



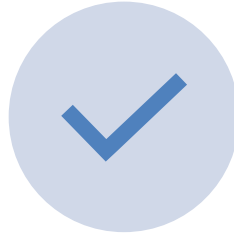
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Market Engagement Event  
for the  
Enterprise for Employment  
Service  
13 April 2026

# Welcome and Purpose of the session



ENGAGE SUPPLIERS



SHARE OUR  
REQUIREMENTS FOR THE  
PROSPECTIVE SERVICE



SUPPORT YOU IN  
DEVELOPING YOUR BIDS



PROVIDE AN OVERVIEW  
OF THE PROCUREMENT  
PROCESS

# About the WMOPCC and introduction of the presenters



Hannah Pittaway

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Policy Manager

Commissioning  
Advisor

# Strategic Context for Enterprise for Employment



Why is this procurement  
needed



How does it align with  
policy



What are the expected  
outcomes of the service



Relevant P&CP objectives  
the procurement activity  
fits into

# Scope of Enterprise for Employment



HIGH LEVEL DESCRIPTION  
OF SERVICE



KEY AREAS OF DELIVERY

# Procurement Model



- Contract Start and End dates 01 October 2026 to 30 September 2029
- Extension Clauses - 2 x 12 months
- One Lot
- Consortia or partnership bids are welcomed
- 2 stage process under Competitive Flexible Procedure

# Procurement approach and timeline

- Deadlines for opening/closing of tender – Open 14 April 2026 close 08 May 2026
- Date for clarification questions – 28 April 2026
- Stage 1 completes 22 May 2026
- Interviews 01 June 2026 – held in person at Lloyd House
- Contract Award 12 June 2026
- Implementation July to September 2026
- Contract Start October 2026

# Evaluation Criteria

- Quality 50% (Split across the 2 stages 30/20%)
- Price 40%
- Social Value 10%

# Portals you will need to bid

- Prior to submitting a response, Bidders must register on the government **Central Digital Platform** ([Find a Tender](#)) and complete (or update) their core Supplier Information.
- [Sell2 \(in-tend.co.uk\)](#) – this is the main portal you will use to upload your responses and complete tender questionnaires. Correspondence will also be generated from the Intend portal.
- **Social Value Portal** – this is the online portal for bidders to submit their responses to the Social Value element of the tender. [Social Value Portal guidance.pptx](#)

# [Sell2 \(in-tend.co.uk\)](https://in-tend.co.uk) guidance



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**The documents you will be provided on the Intend Portal are:**

ITT – Statement of Requirements/Specification, ITT Guidance, draft contract and the below

**On the Intend Portal you will have to complete:**

1. Procurement Specific Questionnaire –it has 3 parts and asks about your organization, policies etc.
2. Response to Tender – These are the responses to the Technical and Quality Questions
3. Pricing Schedule – To set out your price for the contract duration.

The above are word or excel documents that will need to be uploaded onto the Intend Portal. Remember to also upload additional supporting documents - Charts, Equalities and Safeguarding Policies, and your CDP PDF.

# Introduction to Social Value

- Externally Commissioned services from the OPCC are subject adherence to the Public Services (Social Value) Act 2012
- As a contracting authority we need to ensure our funding we are spending across the suppliers via our contracts are delivering added economic, social and environmental value to the local community beyond the core services we are commissioning.

# Key Commitments of Social Value



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- Minimum 10% weighting for Social Value in contracts > £100,000.
- OPCC use the [Social Value Portal \(SVP\)](#) to record, track, and report commitments which are measurable and transparent.
- Procurement aligned with the Procurement Act 2023 (“Most Advantageous Tender”).

# Portal Support and Training

- We advise you attend a webinar for bidders and suppliers led by SVP. You can book in a session via the link
- [Calendly - Bidders & Suppliers Training](#) (14<sup>th</sup> April 2026 at 2pm)
- We also encourage you to visit SVP's [Help Centre](#), where you'll find additional articles and guidance on how to use the Social Value Portal and the TOM System.
- SVP access to your specific tender will be provided via the link provided to you in the ITT document.

# Measurement and Accountability

- Outcomes are measured against Themes, Outcomes & Measures (TOMs) framework, using proxy values (e.g., ONS data).
  - Units can be in weeks, pounds, hours – do check the units are correct.
  - Proxies are worked out by SVP so bidders don't need to worry about working out those. They help to calculate the monetary value for the quantitative evaluation.
- The weighting for Social value is 10%. This is split 50% quantitative (the proxy values) and 50% qualitative (the target description)
- Providers who have been successful in a procurement process are required to deliver quarterly reporting via Social Value Portal (SVP).

# Social Value Example 1



- You are applying to deliver a 2 year contract and you know you will need to hire a full time employee person. For zero added social value just employ the person through regular recruiting practices. For added social value work with an employment charity to encourage people with an employment gap to apply for the role.

# Social Value Example 2



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- Your organisation will need to replace laptops for the contract you are delivering on. For zero added value throw away the old laptops. For Added Social value buy refurbished or recycle the old laptops for others to continue to use.

# Social Value Examples



- Your organisation releases your member of staff to deliver volunteering in your local community.
- You spend locally for stationery, catering, venue hire etc through your contract.
- You are employing locally based employees (these can be new or retained but have to be working on the contract)
- You deliver initiatives to engage people in health or wellbeing activities in the community

# Social Value Top tips

- It is your choice over which TOMS to commit to and how many. There are 28 TOMS (WMPF Light 2022) or 38 in (WMPF 2022) to choose from
- Be realistic - think about what can be realistically achieved in the delivery of the contract
- Don't **over** or **under** commit – be proportionate
- The social value activity has to be specific to the contract – not just your wider organisation
- The qualitative evaluation will be scored based on the information you input into the **'target description'**. This is worth 50% of the marks so don't miss this.
- Some measures will have higher proxy value than others - generally the 'jobs' theme will be higher than 'social'
- Only commit to social value for the contract period WITHOUT the extensions
- Expect clarification questions to come back to you from the SVP after you have submitted your bid.
- Check our definition of 'local' for NT1, NT18, NT19
- If you are applying as a consortium you can include Social value commitments from all partners . It needs to be emphasised though that the company leading the consortium will be responsible for all SV delivery and any remedies in the event of non delivery.

# Tips for applying

- Read the guidance!
- The Specification is the key document to base your bid on
- Remember to upload the additional documents
- Don't forget the Social Value submission

# Thank you and questions

- Thank you for taking the time to attend
- Questions now welcomed
- After today please contact with any questions via the Intend portal
- Slides will be available on the OPCC website

[Grants and Contracts - West Midlands Police & Crime Commissioner](#)

# Q&A (1)

- **Q: Clarification on caseload of 25 per worker?**
- A: The draft specification states that: 'The service provider shall keep caseloads up to the IPS fidelity-prescribed amount of 25 per full-time worker.'
- **Q: Is virtual mentoring an option that you will consider?**
- A: If it is aligned with IPS principles and other service requirements
- **Q: Is the IPS model a 'work towards'?**
- A: It is the principles of an IPS model

# Q&A (2)

- **Q: Are sustained outcomes prioritised over initial outcomes?**
- A: We will work to set KPIs with the contract winner
- **Q: Will there be any outcome-based payments?**
- A: There will be the contract price with service credits
- **Q: What does the 'out of hours' element look like?**
- A: It is for service providers to determine