

**REGIONAL DELIVERY PARTNERSHIP** 

# Webinar: Creating Social Value in Highways



























# Welcome

Andrew Wilson
Supply Chain Sustainability School







## SAFETY MOMENT







#### Housekeeping



Use the Q&A for questions



Share your feedback afterwards

Slides & recording will be shared with all participants

A		
	10.00	Welcome Andrew Wilson Supply Chain Sustainability School
G	10.05	Social Value: Challenges and Opportunities  Catherine Manning Acting CEO, Social Value UK
E	10.20	Highways England: Maximising Social Value for our Stakeholders  Andrew Stephenson Procurement Director, Highways England
TAT	10.35	Case Study: Prime Contractor  John Edwards Social Value Consultant, Costain
N	10.50	Procurement Policy Note 06/20: Implications for Highways Industry  Alfred Gilbert Consultant, Action Sustainability
D	11.05	Case Study: Supplier Michelle York Commercial Director, Nuneaton Signs
A	11.20	<b>Q&amp;A, Conclusions and Close</b> Andrew Wilson Supply Chain Sustainability School





# Social Value: Challenges and Opportunities

Catherine Manning
Acting CEO, Social Value UK

Creating Social Value within Highways Sector

Social Value: Challenges and Opportunities

Catherine Manning, Interim-CEO

SOCIAL VALUE UK



## The problem.....

# Negative impact is being created at a faster rate than positive impact



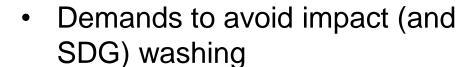
# Opportunity 1: Increased recognition of need

 Increasing demands from consumers & employees for responsible corporate behaviour



Public Services
Act (2012)
England & Wales

Increasing legislative changes





Procurement Reform (Scotland) Act 2014



Well-being of Future Generations (Wales) Act 2015



How Do Companies Act





# The professional body for social value

To change the way society accounts for value through principles, practice, people and power

Join Our Movement

Training

**Events** 

Assurance and Accreditation

Tools

Campaigns

Partners and Pioneers:





























## Challenge 2: What is social value?

#### **British Standards**

- "...the generation of personal and collective wellbeing over the short and long term"
- "...the result and purpose of sustainability" which ".... concerns the achievement of optimal societal wellbeing (social value) over the short and longer term"



(Copyright BSI UK, BS 8950:2020 Guide to enhancing social value)

#### **UK Government**

the Public Services Act (2012) England & Wales refers to social value as:

"...to require public authorities to have regard to economic, social and environmental wellbeing in connection with public services contracts; and for connected purposes."

#### Social Value International

"...the quantification of the relative importance that people place on the changes they experience in their lives.

Some, but not all of this value is captured in market prices. It is important to consider and measure this social value from the perspective of those affected by an organisation's work."





#### Opportunity 2: What is Social Value - SVUK say...

- People experience changes to their wellbeing (different aspects of wellbeing are outcomes)
- Some changes are more important to people than other changes
- Social Value is the quantification of the relative importance that people place on the changes
- SROI uses financial proxies to quantify the relative value of outcomes











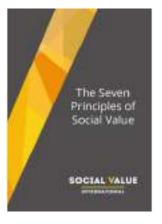






### The Principles of Social Value





Underpinned by 2 key propositions:

- Accountability
- Maximisation

Cycle of continuous improvement

Growing need / desire for Social Value Management Practice

"This is a 'moment'. People are valuing 'social value'.

But not in that (technical) language. That's the challenge
... translating what people value into (everyday)
management systems"



### Impact if we are accountable

- 1. People experiencing impact have power and organisations have to involve, listen and make decisions to change what they are doing
- 2. As much net positive impact as possible
- 3. As quickly as possible
- 4. Recognising and being transparent about trade offs



#### Challenge 3: 'Good' or 'Bad' Practice

- Growing practice, lots of frameworks, tools, resources
- Need for transparency on standards of practice
- Risk of reduction to biggest number wins
- Risk of missing the nuance of people's differing experiences – 'value is in the eye of the stakeholder'
- Social Value Act is important, but SV is not just about procurement













# Opportunity 3: Growing support for standards of Practice

# ISO 20400:2017 Sustainable procurement



Social value — Understanding and enhancing — Goide

















## Accountability and Transparency





#### SV Community of Practitioners

Individual:
Assurance and
Accreditation











SOCIAL VALUE

INTERNATIONAL

**ACCREDITED TRAINER** 

Organisational: Assurance and Accreditation







INTERNATIONAL ABRANCED PRACTITIONER













Software and Product Accreditation













### Challenge 4: Risk of not engaging with SV







# Opportunity 4: Increasing focus on diversification of supply chains



Transforming public procurement



Social Value Brokerage:

Public and Private sector collaboration with VCSE sector









## Thank you!

info@socialvalueuk.org www.socialvalue.org @socialvalueuk

Visit our <u>website</u> to sign up for our free newsletter.







