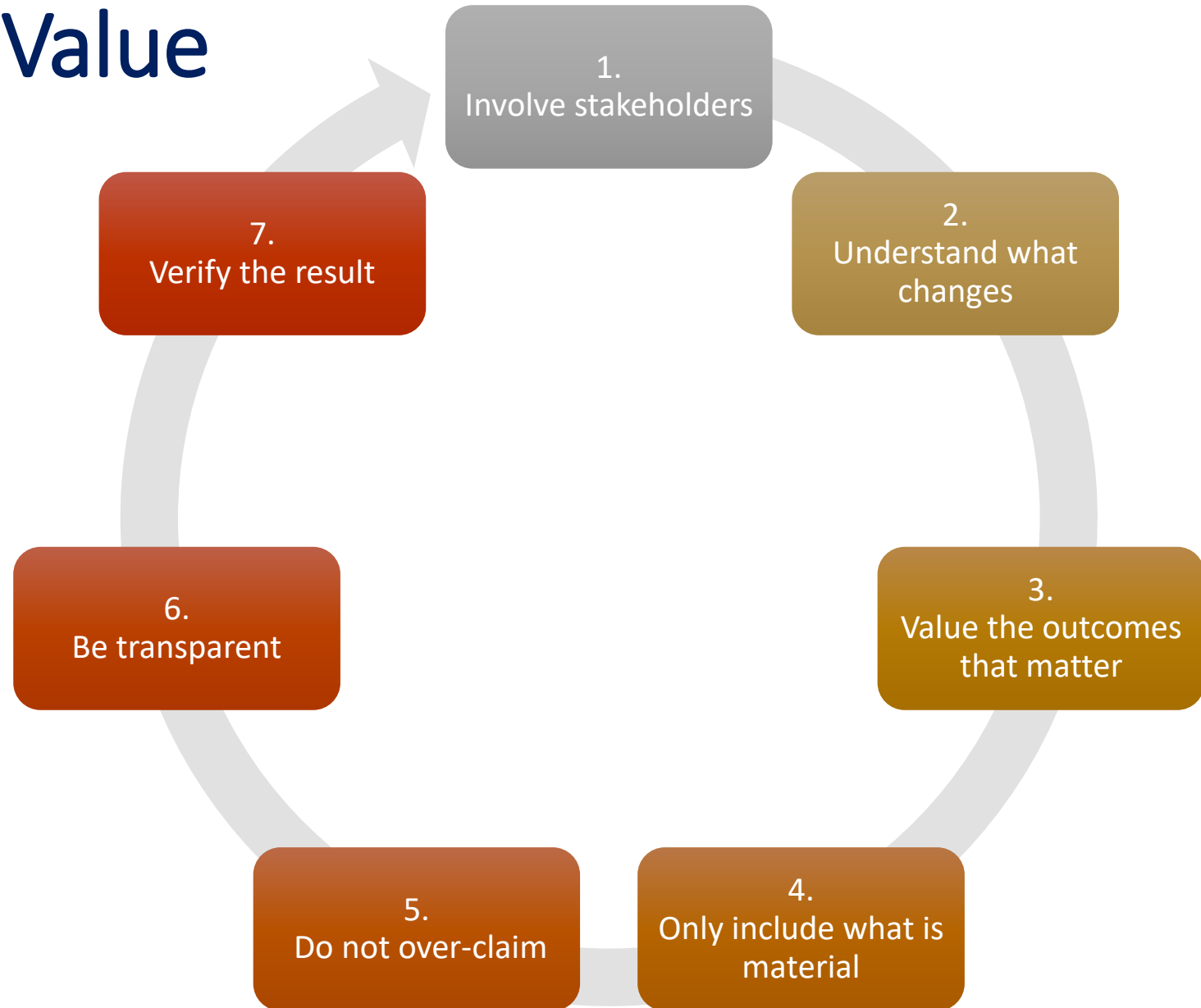
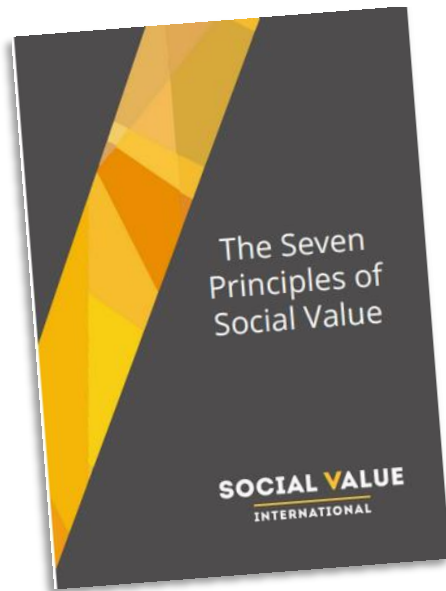
**SOCIAL VALUE**  
INTERNATIONAL

Works with organisations' across numerous sectors to help them maximise value.  
Clients, members and partners include:





