



Creating Value For Our Communities



Creating Value For Our Communities

Session Overview



■ Introduction

- Fiona Sharp – Corporate Social Responsibility Manager, Procure Plus
- Clare Meachem – Diversity & Inclusion Co-ordinator, Procure Plus
- Aileen McDonnell – Chief Executive, B4Box

■ A short film.....

■ The Procure Plus Consortium Model

■ Questions

■ Practical exercises

■ Networking (after lunch!)



Who we are



Procure Plus is a not for profit regeneration company;
a consortia of social housing providers in the North of England

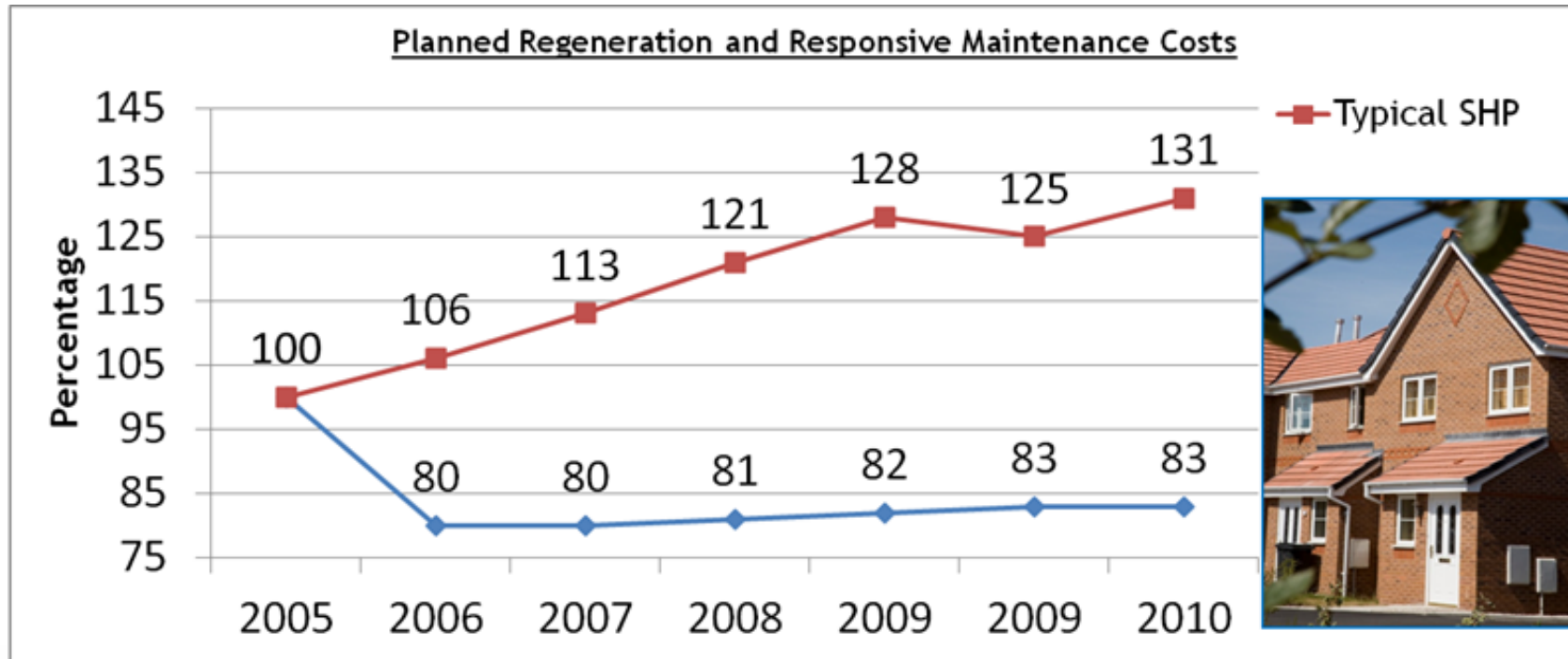


- **Materials sourced nationally:**
best possible choice
- **Local contractors:**
supporting local economy and communities