# Webinar: Creating Social Value in Highways



























# Maximising Social Value for our Stakeholders

Andrew Stephenson

Procurement Director, Highways England

# **Social Value**

From a Highways England Perspective



Andrew Stephenson Procurement Director Highways England



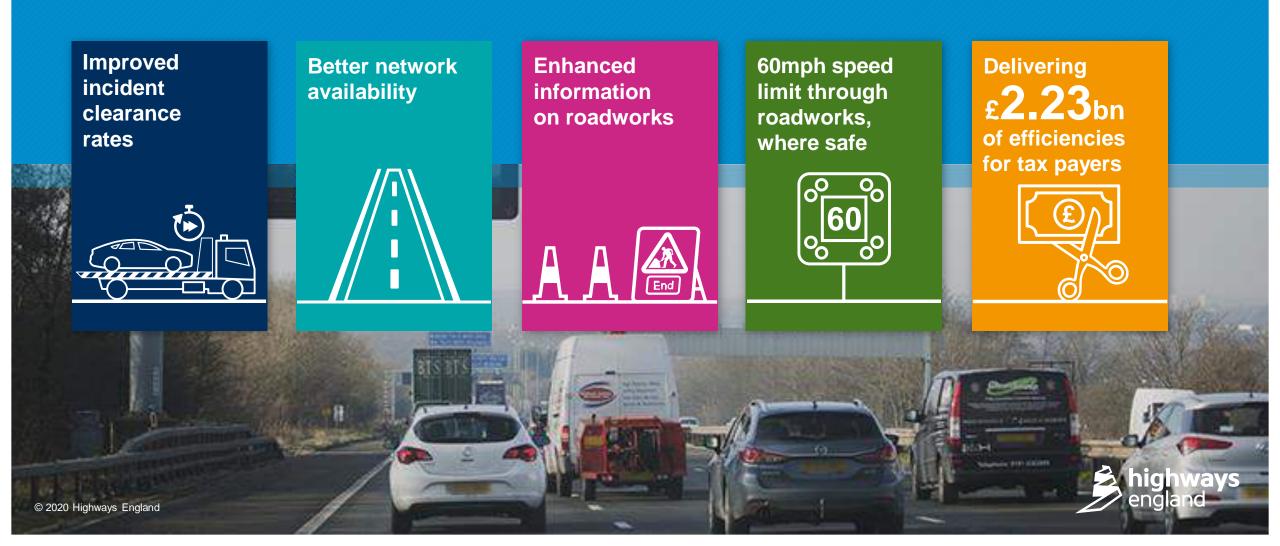
# We also care about the communities that live alongside our Strategic Road Network

Since 2015 we have invested over £528 million to projects which have:



#### Customer

We are committed to making our customer journeys safer, more reliable and smoother, providing them with the best information possible.



#### **Economy**

Every part of the country should see a positive effect as a result of our work



#### **Environment**

This will include embedding environmental considerations into all parts of our schemes, from designs to delivery, with the support of our dedicated Environment and Wellbeing fund

Mitigate noise for Support Tackle air Reduce our own Support the those living near government's carbon emissions quality government in ambition for net our roads and encourage delivering their zero carbon by environmental others to do 2050 the same strategies © 2020 Highways England

#### However, our work needs to go beyond operating, maintaining and improving roads.

Our work also needs to include transforming lives positively through Social Value and the legacy benefits it generates as a result.

Social value is the additional economic, social and environmental benefit that can be created for a community above and beyond the delivery of a project itself.









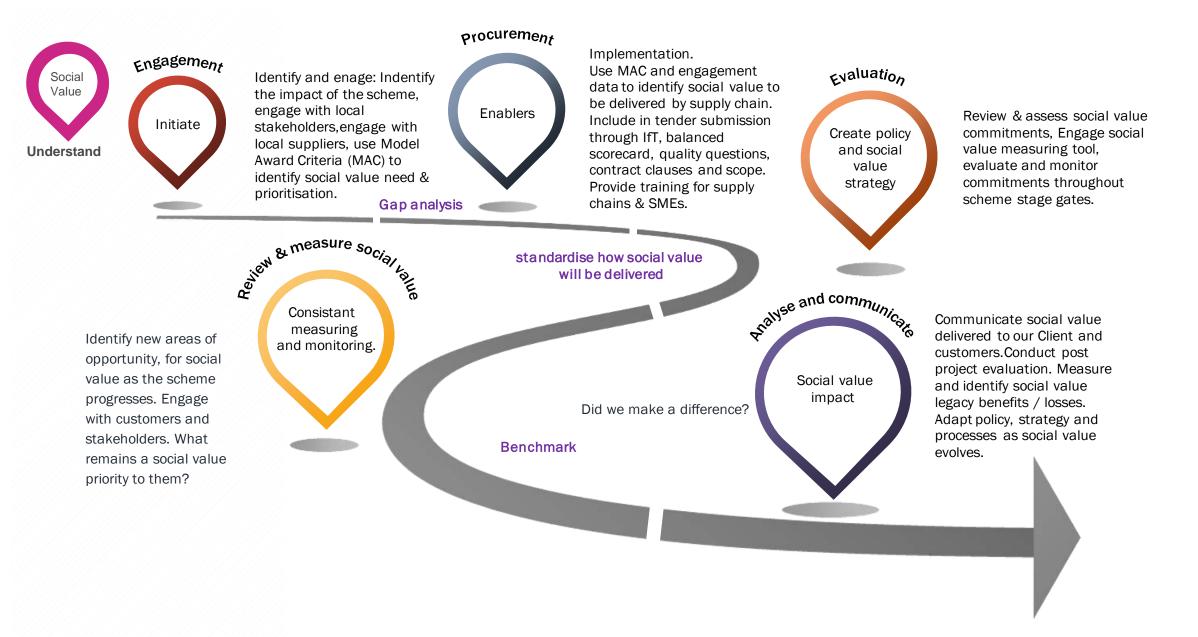
Recent changes to the Construction Playbook, Greenbook and introduction of the Social Value Model Document & Policy Procurement Note (PPN 06/20) requires us to develop a wider approach to social value delivery.

Weighting	Sub-Weighting	Theme	Policy Outcome
	Up to HE	COVID-19 recovery	Help local communities to manage and recover from the impact of COVID-19
Min	Up to HE	Tackling economic inequality	Create new businesses, new jobs and new skills
	OP TO TIL		Increase supply chain resilience and capacity
10%	Up to HE	Fighting climate change	Effective Stewardship of the environment
10% of total score not just	Up to HE	Equal opportunity	Reduce the disability employment gap
the quality			Tackle workforce inequality
score	Up to HE	Wellbeing	Improve health and wellbeing
	OP TO TIE	vv elibeli ig	Improve community integration

#### Our thoughts on delivering social value







#### Social Value outcomes we wish to achieve

Understand how to create the greatest amount of social, environmental and economic benefit to communities through every pound of investment.

