

■ Responsible Bidding

With spending cuts and budget reductions it is becoming more and more important for you to provide that your activities deliver wider benefits for local communities. Our approach supports you to ensure that your bids and proposals illustrate your commitment to delivering social value and community benefits

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.

The Need



With spending cuts and budget reductions it is becoming more and more important for you to prove that your activities deliver wider benefits for local communities. Procurers and commissioners are looking for organisations to deliver even more for their money and so there is a need for you to illustrate, now more than ever, the added value, socio-economic return and legacy that you deliver. Whilst it is important to show how you deliver social value as part of your overall approach to corporate responsibility, it is also critical that you do the same in bids, proposals and tenders to show how your overall approach translates to a particular local area and to a specific project..

Outcomes



We support organisations to develop community benefit proposals for inclusion in bid submissions. These are based around a range of themes such as employment & training, supply chain, art, health, equality, diversity & inclusion, engaging with third sector organisations and community engagement. The outcome of our work is that your bid is more competitive and that you are able to differentiate yourselves from competitors. It also means that you're doing the right thing in that you're taking responsibility for the impact of your activities on the communities that you work in.

Process



We support organisations by delivering the following services:

Local Research

We carry out research into a local area to see what sorts of proposals might be favourable in relation to current initiatives and regeneration activity. Our local research focuses on the socio-economic context, local strategic priorities, how national strategic policies and objectives manifest at a local level (e.g. Big Society, Total Place), key stakeholders and on existing regeneration activity.

Bid Launch Event

We deliver Bid Launch Events and Bootcamps with client teams to generate ideas for community benefit proposals and to develop an overall added value approach for the bid.

Our approach to workshops is always tailored to the needs of an individual organisation and the workshop participants. As a guide our workshops are usually designed around the general principles of information, inspiration and application. This approach involves us providing information to participants in a range of formats to provide a foundation for remaining activities. The information given is then used by participants at the 'Inspiration Stage' to help them to generate a range of ideas for the approach to delivering community benefits on a particular project. The final stage, 'Application', involves participants thinking about how new ideas can be applied in practice and what the implications are for their everyday working practices.

Testing Community Benefit Proposals

Having an effective dialogue with the client and wider stakeholder groups is vital for developing community benefit proposals which support and complement their priorities. We work with you, the client, schools and wider stakeholder group to identify, share and test our emerging ideas. Engagement focuses on:

- Gaining an understanding of what the procurer wants to achieve through the project in relation to community benefits and social value
- Articulating and getting feedback on the emerging proposals – identifying which proposals to proceed with
- Making sure that the procurer team are aware of added value proposals and know that they will be referenced as part of the submission

Developing Community Benefit Proposals

We develop the initial proposals into outline business case proposals for inclusion in the final bid submission. To provide confidence to the procurer that community benefit proposals are deliverable, we produce standalone documents that provide additional detail. Our proposals are attractively produced, are incorporated in the bid as appendices, but referenced in main bid text. These documents include implementation plans/ costs/ performance indicators and measurement tools as appropriate. Such detail ensures that proposals are affordable, robust and deliverable, and are understood as such by the procurer. We have a strong in-house understanding of funding sources for initiatives which helps us to develop proposals that are affordable and deliverable. We liaise with other team members to collate evidence of past performance and innovation to include within our proposals as part of the bid text work.

Supporting the Practical Delivery of Community Benefit Proposals

Our community benefit proposals are often developed at bid stage when the bidding process facilitates the testing out of ideas. After the bid stage, we are on hand to support the implementation of our proposals. Our approach is always to develop proposals that are tangible, deliverable and affordable. We also ensure that your proposals are locally specific and that they build on existing initiatives and activity.

Contact Details



Please feel free to contact us to discuss this further:

Email: enquiries@fsquaredltd.com
Telephone: 0161 273 5959



www.fsquaredltd.com



www.fsquared-foundation.org



www.fsquaredassociation.org



Head Office:

FSquared Ltd
Aeroworks
5 Adair Street
Manchester
M1 2NQ

0161 273 5959