# Principles of Social Value

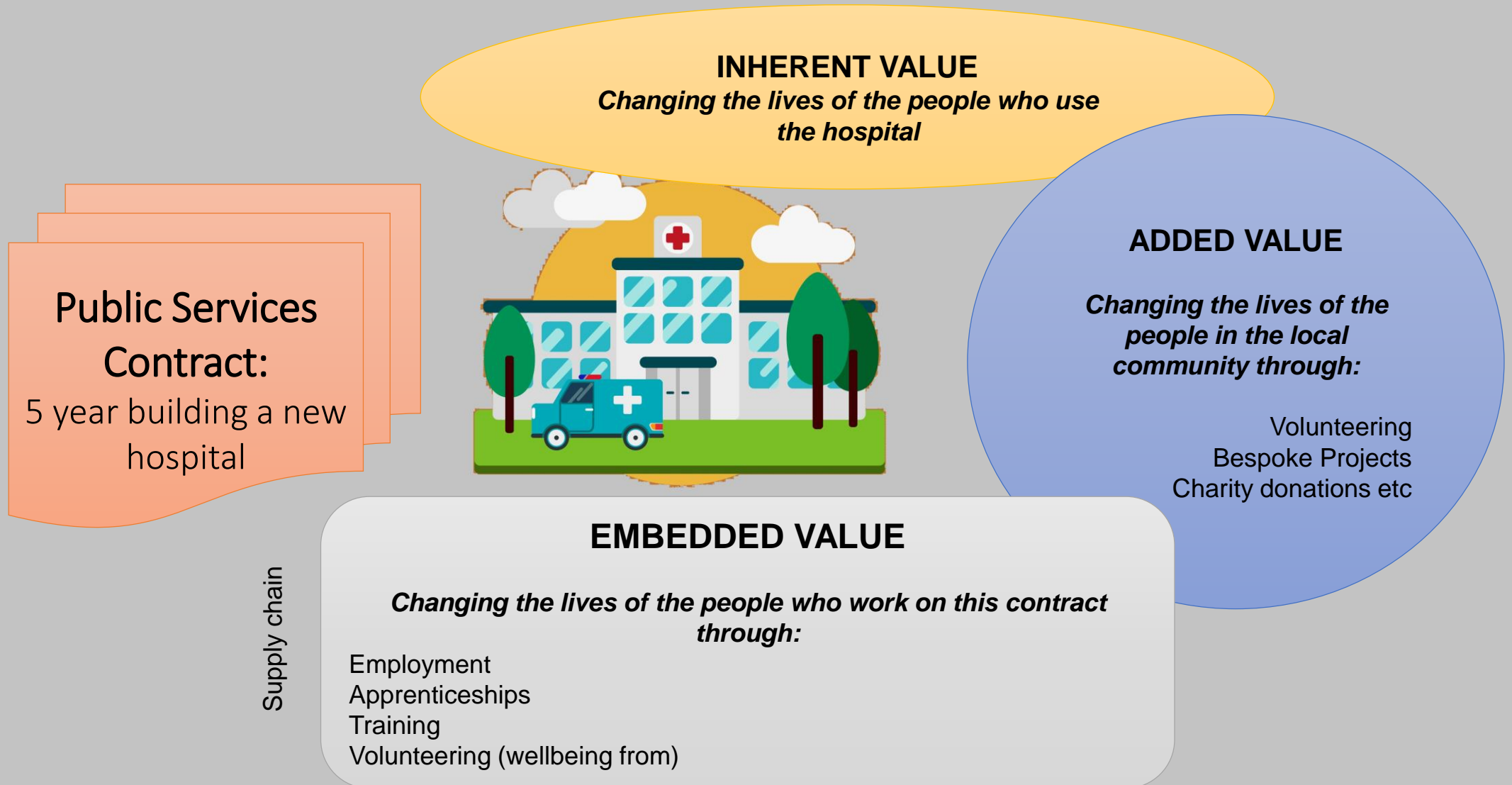


# **PUBLIC PROCUREMENT**



# Three areas of Social Value

case study





**GROUP EXERCISE:  
Let's make  
this real!**





SMILE

## Exercise: School catering contract

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**Context:** Procuring a catering contract for your school

**Exercise:** To, with this case study example, work through the following questions:

1. Stakeholders? (Open discussion. 5 min)
2. How social value? (In groups – with Post-its. 10 min)
3. Indicators to measure? (In groups – with Post-its. 10 min)







## Exercise: School catering contract

1.

Who are our *Stakeholders*  
on this contract?



## Exercise: School catering contract

2.

Through this contract,  
what social value can we generate?

- Groups: Brainstorm all ideas and examples
- Write these examples on top half of the Post-its
- Put Post-its on the wall. 10 min



## Exercise: School catering contract

3.

What indicators could measure the social value on the Post-it?

- Read the other group's examples
- Write suggested indicators on the bottom half of Post-its

Reminder: *Indicator* here is what we can use to measure the social value changes.