Stimulate innovation within supply chains to adapt project delivery and business models to generate greatest impact social value / community benefit.

Create a process which allows for fair comparison between different methods of delivering social value / community benefit.

Evaluate and monitor delivery of these benefits across supply chains and projects to ensure that they are delivered and can be used for future schemes.

Create a centre of excellence to evolve our approach with our supply chain on how to maximise social value.

Communicate success.

Leave a positive legacy.







# Webinar: Creating Social Value in Highways



























## **Case Study: Prime Contractor**

John Edwards Social Value Consultant, Costain





## Maximising Social Value

- Costain Capability
- Aligning with global risk and strategy
- Responding to policy shift
- Innovation and Digital Technology

## Our social value evolution









2005

Porth relief road







### London Bridge Innovation Hub

#### Technology enabled Stakeholder Engagement



#### **Client Need:**

'To show passengers that the rail industry is innovating and get end user feedback on proposed innovations answering the question 'What is the purpose of a station to future customers'



#### Approach:

- Costain delivered the Innovation hub for the purposes of Passenger Engagement, Social Interaction, Innovation Demonstrations, and engaging with railway stakeholders.
- The key functions of the facility were to disseminate the industry strategic road map and obtain feedback through: Passenger collaboration, Innovation demonstrations. Open doors approach and technology enablement
- Public engagement over 10 weeks in 3 stages: Stage 1 Innovation hub mobilisation, Stage 2 Open Doors Managed Engagement, Stage 3 Formal Passenger Questionnaire

#### Key Technologies used:

- Mixed reality through the Microsoft HoloLens for seeing the future of maintenance.
- Virtual Reality through immersive HTC Vive to simulate new experiences to shape designs
- Microsoft Hub for remote location communication and interactive presentations
- Digital displays that explain innovation through interactive digital roadmaps showing the route to enable mobility over time e.g. connection to taxis, uber etc
- SME demonstrations to accelerate innovate ideas to market
- Ideation tools included: Remote and collaborative touch screens, Post-It road mapping and Problem speed dating

- Number of people visiting the hub 789, Maximum number on one day 43 (Monday), Questionnaire Results 710, Online Survey 32, Number of Meetings 37, Number of Workshops 8, Showcases 10
- Visitors feedback that they valued the opportunity to discuss rail innovation and the mutual learning, the free hot drink for an idea was a winner as were the printing and charging facilities and they were impressed with the technology.
- In designing future innovation hubs customers should consider: How to reduce external Noise, Best location of the Hub, having a Larger Hub and Wider doors and Seats.
- Comprehensive Customer feedback was obtained on how best to engage stakeholders in innovation for the future of infrastructure assets.

#### Recruiting a diverse local workforce

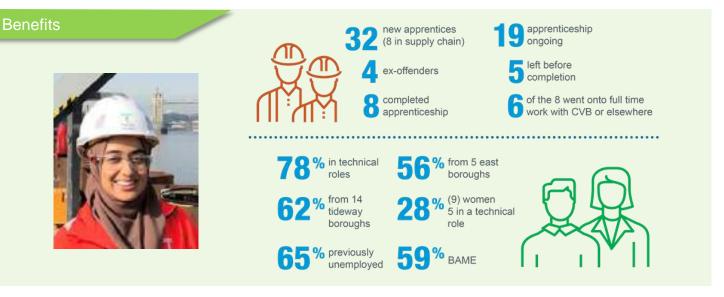
#### **Client Need:**

'As part of the Development Consent Order for the Tideway project local recruitment was a Key Performance Indicator with a target of 25% of the workforce from the 14 London boroughs and an ambition to change the face of construction.'



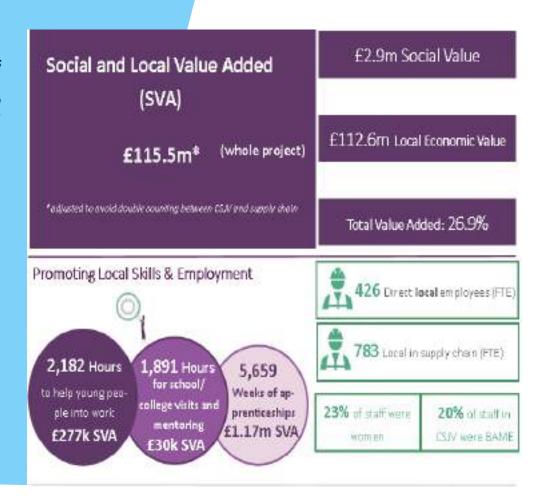
#### Approach:

- Costain are working together with joint venture partners VINCI Construction Grand Projects and Bachy Soletanche to deliver the East Section of the 25km long Thames Tideway Tunnel London's new Super Sewer. The sewer will prevent the tens of millions of tonnes of pollution that currently pollute the River Thames every year.
- Costain have led the legacy delivery on the project delivering against a whole range of legacy commitments including internal and external communication, community investment and volunteering, community relations and stakeholder management, skills and employment, educational engagement and the use of local suppliers.
- By focusing on creating an inclusive culture, working with local partners and ensuring that all community investment activities were targeted at a diverse workforce Costain are able to demonstrate that they are changing the face of construction through the recruitment of new apprentices.



#### **Client Need:**

'To be an exemplar for the rail engineering and construction industry in acting as a driver for improvements in the sustainability of the sector, by working collaboratively to mitigate the negative impacts of the works on communities.'







