

# Social Value

## Apprenticeships and Associated Training Framework (Ref No. 1086)

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### Social value at YPO

As part of YPO's vision to be a leading public buying organisation we have spent the last few years developing our own social value strategy and agenda. Part of this included understanding our framework user's key priorities in relation to social value and ensuring that where possible we consider this throughout our procurement processes and frameworks.

We have identified five core values:

- Good jobs with skill development and training opportunities
- Children and young people have access to good quality education and training opportunities to develop skills for future success in work
- Growing strong and sustainable economies and supply chains
- Increased equality, diversity, health and well-being
- Environmental improvement and protection

Where relevant we will consider these five core values and other areas of social value throughout the procurement and call-off contracts.

We want to look at ways that we can ensure that YPO frameworks can bring social value into your region.

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### Developing and measuring social value through our framework

Developing apprenticeship programmes that then lead to jobs and skill development in your region is social value in its own right. Due to the nature of the services we are procuring we felt it was more appropriate to ensure that social value was built in throughout the procurement process and the resulting framework. Please see below the areas where social value was considered.

#### **Quality questions**

The quality weighting was set at 60% of the overall score and this included the questions and weighting towards social value. We made the decision to not pull out social value as its own criteria section. This was due to the nature of the services, many of the quality aspects required when delivering these services includes social value. Therefore, social value is built in throughout the quality questions, for example recruiting local apprentices, delivering training within local regions etc.

#### **Supports the use of the apprenticeship levy**

The fact the YPO framework exists supports the governments agenda to develop and grow the skills across the UK. All apprenticeship standards in the public sector need to be procured following the procurement legislation, the YPO framework removes the procurement barrier for many organisations and supports them in achieving their 2.3% government target.

#### **Regional providers**

The framework is split into 11 regions of the UK. The aim of this was to ensure that local apprenticeship providers could work with local contracting authorities.

### **Ability to add new providers**

The apprenticeships market is continuously evolving, and new local providers and specialist providers are frequently entering the sector. Contracting authorities often approach YPO to look at onboarding their local providers so that they have the opportunity to bid for their work through a compliant framework. When providers access the framework it also naturally develops their business into other regions which helps their growth. On a quarterly basis the framework allows providers to be awarded onto the framework which helps build those important local supply chains.

### **Use of local colleges and universities**

A large proportion of the apprenticeship standards are likely to be delivered by local colleges and universities. The YPO framework ensures that these organisations have an easy route to working locally and the process of onboarding for organisations that are not used to these types of procurement process was simple to allow access.

### **Third party local delivery**

The ROATP is designed to allow for apprenticeship delivery to be via an employer and/or supporting provider, in the YPO framework it also allows providers to deliver through the supply chain using these methods. This allows contracting authorities to work internally to develop programmes or via local suppliers, it might be that just certain aspects of the course are delivered by a third party.

### **Ability to add new standards**

The world we live in is constantly evolving and so are the jobs required to deliver some of our public sector roles. When a new standard is released by the ESFA, YPO then adds that standard to its framework so providers can bid to deliver the new standard. As the markets evolve in our regions this allows new skills to be developed within your region as and when the standards become available.

### **Skills development and training opportunities**

Apprenticeships will support skill development within the public sector and through the wide range of apprenticeships standards on the YPO framework, it allows public sector organisations to develop the skills most important to them.

### **Upskilling of current workforce**

The apprenticeship framework supports the upskilling of your current workforce as well as developing new talent in the future. Developing your current workforce helps with career satisfaction and morale within an organisation, this then supports the skills and health and wellbeing in your communities.

### **Opportunities for the unemployed**

In the YPO specification we highlight that providers must work with contracting authorities to recruit the unemployed apprentices; an apprenticeship may give an individual the confidence they need to re-enter the workplace.

### **Opportunities for school leavers**

When working with contracting authorities the providers are expected to review and develop the opportunity to influence school leavers into apprenticeship standards.

### **Recruiting locally**

Providers on the framework are encouraged to work with the contracting authorities to recruit local apprentices and target focus groups during the recruitment phase.

## Social value in call-off contracts

When creating framework agreements YPO try wherever possible to highlight and discuss social value in generic terms, however the opportunity to embrace social value is most easily done via a direct award or further competition. Apprenticeships are a fantastic opportunity to really explore social value and the impact it can have on your community. The aims need to be driven by both the contracting authority and the provider equally to see the best results.

Social value might mean something slightly different to each of our contracting authorities, so we have tried to cover some key areas to think about:

### **Discuss what social value means to your organisation**

Social value is slightly different to each contracting authority, so it is important for providers to understand what matters to you. Ensure you have a detailed section in your specification that includes your key focuses as an authority. It will also help providers to understand how you will support them when they look to deliver social value through the call-off contract.

### **Apprenticeships for you**

Really detail and explain in your specification what delivering apprenticeship means to your organisation and the wider community. This allows providers to understand your organisation.

### **Social value questions**

Social value is included as part of the quality criteria that YPO set out in the framework, you can utilise as much of the 60% quality criteria to ask questions specific to social value as you need to. Due to the type of services we were procuring we didn't set a specific score for social value, we wanted to give contracting authorities the option to either dedicate a score through their call-off or build it in throughout the process.

### **Reporting on the recruitment of local apprentices**

Ensure that your provider reports on how many apprentices recruited are local to your organisation.

### **Unemployment and groups**

Ask providers how they will specifically work with you to support the recruitment of unemployed and key groups that you can support into work through new apprenticeships.

### **Permanent roles**

Permanent roles may become available throughout the duration of an apprentice's apprenticeship; the provider should support the process of them applying for a permanent role.

### **Attendance at events**

Detail how providers should be involved in any of the authority's events in relation to apprenticeships. Their attendance should be expected, and they should play a key role in all activities.

### **Supporting your local community**

Providers should be looking to support your local region through a range of community activities, include in your specification examples of the work you would like to see in your region. It might be that you have exact projects you would like providers to be involved in to support your region and community.

### **Employment skills**

Detail in your specification that you would like the provider to deliver a variety of employment skills to hard to reach groups across your region. These providers are specialists in their field and the skills they have should be able to support local people to look at new careers and opportunities.

### **Quarterly social value report**

To ensure that social value is measured and reported by your provider it is important that it is discussed as part of the review meetings. We would suggest that you ask your provider to deliver a social value report on a quarterly basis, it should provide data in relation to your local region and collateral to evidence the work delivered. This report should be a two-way document that is shared with both parties, the providers will need the contracting authority's involvement to allow them to really evidence and report on this information.