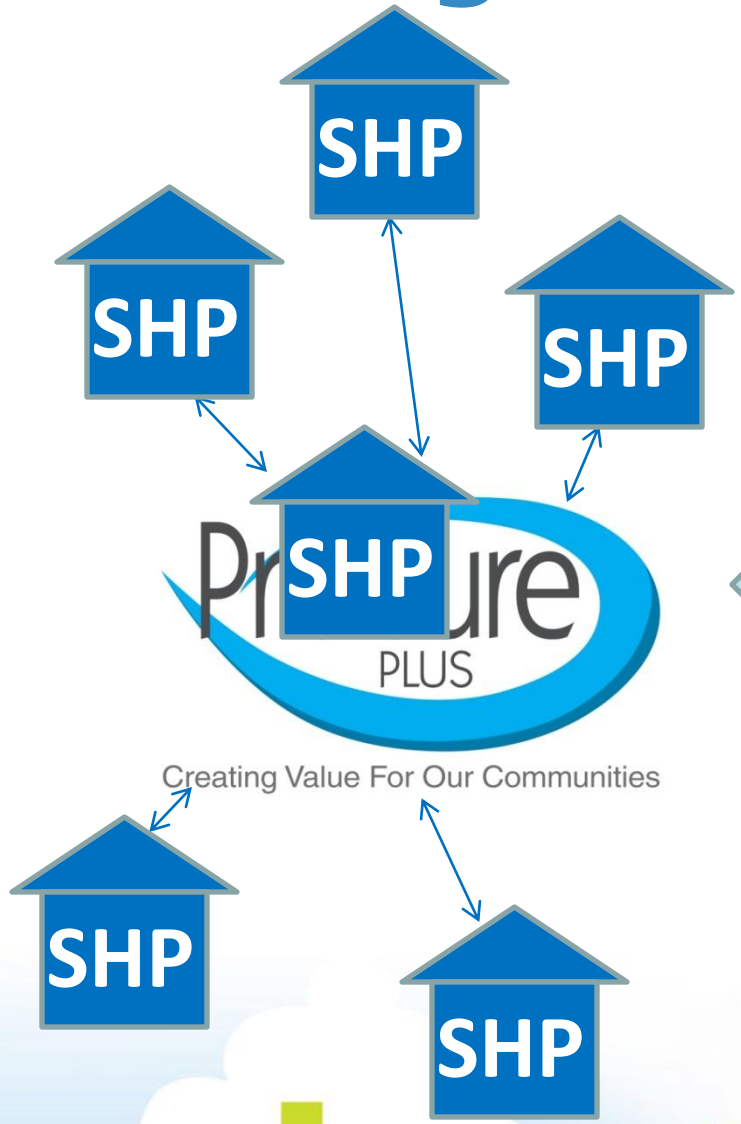


***Set up in 2006 to deliver Decent Homes
Now delivers £120m plus per annum throughout the
North West on planned maintenance, voids and
environmental works for 50 RP's***

Strategic cost control



Creating the Dividend



Greater Volume – Reduce Cost

Easier Process



Stronger relationships

Standardised specifications

Shared values



Increase quality

More local involvement

Contractor

+

Supplier

+



Community Dividend

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Corporate Social Responsibility



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Corporate Social Responsibility is...



- Business performance beyond financial success
- Focuses not only on the efficiency savings created by Procure Plus, but on what we do with the money saved to benefit our local communities
- Independently audited to ensure our approach is transparent and robust, and to ensure that we get the best in each area into which we invest



Areas we invest in are:

- ❖ ***Sense of Place***
- ❖ *Small business support*
- ❖ *Tenant Involvement*
- ❖ ***Social Enterprise Development***
- ❖ ***Skills, Training and Employment***



Sense of Place



£1.2m invested into communities by Sense of Place

Over £5m invested in total (incl matched funding)

67 community/resident groups supported

The Plaza - Stockport



Small Business Support



Professional development
support for SMEs



SME work-group
reporting to board



Development of 'SME
friendly' frameworks



Training for SME staff

Tenant Involvement Panel



- The Tenant Involvement Panel (TIP) represents Procure Plus landlord clients
- It acts as a 2-way communication channel providing commentary and input into decision making
- Tenant representatives attending each Procure Plus meeting group feed back centrally to the TIP to ensure that information is shared and discussed
- The Chair of the TIP represents tenants and their views at the Board
- TIP also meets with other tenant groups to provide information on PP and training



Collaborative Working



- Target of 200 ex-offenders into jobs
- Referrals from Probation and Prison Services via from NOMS funded Achieve Project of Greater Manchester Probation Trust.
- Hardest to reach / furthest from the jobs market
- Mock interview / screening process undertaken by Procure Plus
- Feedback given and mentoring support offered
- Facilitation of Employer Interview
- Feedback and onward support:
 - Unsuccessful candidates receive feedback via Achieve Case Managers with constructive criticism and tips for self improvement.
 - Successful candidates advised of start date and contractual elements of role.
- Additional support



Employment Options



Three routes:

- 1) Social Enterprise
- 2) Framework Contractor
- 3) Additionality



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Social Enterprise



Green Team –
Environmental works for
Stockport Homes



Void Clearance for
Trafford Housing Trust



Fencing and Void
Clearance for Parkway
Green Housing Trust



Arts based enterprise providing
opportunities for ex-offenders to
produce and sell artwork or gain
qualifications

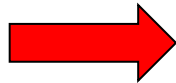


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Corporate Giving

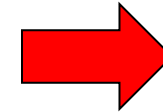
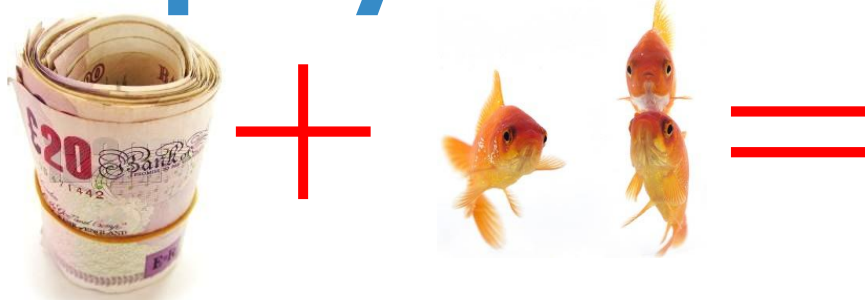


WOLSELEY



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Skills, Training and Employment



2011 – Built on Success...



MANAGEMENT REPORT		
Refresher Courses Due		
Due on: 8/4/2007		
Course: Fire	Students: James	Examiners: Mr.
Due on: 2/18/2008		
Course: LT102	Students: Brandon	Examiners: Fred
LT102	Students: Robert	Examiners: Fred
Due on: 2/6/2008		
Course: W3201	Students: Carol	Examiners: Carol
W3201	Students: Carol	Examiners: Carol
Due on: 3/8/2012		

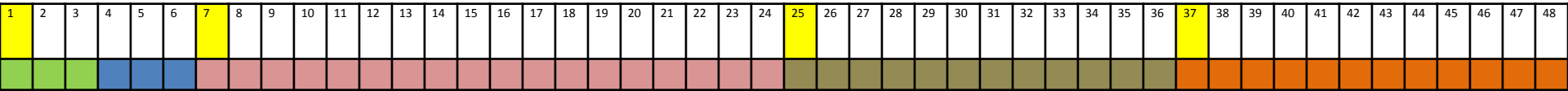


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2012 – The Challenge



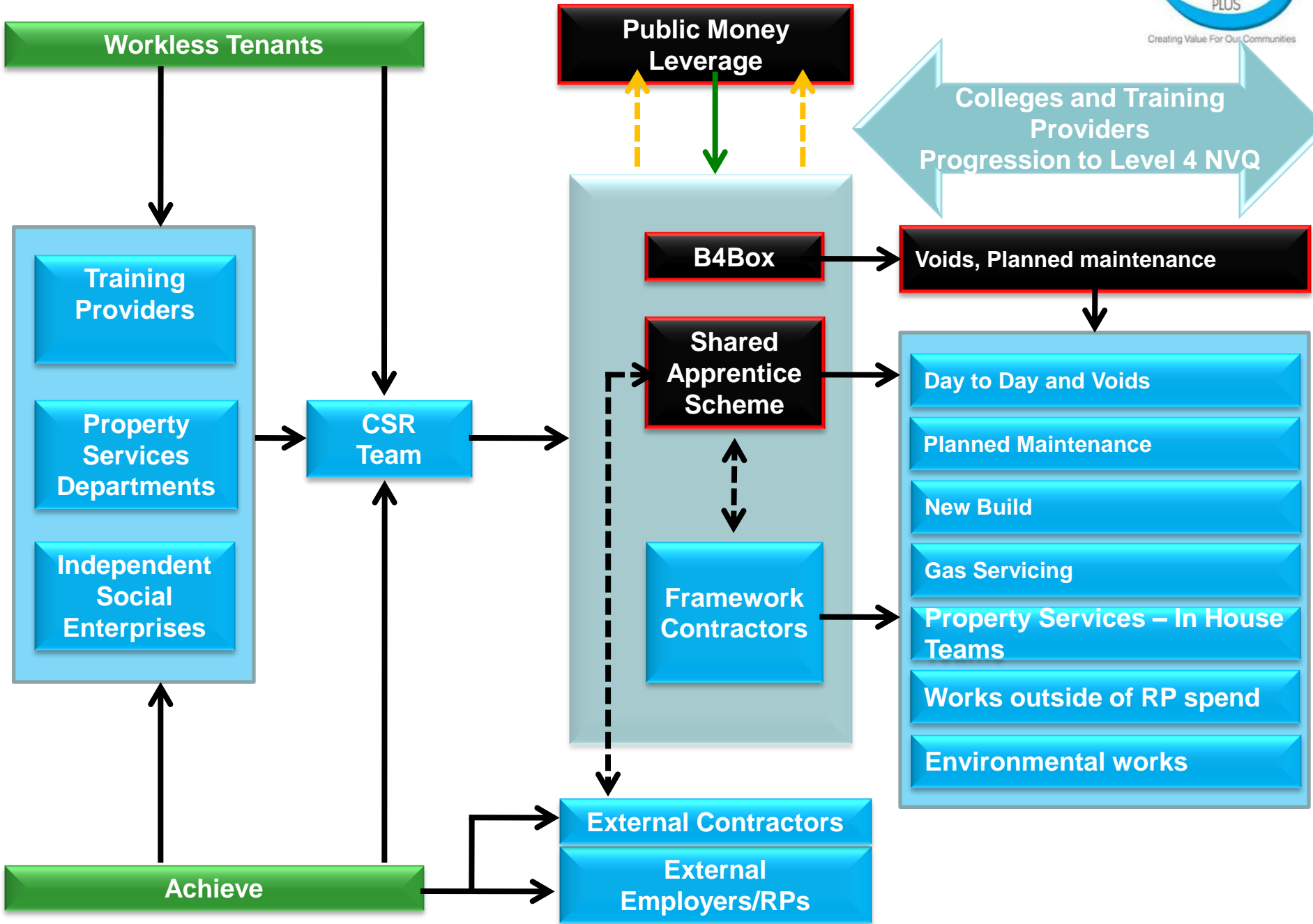
- Narrow and deep
- Broad and shallow
- Client and industry responsive