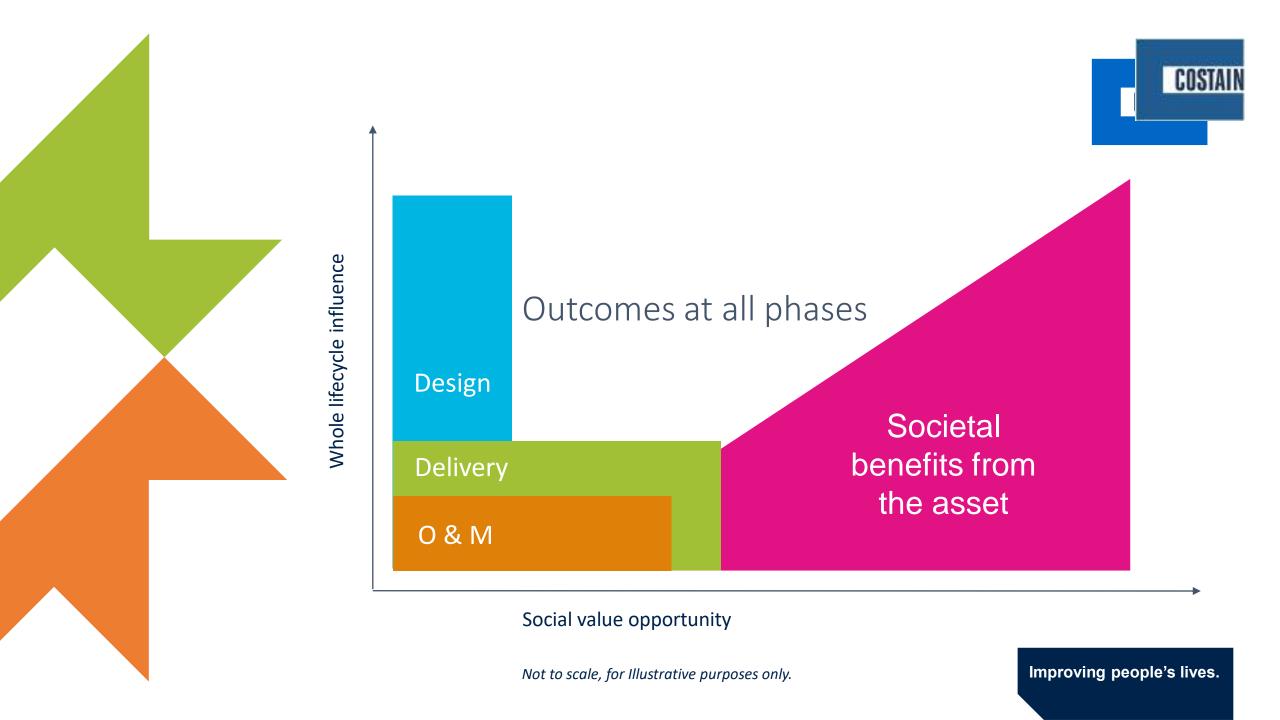






apprenticeships on the programme 27 new apprentices including QS, business administration, security officer and civil engineering







## Maximising Social Value

- Costain Capability
- Aligning with global risk and strategy
- Responding to policy shift
- Innovation and Digital Technology

## Our 2030 responsible business goals

We have listened to our stakeholders and made three commitments, aligned with the UN Sustainable Development Goals, that we believe positions Costain as a leading responsible business.









## Maximising Social Value

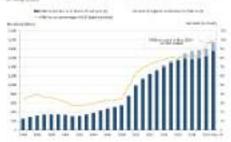
- Costain Capability
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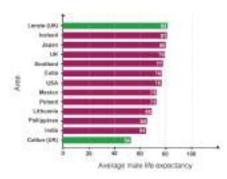
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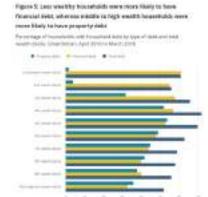


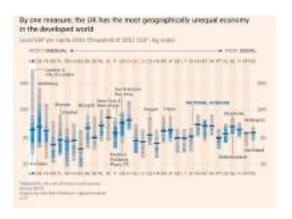
Figure 6: Debt as a percentage of grees disnessed product (60P) has been failing in recent financial years; however, the measures introduced to address the COVID-19 perdents have increased this proportion considerably.

POSE; sector residebt ecologing guides sector bases, UK, Maich Tillebo the end of May 2015















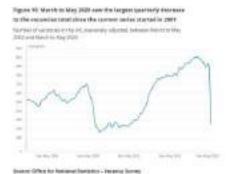
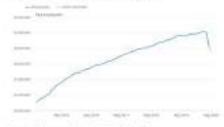


Figure 1. After stating for servical years, the number of amployees on payment has father to recent mention

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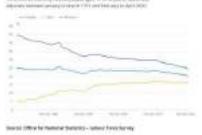


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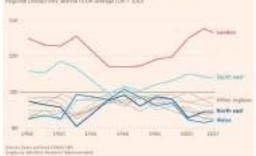
#### Transit is become and modify images by

- In the 1990s the income of the wealthlest 10 per cent of people in the UK was eight times that of the poorest 10 per cent.
   Observe OCCOD
- Sp 2011, the incomes of the wealthest 10 per cent fluid grown to each 12 times that of the powerst 10 per cent. [Seurox. 05:004
- The 100 weathlest people in the UK today have as much money as the powest 18 million. (Source: Equality Trust)
- In 2013/14, before tows and benefits, the scinot fifth of households had benefits overage receive of 200,000, 15 times grades than this powels fifth who had an everage income of \$3,500 (Secret Office of February Statistics).

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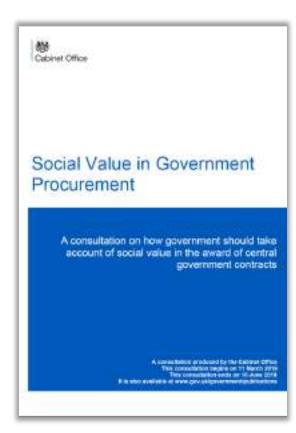


### Segland Inequality in Strinin Is at around the same level today as in 2700 regular processors with them ISAN research in 2001





## Drive to valuation



#### Procurement Policy Note – Taking Account of Social Value in the Award of Central Government Contracts

Action Note PPN 06/20

September 2020

#### ....

1. This Procuration Policy Note (FPH) such that is now model to driver social value through governments commercial authories. Destruigment were appreciations should use this model to be account of the additional social benefits, that can be policied in the reliency of its contexts, using policy outsides.

