

# Social Value in Procurement: PPN06 and Beyond

**This practical session will enable suppliers to the public sector to write better social value responses, increasing success rates and building stronger businesses.**

## Why Attend?

If you are bidding for public sector contracts you will be aware of the increasing importance placed on the delivery of social as well as economic value. This one day interactive session will enable your organisation to maximise points awarded to social value responses.

This facilitated course gives participants a holistic overview of the topic ensuring that social value can be meaningfully embedded in an organisation as well providing opportunities in writing winning bids:

- What is Social Value?
- Understanding PPN 06/20
- Developing your Social Value offer
- Understanding your buyer
- Preparing a response
- Evaluation and governance

The course incorporates a blend of lessons, practical exercises, case studies and good practice examples to enable participants to work together to identify potential Social Value solutions.

*\*If you have 10+ participants a bespoke version of this course can be completely tailored for your organisation including the kind of contracts you bid for, your strategic aims, and actual social value offer. Price from £5000+VAT.*

The course closes with action planning to help participants prepare for their next steps.

Our learning solutions are created by qualified Procurement leaders and experienced Social Value practitioners who work with both buyers and suppliers to help them maximise social value across a range of contract areas.

## Who is this course for?

Personnel responsible for running and participating in procurement tenders. It is designed for those with some experience of writing bids for the public sector but newer to ideas of social value.

Participants will be given a certificate of attendance.

## Pricing

£500+ VAT per person\*

## Booking

Register your interest [here](#) or contact us with any questions.