Employer	Programme	Progression
Social Enterprise	Candidate Training Milestones L1 'Preparing to work in Construction' qualification, mentor support, site-based work experience, CV building, interview techniques	100% move on to next stage
Framework Contractor	L2 NVQ/Apprenticeship in construction trade, mentor support , mentor training (contractor), financial incentive (contractor), complementary short courses, driving lessons, tool kits	50% move on to next stage
Framework Contractor	L3 NVQ/Apprenticeship in construction trade, mentor support, financial incentive (contractor), complementary short courses, driving lessons, toolkits	50% move on to next stage
Framework Contractor	Professional qualification in construction, mentor support	



Training, Employment & Progression Integrator Model



2011 Audit



Procure Plus are committed to helping secure employment for the most challenging of disadvantaged groups ... have robust systems in place to track their work ... and offer a full programme of support for both ex-offenders and contractors who are part of this programme



Procure Plus successfully continues to undertake value added activities that are material to the business and key stakeholders, increasing the level of social value it adds through its operations.

Focusing on sustainable construction and living Procure Plus have partnered with a local college to pilot a training scheme in environmental cladding. This is the first of its kind in the north-west and contributes towards Procure Plus' commitment to sustainable development.

It has been reassuring to see that in 2011 Procure Plus has continued to develop its tenant involvement programme. Tenants are actively engaged in all aspects of the organisations work, indicative of the way that Procure Plus listens and responds to stakeholder interests and issues



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Thank You

Any questions?



Consortium set-up



- **What type of consortia set up would be best for you:**
 - Organisations or groups informally coming together to work on issues
 - Organisations working together as a formal group / association but not forming a new legal entity
 - Organisations bidding and delivering work and services together
 - Setting up a consortium as a new legal entity and organisation made up of member organisation
 - Merging organisations to form a new consortium organisation
- **Some of the benefits of working in consortia are:**
 - Collective track record, financial strength and expertise
 - Shared resources and flexibility
 - Delivery of integrated services
 - Shared knowledge and best practice
 - Economies of scale



Considerations



- Clear aim
- Understand your market
- Know what is out there already
- Know who you want to work with and why
- Governance and decision making
- Impact on individual partners
- Compatibility with raising social impact bond and distributing returns



Workshop Activity 1



- Think broadly about your own organisation and bearing in mind your main aim and any secondary aims, critically analyse your own organisations' ability to deliver.
Consider:
 - Strengths and weaknesses
 - Specialist skills and experience
 - Systems and processes
 - Capacity

- Feedback to group



Workshop Activity 2



- Thinking about your overall delivery model, where might conflicts or issues arise between partners? Consider resources, back office functions, processes and procedures etc.
- Feedback to group