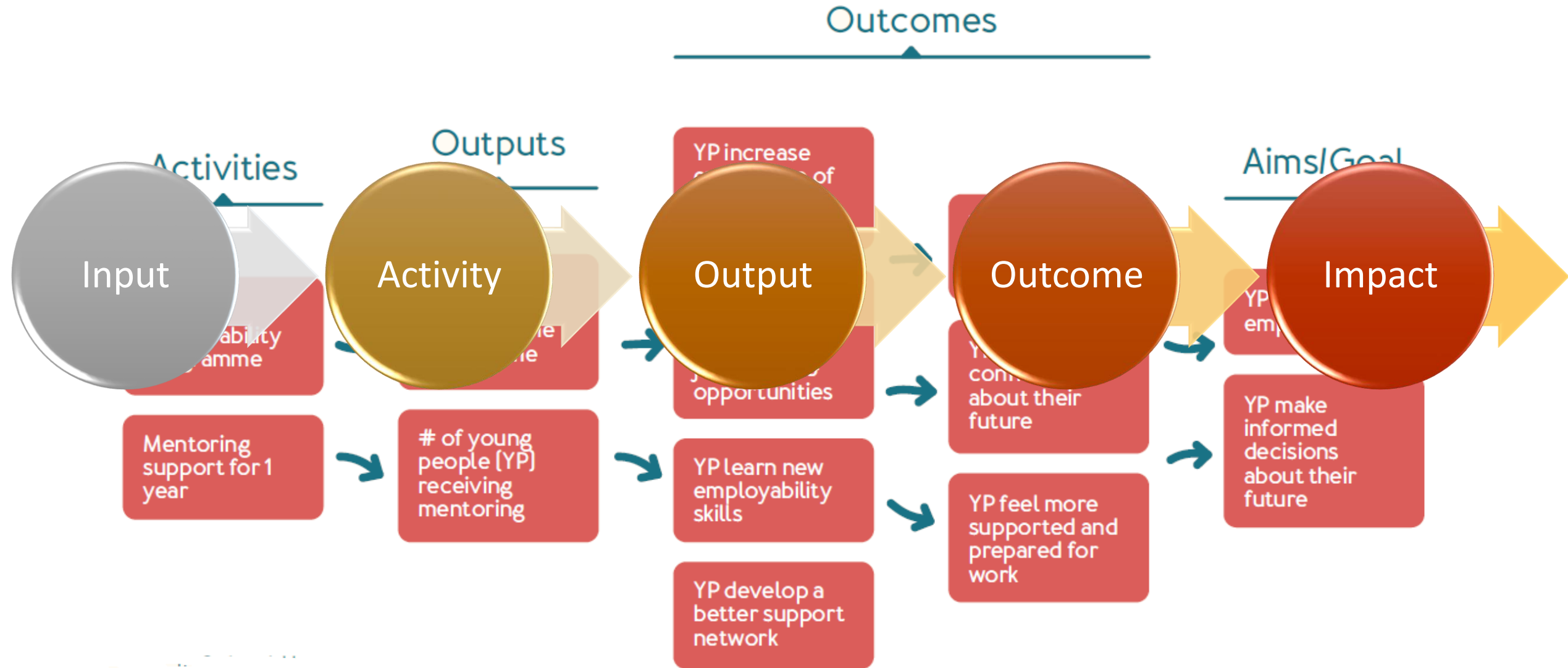
# Approaches and Frameworks

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- Principles of Social Value
- **Theory of Change**
- **SROI**
- **TOMs & SVP**
- **SDG Compass**
- **5 Dimensions**
- IRIS+
- HACT
- Social and Human Capital Protocol
- LBG Framework
- Etc. etc.



# Measuring: Theory of Change







# Measuring: TOMs Framework



<https://socialvalueportal.com/national-toms/>

# Measuring: SDG Compass

- Global Goals
- Learn about Goals and Targets
- Examples of:
  - Business Actions
  - Business Indicators

<https://sdgcompass.org/sdgs/>

The 17 Sustainable Development Goals (SDGs) define global sustainable development priorities and aspirations for 2030 and seek to mobilize global efforts around a common set of goals and targets. The SDGs call for worldwide action among governments, business and civil society to end poverty and create a life of dignity and opportunity for all, within the boundaries of the planet.

Please click any of the 17 SDG icons below to learn more about the goal and its targets. Later in 2015, more information will be featured for each SDG, including the role of business, and illustrative examples of business solutions, indicators and tools.

[Read More](#)







# Measuring: 5 Dimensions

Thousands of practitioners have been building consensus about how we talk about impact – and therefore our goals & performance

**IMPACT**  
**MANAGEMENT**  
**PROJECT**

**IMPACT  
DIMENSION**

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**WHAT**

---



**WHO**

---



**HOW MUCH**

---



**CONTRIBUTION**

---



**RISK**

# BIGGEST LEARNING from VINCI

*“We thought we were looking for  
a tool for Social Value Measurement,  
but in the end we found one for Management.”*



# Conclusions

- Consult the people whose lives you're about to change
- Measure to *manage* social value and impact
- Don't get hung up on financial proxies

+ ... it's about social, environmental and economic value



Questions?





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# Thank you!

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