#### Action

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- Emission of those mechanism communical activity in the organisation complete the
  emission in social value effect can be accessed in the <u>Social value.</u> Generally,
  College.
- 4. Purtier dealed goldence on applying the model will be published on SOV/UK. Programmers related to construction, registal insentment and infrastructure projects above. Cliffo should see the printing fluence and colorance in applying the Belonced Soverand for Growth (PMI) 2011 (and this goldence on this will be updated.

#### Disservination and Scope

5. The Processment Princip Note (PPPs) oppose to processments connect by the Public Contracts Hopulations 2016, and applies to all Contract Government Department, their Execution Agencies and Ser Departmental Public Bodes. Expedites these per referred to in this PPP on its increase Department of Public Bodes. Population these per repertures. Severally 8 to alter from the Department of Public Bodes.

#### Timing

 Wen FFN is offsected floor the date of publication. The social value model should be applied to all non-processoraris from 1 January 2021.

#### Deckground

Midst Necrosmostring eligibles for the Donner was in community and other and remain achieving the best common as a survey. It is right that the Government applies to



'Not everything that can be counted counts and not everything that counts can be counted' Albert Einstein (1879 – 1955)

## Technical insights into the government's new social value model

Costain evidence submission to the Treasury

Topic	Costain recommendation
Consultation process	No recommendation
2. The changes to the Green book	Recommendation 1: Early involvement
The changes to the processes which the green book helps inform	Recommendation 2: Policy requirement Recommendation 3: Balance scorecard
The analytical challenges raised by the new processes and guidance	Recommendation 4: Innovation Recommendation 5: Stakeholders engagement Recommendation 5: Strategy
5. The training required to better embed the principles set out in the green book and ensure they are followed.	Recommendation 7: Structured training
<ol> <li>What impact the reforms may be expected to have, any potential problems, and how the success and failure of these reforms should be measured</li> </ol>	Recommendation 8: Digital systems Recommendation 9: Data collection Recommendation 10: Measurable and continuous feedback
The guidance on environmental impacts and appraising policy to meet net zero	Recommendation 11: Review of discount rate for environmental impact
The reforms impact on the Government's levelling up agenda	Recommendation12: Collaboration with communities through case study process

















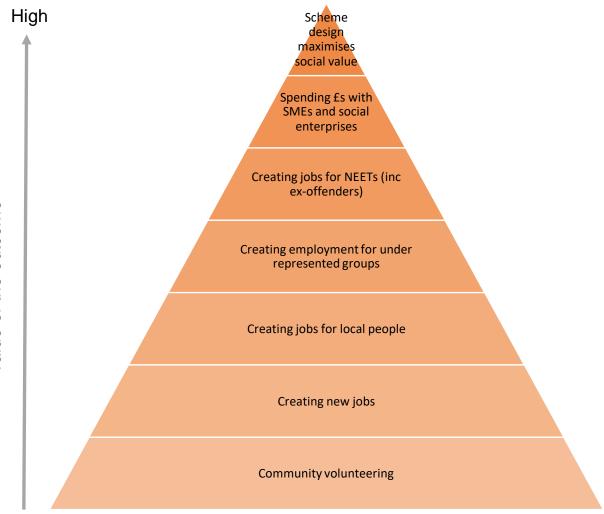




## Maximising Social Value

- Costain Capabilit
- Aligning with global risk and strategy
- Responding to policy shi
  - Innovation and Digital Technology

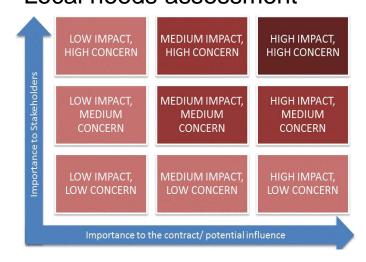
## Think impact, not input





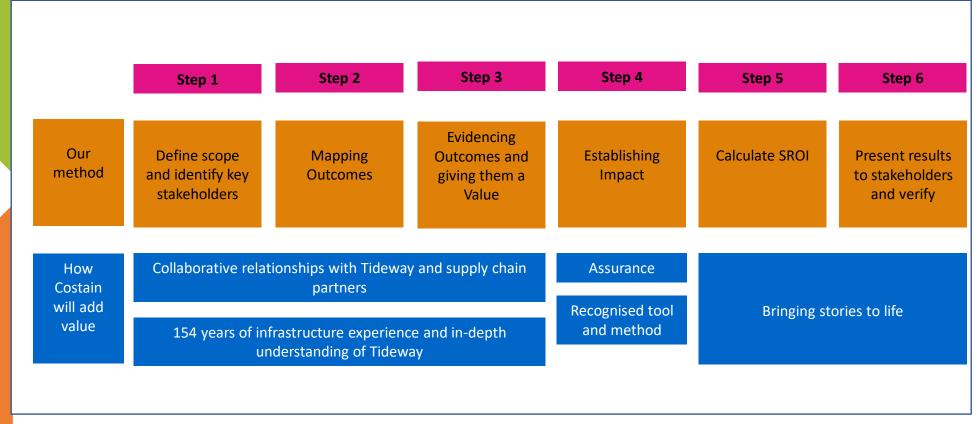


#### Local needs assessment









Underpinned by research methodology



## Maximising Social Value

- Costain Capability
- Aligning with global risk and strategy
- Responding to policy shift
- Innovation and Digital Technology

## How we can help



• Social value advisory – John Edwards (john.edwards1@costain.com)



## Thank you

in LinkedIn.com/company/costain

**y** Twitter.com/costaingroup

Costain.com





# Webinar: Creating Social Value in Highways























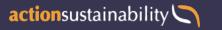




## Procurement Policy Note 06/20: Implications for Highways Industry

Alfred Gilbert
Consultant, Action Sustainability





## Aims & Deliverables

- 1. What social value is and existing legislation
- 2. PPN 06/20 and changes to the social value agenda
- 3. Learning and Next Steps

## Social Value – Definitions



- Social Enterprise UK Social Value asks the question: "If £1 is spent on the delivery of services, can that same £1 be used to also produce a wider benefit to the community"
- Social Value UK Social value is "the quantification of the relative importance that people put on changes they experience in their lives."
- Simetrica Social value is "the total impact on people's quality of life."
- BS 8950 Social value is "wellbeing (human) in the short and long term"

## Social Value – Legislative Context



#### **Public Services Act 2012**



#### Public Services (Social Value) Act 2012

#### 2012 CHAPTER 3

An Act to require public sufrortise to have regard to economic, according and environmental real-living in correction with public services contracts and for corrected purposes.

