



**Trafford Accounts
and Audit
Committee:
2nd February 2022.**

Lorraine Cox
STAR Director

STAR
PROCUREMENT



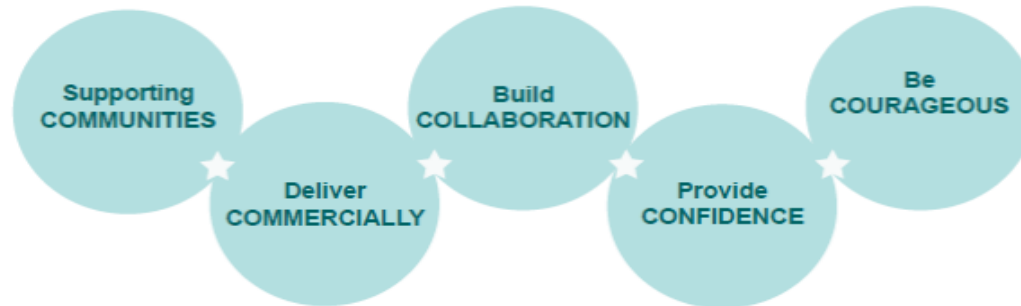
Who are we? A Public Sector Shared Service.

2021-24 Business Plan and STAR Objectives:

Our Vision

Leading Transformation Through
Procurement and Co-Operation

Our Objectives



Our Enablers

LEADERSHIP &
GOVERNANCE

COMMUNICATIONS &
ENGAGEMENT

TECHNOLOGY
& DATA

TALENT MANAGEMENT

Our Achievements 2020/21



**£6.1m of
in-year
savings**



28%

Social Value
return secured
on
total contract
value awarded

That's £60m to be delivered back to local
communities through Social Value

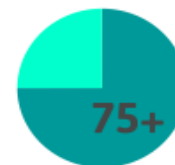


**Shortlisted for 3 x
iNetwork Awards**



**639
procurements
undertaken**

**Lead over 75% of GM
Collaborative
Procurement Activity**



90%

**On-
Contract
Spend**

**77% of
spend
was in
Greater
Manchester**



**Delivered £1m of
Social Value through
our own workforce**



Winner



**EMBEDDING SOCIAL VALUE IN
PROCUREMENT PROCESSES:
PROJECT AWARD**

Presented by The National



**Safe, Happy, and Healthy
Workforce during a very
difficult year**

**1st
Virtual
Meet the
Buyer
Event
with 296
attendees**



**Supporting
6
team members
through their CIPS
qualifications and
Apprenticeships**



**Implemented our
COVID 10 Point Plan to
support Local
Businesses & SMEs**



**Secured 15 SLAs / Commissions
across the UK**



Spend and Compliance Outputs:

Spend (Trafford)	Notes:	<u>2020/21</u>	2019/20	2018/19
Total Spend		£626,274,797	£652,962,154	£575,461,150
Controllable Spend		£244,475,334	£ 189,554,091	£176,775,462
		39%	29%	31%
Local to borough	Monetary value increase on 19/20	£97,349,153	£92,750,092	£87,046,106
	% decreases	40%	49%	49%
Contained within GM	Monetary value increase on 19/20	£78,034,872	£51,272,925	£37,879,908
	% Increases	32%	27%	22%
Spent nationally		£65,572,307	£45,496,543	£51,849,449
		27%	24%	29%
On contract				
		90%	82%	89%

Target for STAR:

CAPTURE: Added SV as a % of contract value (activity above the value of £50K)

TARGET: 25% per annum

<u>Performance:</u>	19/20:	20/21:	21/22 (current year):
STAR:	25%	28%	35% to date Q2*
Trafford:	30.50%	67.10%	52% to date Q2*

* (Q2 IS TO THE END OF September 2021)

12 Steps to Social Value

Support '**Better Bidders**' to be 'Match fit' to tender and respond to Social Value

Use the **Policies and Law** - NPPS and New Regulations to direct change

Focus on **removing barriers** to increase bidders/winners and remove inequality (VCSE/SME etc.)

STAR Partners to become '**Social Value Organisations**' consider wide scale SV requirements.

Increase **Local Spending** within our STAR Boroughs and GM

STAR **Social Value Strategy** and refresh **Responsible Procurement Strategy**

Targeting Social Value to our **Key Priorities** e.g. Sustainability/Carbon Neutral 2038

STAR Partners to produce an **Annual Social Value Statement**

Challenge Social Value through the **Supply Chain**

Targeted Social Value TOMs to our desired **Outcomes** e.g. 'Fred and Bob and Sue'

Review of our Approach to **Managing/Reporting Social Value**

Develop a '**Place-based**' **approach** within our STAR Boroughs (Influence Anchor Institutions)

