



■ ResponsibleProcurement

Our proven approach to developing and delivering responsible procurement frameworks will help your organisation gain greater competitive advantage and achieve more for less. We can support you to build on your existing good practice and embed responsible procurement into your business culture. Our approach will help your business to realise the positive benefits of adopting a responsible procurement plan, and maximise the benefits you can deliver for your customers to gain advantage in a highly competitive market marketplace.

About Us



What we do

FSquared helps organisations generate and deliver social value. We support our clients to embed social value in all their activities and to re-frame business practices around responsible and sustainable strategies that release social value, and inspire a culture of ethical leadership throughout their workforce.

We support our public sector clients to get more social value through developing, implementing and measuring the success of policies and strategies that generate sustainable community benefits.

We support our private sector clients to deliver more social value through creative and innovative approaches that are built on listening and responding to local need and proactive engagement with local knowledge and distinctiveness.

We support our clients to consult, listen, and involve their stakeholders and communities in a mutual process of capacity building to realise their shared needs and aspirations.

Our defining principle is that social value is delivered to the benefit of our clients and their partners, communities, and supply chain. We deliver solutions that respond to environmental, social and economic issues in integrated ways that make a real difference to people's lives.

Who we are

The FSquared Group comprises:

- The **FSquared Consultancy**: a for profit company with a strong social mission
- The **FSquared Association**: a not for profit organisation, aimed at inspiring creative thinking and at prompting exchanges between people who share our belief in ethical behaviour in the workplace and in the market
- The **FSquared Foundation**: a charity that aims to prevent and reduce poverty through making the most of the resources and increasing the impact of organisations that work to make a difference to people's lives. The Foundation is funded with charitable funds, through **FSquared Trading**, which gives it 100% of its profits and through the consultancy, which donates 10% of its pre tax profits to the Foundation's activities.

Creating sustainable community benefit from investment, development, procurement and corporate citizenship requires strong ethical leadership, and supporting that approach is at the core of our relationships with our customers. An ethical approach means that business is never 'just business', and we aim to raise the bar on quality, innovation, partnerships, leadership, professionalism, and procurement, and to stimulate market demand for building choice and social capital.

Benefits



Increasingly the public sector in London and beyond is featuring requirements around responsible procurement and equality and diversity within their procurement processes. There are considerable business, social and economic benefits to be gained from adopting a responsible procurement framework, not least being in a stronger position to answer those challenging tender questions.

Meeting the public sector and customer requirements are one key benefit, but there is much more to be gained from responsible procurement:

- Attracting and recruiting staff from a broader talent base
- Identifying new potential suppliers and investors which can drive competition and reduce costs
- Improvements in working conditions - labour standards, health and safety, a culture of integrity and respect which support and increase staff motivation and productivity
- Preparing for, meeting and exceeding the requirements of new and forthcoming legislation around equality and diversity and reducing the likelihood of breaches
- Improving the efficiency and transparency of procurement procedures and structures
- Developing more cost effective practices and enhancing business development
- Attracting new customers, and gaining positive client and customer feedback
- Increasing innovation and creativity
- Delivery of community benefit and your corporate responsibility activity
- Improved reputation and competitive advantage through a proven track record in relation to acting responsibly

Moreover, we strongly believe that responsible procurement is worth doing because it is quite simply the right thing to do – doing business responsibly is all about doing good business.

Process



We can support you to review where you are in relation to responsible procurement and develop a framework for delivery that will be tailored to the needs of your organisation and your existing good practice. Our process includes:

A 'Health Check' review of existing activity, policies and procedures

A 'Responsible Procurement briefing' which will provide an overview of the legislative context and client and customer requirements and existing best practice to help your organisation understand the agenda and how to respond

A 'Visioning Workshop': an interactive workshop that engages key staff to consider how they engage and embed responsible procurement into your organisation's work practices and business development

A Responsible Procurement Strategy: this will set the framework for your responsible procurement activity to meet your business development and internal business needs. The framework will identify your strengths and the areas for further activity and will outline the approach to embed the Strategy within your organisation through capacity building and further development

Maintaining Momentum: Responsible Procurement Plans and Procedures – in line with your

Responsible Procurement Strategy: we can provide further support to develop specific plans and initiatives that respond to your business needs. These could include, but are not limited to:

- Equality Policy
- Equality and Diversity Strategic Plan
- Diversity Training Plan
- Supplier Diversity Plan
- Labour and Skills Gap Plans
- Strategic Labour Needs and Training Plans
- Management processes and procedures for achieving compliance with the Responsible Procurement requirements
- Monitoring and reporting procedures
- Communications plans
- Processes for Subcontractor/ Supplier engagement

Review and Audit: we can develop a monitoring and review framework to track progress and maintain momentum, activity can include period Health Checks, Audits, Key Performance Indicators or evaluation programmes.

Bid Support: in addition we can work with you in relation to the tendering and bidding process to produce bid text and plans relating to specific responsible procurement requirements.

Price



The tables below outline the indicative costs of the key components of our responsible procurement services. Our experience from providing similar programmes or activity shows that it is best to develop a tailored package of support which builds on and compliments your existing activity and resources.

ITEM	DELIVERABLE	PRICE
Health Check	A Health Check Assessment detailing your current approach to Responsible Procurement and areas for improvement with associated recommendations	£2,000

ITEM	DELIVERABLE	PRICE
Responsible Procurement Briefing	Report setting out what the market is asking for in terms of responsible procurement and added social value and how competitors are responding to this.	£2,400

ITEM	DELIVERABLE	PRICE
Responsible Procurement Visioning Workshop	Facilitated workshop with Senior Management Team. Developed and refined vision for approach to responsible procurement. Identification of next steps to maintain the momentum	£6,000

ITEM	DELIVERABLE	PRICE
Responsible Procurement Strategy	A Responsible Procurement Strategy	£4,000

The prices are exclusive of VAT and disbursements. Please note that these prices may vary subject to the type of support that you require. Prices for additional services such as diversity training or policy and plan development are available upon request. You may wish to commission us to undertake a longer term programme of support and for larger commissions discounts are available.

Contact Details



Please feel free to contact us to discuss this further:

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