10th March 304

Se in sworte to the Quest's may Socient Weapy, to and with he solds and consent of the Look Sentual and Tenerial, and Commun. In the present Performed selections, and by the authority of the same as follows:—

#### Contracts of relevant authorities

- (ii) If a relevant authority process to process to make anarogements for processing the provision of services, or the provision of services purchase or time of goods or the serving out of words, by—
  - (a) emerging a public service contact that is not a contact based on a harveston agreenent, or
  - (c) concluding a transactive agreement as regards which public services contracts are likely to constitute the greater part.
    by value of the restrictle based on the agreement.

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  - (a) secting a ratio to the Difficial Journal of the Successor Union for the purpose of twining tendent, requests to be settled to bender or to neighbor or requests to participate or realization to a public services principal or framework, agreement reacting to what a proposed to be procured.
  - (c) bublishing an advantagement seeking offers or expressions of interest in relation to such a contract or framework agreement.
  - contacting a person in order to seek all other of expression of visities in electron to each a contract of triansport agreement.
  - id containing a partial in order to respond to an unadicated offer one-greation of interact in wildom to each a contract or harmonic experient.
  - (4) sharing into such a contract or conducting such a framework agreement.
- (5) The pulments must corrected
  - (ii) flow what is proposed to be proposed regist improve the economic, spould and environmental well-being of the relevent area; and
  - (c) I have in consucting the process of procurement, it engit act with a view to securing that improvement.
- (4) In adjustice (1) The relevant eval investe the size containing of the size or sizes of the one or more relevant authorities on whose behind a public devices contact is no contacts based on a framework agreement are, mention to be made.



#### **Procurement Policy Note 06/20:**

#### Procurement Policy Note – Taking Account of Social Value in the Award of Central Government Contracts

#### Action Note PPN 06/20

#### September 2020

#### - basses

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#### Artis

- Social value should be explicitly evaluated in all central government procurement, where the requirements are related and proportionals to the adoptimation of the contract, author than part considered as currently-required under the Public Services (Social Value) Act. 2012. Unincepancy four-time should not be placed on commercial feature or suppliers.
- 1. It was a standations must
  - Familiarite transportes with the social value model of Annes A, including the more of priority policy therees and outcomer that can be applied in tree producements.
  - Ensure all trace involved in communical activity in the organization complete the electring on social value which can be accessed via the <u>Incommunical Communical</u> Distress.
- Further catalist guidance on applying the model will be published on GOV.OK.
   Procurements rested to construction, capital investment and attachments projects above.
   Entire should use the proxity themes and occurries in applying the Sammond Supressor for Growth (ESS IDEN) and the guidance on this will be updated.

#### Dissemination and Scope

This Procurement Public Nation (PMN) applies to all Certain Covered by the Public Contracts Regulators 2015, and applies to all Certain Government Departments, their Executive Approach and their Departments if Public Bodes. Togetheir these are selected to in this PMN as thi-Scope Organisations. Please circulate this PFN attribut your organisation, drawing at the distribution of these with a commencial and procurement relations.

#### Timer

 This PPIG is effective from the date of publication. The social value model should be applied to all new procuments from 1 January 2021.

#### Background

 White the overacting objective for the Covernment's commercial activities will remain achieving the best commercial outcome. If its right that the Covernment applies its

## Social Value – PPN 06/20



- "In-Scope organisations"
  - Central Government Departments, Executive Agencies and Non-Departmental Public Bodies)
- Applies to procurements covered by the **Public Contracts Regulation 2015.**
- Construction, Capital Investment and Infrastructure projects >£10mill to use social value model in applying the Balanced Scorecard for Growth (PPN 09/16).

#### Procurement Policy Note – Taking Account of Social Value in the Award of Central Government Contracts

#### Action Note PPN 06/20

September 2020

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 This Procurement Policy Note (PPN) Soundhes a new roods to deliver social value through government's commercial activities. Central government organisations should use this model to take account of the additional social benefits that can be achieved in the zelivery of its contracts, using policy outcomes aligned with this Government's priorities.

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## PPN 06/20 – Key Learnings



- Major public procurement **must explicitly evaluate** social value.

- Social Value Model', which sets out 5 social themes, and 8 associated outcomes

- Minimum of 10% weighting for social value of total score.

 Evaluation of the social value aspect of bids should be qualitative

#### Procurement Policy Note – Taking Account of Social Value in the Award of Central Government Contracts

#### Action Note PPN 06/20

September 2020

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- 1. It was a maniations must
  - Familiative transposes with the social value model at Annex A, including the menusif priority policy themes and outcomes that can be applied in new procurements.
  - Ensure all trace involved in communical activity in the organization complete the e-teaming or social value which can be accessed up the <u>(communical Communical Colors)</u>
- Further detailed guidance on applying the noder will be published on GOVUK.
   Procurements resided to construction, capital investment and articostructure projects above.
   E10er should use the proofly fremes and outcomes in applying the Sassoned Sucreased for Growth (ESM INVI) and the guitaless on this will be updated.

