

# Trafford VCSE Strategic Forum

## Making the Most of Social Value

Wednesday 18<sup>th</sup> October 2017  
Group Working Discussion Feedback

### ***Session 1. What opportunities and challenges does Social Value present for the VCSE sector as suppliers? Does the Trafford approach make it better?***

#### **Opportunities as suppliers are:**

- Integration into the supply chain, explain the wider impacts on the local community.
- To tender for contracts to showcase what local VCSE organisations carry out every day.
- Opportunity to verbalise and showcase what VCSE do, and help to bring in match funding.
- Opportunity to keep services local, showing what you are doing locally that has a positive impact in communities.
- A Trafford approach enables consistency in local services, and local guidance.

#### **Challenges as suppliers are:**

- Articulating their offer and outcomes in a bid, and within a set word limit.
- Time to sit down and try to formulate a bid, wouldn't work in a workshop environment.
- Standing out from the crowd in a bid, recognising what VCSE do that has got value or USP.
- Time poor to develop a bid, and having the knowledge and expertise to write a bid.

### ***Session 2. What opportunities and challenges does Social Value present for the VCSE sector as benefactors of Social Value? How do we enable greater brokerage and support from suppliers to the VCSE and communities?***

#### **Opportunities as benefactors are:**

- Pro Bono support available, linking in with local businesses in Trafford more.
- Networking and signposting between the VCSE sector and local Trafford businesses to build on Social Value opportunities.
- Natural relationship with roles, brings communities together more.
- Service users, volunteers could become advocates and employees for the service.
- Thinking you're getting one thing, but actually end up getting more added value.

#### **Challenges as benefactors are:**

- Contacts within the community needs and wants, do they know who the wider providers are in the community?
- Access to a website, and toolkit for further support around Social Value – Manchester City Council has a Social Value Toolkit, is this something Trafford Council could look at providing?

#### **Enabling greater brokerage and support from suppliers to the VCSE and communities:**

- More interaction between VCSE sector, private sector and public sector.

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- Networking between the sectors to increase opportunities for social value.

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