#### Issuminution and Scope

1. This Procurement Policy Natio (PPN) applies to procurements covered by the Public Contracts Regulations 2015, and applies to all Central Government Departments, their Executive Agencies and from Organizational Public Bodies. Togethal these are offered to in this PPN as In-Scope Organizations. Please circulate this PPN within your organization, drawing sto the absorbor of throse with a commencial and procurement rate.

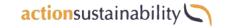
#### Tirring

 This PPNS is effective from that of publication. The social value model should be supplied to all new procurements from 1 January 2021.

#### Background

 White the overacting objective for the Coverment's commercial activities will remain achieving the best commercial outcome. If is right that the Government applies its:

## Social Value – PPN 06/20 Themes and Outcomes



Themes		Policy outcomes
Theme 1	COVID-19 recovery	Help local communities to manage and recover from the impact of COVID-19
Theme 2 Tackling economic inequality	Tackling economic inequality	Create new businesses, new jobs and new skills
	Increase supply chain resilience and capacity	
Theme 3	Fighting climate change	Effective stewardship of the environment
Theme 4	Equal opportunity	Reduce the disability employment gap
		Tackle workforce inequality
Theme 5	Wellbeing	Improve health and wellbeing
		Improve community cohesion

Procurement Policy Note – Taking Accour of Social Value in the Award of Central Sovernment Contracts

on Note PPN 06/20

September 2020

This Procurement Policy Nate (PPN) Sunctines in new stocks to deliver accisit value in government's open-mercial activities. Cartinal government organizations should use this to take account of the additional counts benefit that call his activities on the additional tracts used could continue administration of eith this Commentation stocks.

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 This PPN is effective from the date of publication. The en applied to all nine procurements from 1 January 2021.

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## PPN 06/20 – Key Learnings



- Major public procurement **must explicitly evaluate** social value.

- Social Value Model', which sets out 5 social themes, and 8 associated outcomes

- Minimum of 10% weighting for social value of total score.

 Evaluation of the social value aspect of bids should be qualitative

#### Procurement Policy Note – Taking Account of Social Value in the Award of Central Government Contracts

#### Action Note PPN 06/20

September 2020

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 The Processes Policy Note (PPN) banches a new rooter to deliver occal value through government's commercial activities. Central government organisations should use his report to take account of the additional social benefits that can be achieved in the delivery of its contracts, using policy outcomes aligned with this Government's priorities.

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#### Background

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## PPN 06/20 – For Buyers



### **Key considerations:**

- 1. Embed social value throughout the project
- 2. Don't ask for everything
- 3. Make everyone accountable
- 4. Carefully consider what questions are asked at tender stage
- Make it contractual
- 6. Monitor
- 7. Ask for data to back it up
- 8. Share positive outcomes

## PPN 06/20 – For Suppliers





Demonstrate 'added social value' Focus of quality, not quantity

Be specific

## PPN 06/20 - Summary



- Remember the Golden Thread

- Standardisation is an opportunity (but also threat)
- Assess the Model

#### Procurement Policy Note – Taking Account of Social Value in the Award of Central Government Contracts

#### Action Note PPN 06/20

September 2020

#### Section.

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#### Disseminution and Scope

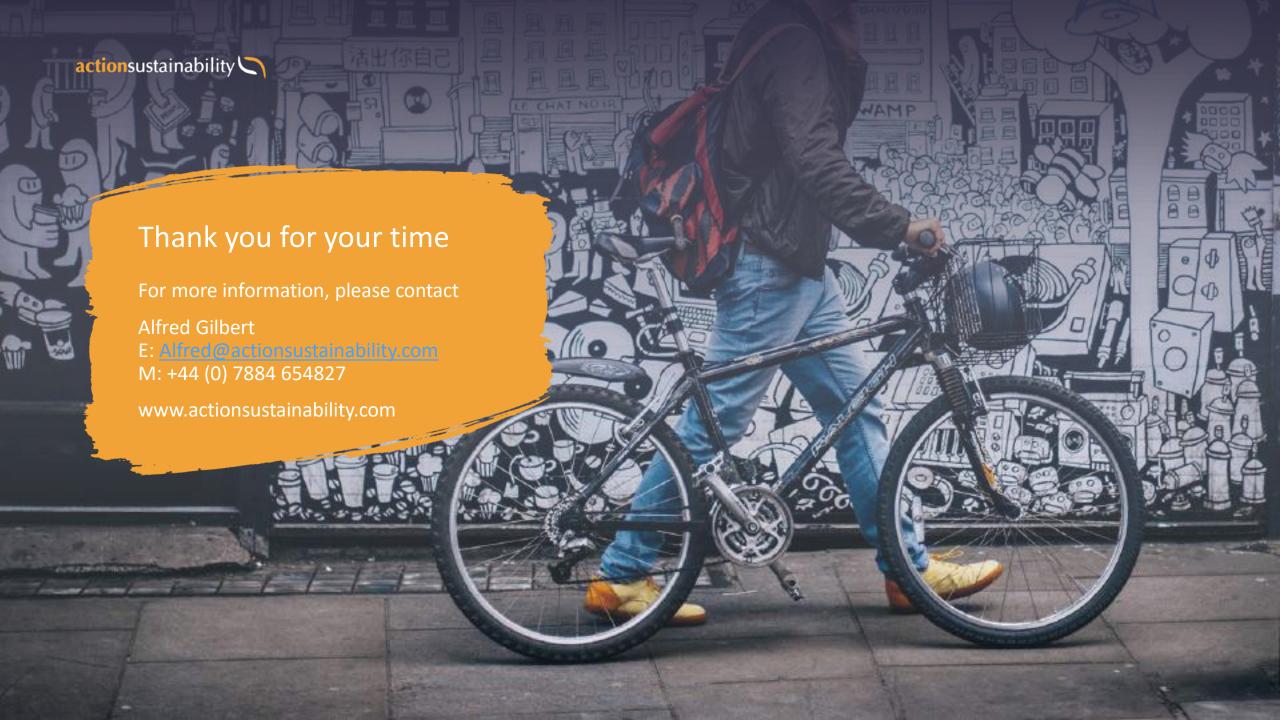
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#### Background

 White the overacting objective for the Covernment's commercial activities will remain activiting the best commercial outcome. It is right that the Government applies its:







# Webinar: Creating Social Value in Highways



























## Case Study: Supplier

Michelle York Commercial Director, Nuneaton Signs



Founded in July 1982, as a Sheltered Work Shop, to provide meaningful employment for people with disabilities'.



## More jobs hope at disabled workshop

Ten more places for disabled people at the Nuneaton Signs workshop are likely to be created because of good sales prospects, the MSC has revealed.

The workshop, which is jointly funded by the MSC and Warwickshire County Council, has just appointed a sales representative to promote its products.

It makes reflective signs, and ten more places being available past contracts include work for during the coming year, and a the West Midlands County Council forecast continued expansion highways department.

In a report to North Warwickshire Community Health Council, the MSC says: "The prospect for the future of Nuneaton Signs existing product

"There is a likelihood of increased volume of business which will allow more repetitive work suitable for the less-able workers.

"Realistically this could lead to

during the subsequent year could bring the total number of disabled people in the workshop to 40 as planned," says the MSC report.

#### Manufacture:

- Manufacture is carried out in our purpose built factory.
- Our team of highly trained and diverse work force enables us to be flexible and agile in our approach to manufacture.
- Whilst maintaining the highest standards ISO 9001, Avetta, UVDB, Achilles, Constructionline Gold to name a few!



#### **Nuneaton Signs Social Value Impact....**

- A disabled person is someone who has a physical or mental impairment that has a substantial and long term adverse effect on their ability to carry out normal day to day activities.
- Such as mobility restriction, learning difficulties, physical disabilities as well as mental health conditions.
- A disability or health condition should not dictate the path a person is able to take in life or the work place....
- Approximately 8,050 people in Warwickshire along...expected to rise to 8,600 by 2030
- Our vision is to give people a chance to fulfil their potential, where all that matters is the talent someone has and how hard they are prepared to work.
- Our Pledge to 2021 includes our commitment to Mental Wellbeing, Environmental (trees), and increasing our apprenticeships, Supported Internships Programme to name a few! Due to be launched at the start of May 2021.....

When you buy from a social enterprise you invest in people, not profit.

#### Manufacture:

- Due to our investment in technology, we currently run at 50% capacity on machines, and 70% capacity on labour.
- Tried and tested training methods in place, which enables us to recruit quickly and efficiently should addition contracts be awarded.
- Our company ethos, means that all of our profits go into training and employing additional people, to give them the skills and the confidence to go back into the work place.



#buysocial

#### Our staff:

- Diverse and talented team.
- Empower people with different abilities.
- Embrace technology.
- A fully inclusive and supportive environment.
- Regular training with a development plan for each individual
- A complete sense of achievement from start to finish.

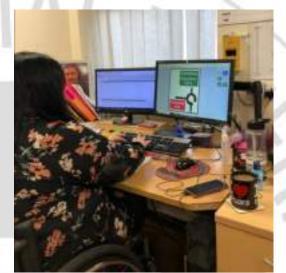


### #realisethepowerofyourpocket

#### **Staff Testimonials**

- Nuneaton Signs concentrate on my ability to do the job, rather than my disability.....Michelle Knight
- Since working at Nuneaton Signs my confidence has increased...even my friends and family have commented on the change! Richard Egan
- Selling to make more profit to be able to offer placements to people with disabilities, it far more rewarding than just looking at the bottom line. Becky Anderson
- Working at Nuneaton Signs has genuinely changed my life, and has given me a purpose to get up in the morning. Zane Hincks





#### **Accreditations:**













"...To provide meaningful and rewarding employment and training for people with disabilities......"

## Some of our customers: Balfour Beatty



















**HEIDELBERG**CEMENT Group





**Social Responsibility and Corporate Profitability are not Mutually Exclusive!**  **Road Signs** 









#### **Road Signs**







# Wates Sandwell Aquatics Centre Hoarding.

- Wates came to us with over 200metres of hoarding to fill with artwork with no visible fixings and capping to the top and the bottom.
- All of the hoarding was digitally printed ACM fixed up with screws and vinyl dots to cover the fixings.
- Maximum visibility from all angles on Londonderry road in Smethwick.

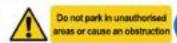
#### Site Signs....

WT13 - MULTI SAFETY SIGN





#### **BRITTANIA HOUSE STAFFORD**





All visitors to report to office and sign in







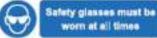


Ear protection must be worn at all times





Gloves must be worn





Give way to all site vehicles





NOTE. All accidents must be reported to PLANT SUPERVISOR

SAFETY STARTS HERE

1200 X 1800MM 5MM FOAMEX 1 OFF

#### FA651



535 x 400mm 5mm foamex 1 off

#### FA653



535 x 400mm 5mm foamex 1 off



#### **External Branding....**





#### The difference YOU make to us.....

- Additional work volume and t/o allows us change more lives
- Additional apprentices
- Additional Supported Internships
- Additional school work experience
- Further investment in technology
- Allows us to invest in our future.....

Social Enterprises reinvest the money they make back into their business or the local community. This allows them to tackle social problems, improve people's life chances, support communities and help the environment.



#### Thanks to you we have...



Increased members of staff employed with disabilities by 15%



Given talks to 375 people about the importance of working with Social Enterprises. That's a ripple effect of over 3000!



Increased our turnover by the largest percentage in our history. Therefore we've put a record level of investment back into employing people with disabilities?



Created and Filled 2 New apprentice positions



Educated 23 Young People with disabilities about working life through our education programme



Helped 1801 individuals with disabilities back into the workplace since we started our journey in 1982





# Webinar: Creating Social Value in Highways



























## Q&A Closing Remarks





#### Any further questions please contact:

Andrew Wilson

andrew.Wilson@supplychainschool.co.uk

07736 685588