

The background of the slide is a scenic photograph of a coastal area. It features a large body of water in the foreground, likely a bay or fjord, with a small boat visible on the right. The water is calm, reflecting the light. In the background, there are several layers of mountains, some covered in dense evergreen forests. The sky is a pale, hazy blue, suggesting a clear day. The overall tone is serene and natural.

COASTAL COMMUNITIES

Social Procurement

INITIATIVE

RFP for Services with Social Outcomes
November 2019

Facilitated by: Larry Berglund

COASTAL COMMUNITIES

Social Procurement

INITIATIVE

Delivered in Partnership by:



RFP for Services

- Revising a traditional RFP to include social procurement criteria
- Using a social outcome as the purpose for an RFP
- Using *prescriptive* and *descriptive* criteria
- Value-per-point model scoring



RFP assumptions

- There is capacity in the local market for social enterprises
- There has been a communication plan in place supporting Social Procurement

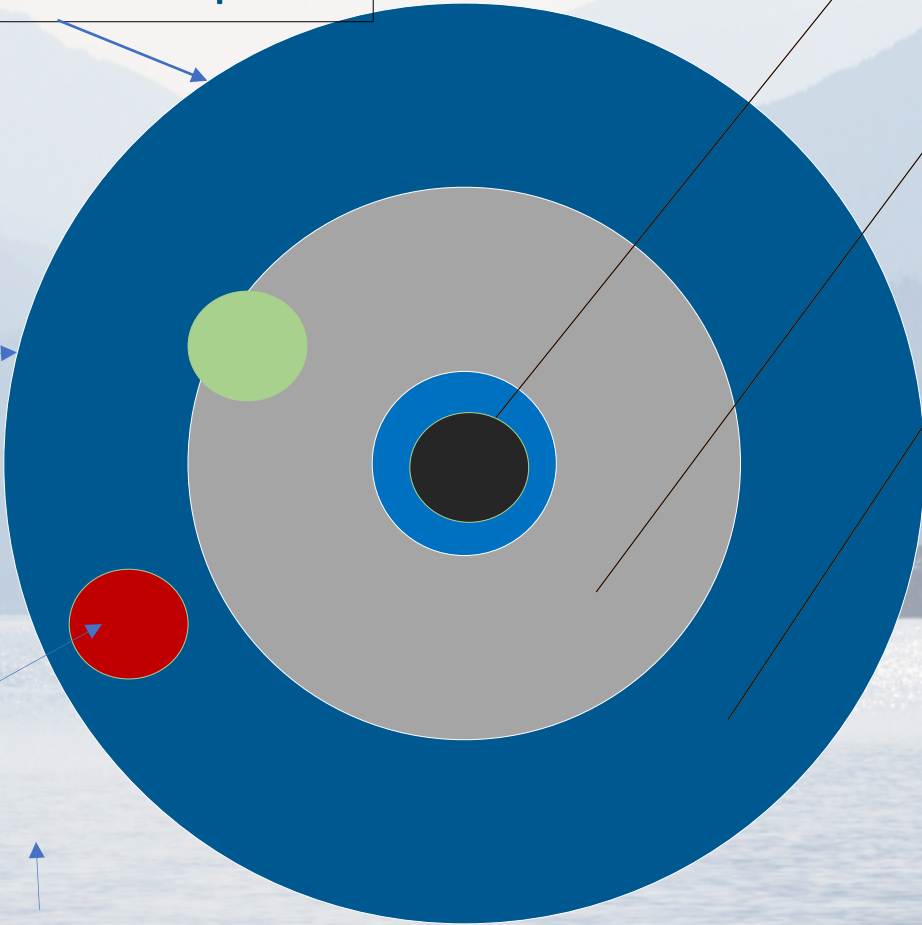


Concentric Circle Considerations

A Purchase from a Social Enterprise

A Purchase from Business using social enterprise in supply chain

A Purchase from Local or Regional business with demonstrated social value



COASTAL COMMUNITIES
Choice #1: Social Enterprise
Social Procurement
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Choice #2:
Local Business with a social value

Choice #3:
Business with social value and/or supply chain



RFP

1. INTRODUCTION

COASTAL COMMUNITIES

Social Procurement

INITIATIVE

- The City of Municipality (the “City”) invites Proposal submissions from qualified Contractors interested in bidding on the Landscape Services for Neighbourhood Collectors, Minor Collectors & Local Roads as described in [Schedule A] Scope of Services.
- **As part of the City’s commitment to Social Procurement Initiatives, the City will include social value criteria in its evaluation of Proposals.**
- If awarded, the term of a Contract shall be for 20XX and 20XX. The Contract will expire on Month, Day 20XX unless terminated, cancelled or extended. The term of the Contract may be extended or renewed at the City’s sole discretion for one (1) additional one (1) year term subject to satisfactory performance reviews and price negotiations. The City shall not incur any liability, should it choose not to exercise its exclusive option to renew the Contract.
- Firm pricing is required for the initial Contract term.
- This Request was prepared by Person, Procurement Consultant of Firm Name under Contract with the City of Municipality.



RFP

2. DEFINITIONS

Throughout this Request for Proposal (RFP), the following definitions will be used:

- xi. "Social Value"** means that the Services as described will take into consideration but not be limited to employment of people with barriers; working with social enterprises; community development; and / or utilizing locally available materials where and when ever possible.
- xii. "Barrierred individual"** means a person with barrier(s) to employment, which requires workplace work environment or work expectation to accommodate successful participation in the workforce.
- xiii. "Social enterprise"** means a business with an embedded mission to achieve social, cultural or environmental aims through the sale of goods and services. At least 50% of the business' revenue comes from selling goods and/or services in the marketplace and at least 50% of the business' profits go back into executing its social, cultural or environmental mission.
- xiv. "Social purchasing criteria"** means the City evaluates a supplier of goods and services based on the social impact, environmental impact, price and quality of the supplier and its products.



RFP

5.3 Social Values

Describe all initiatives, policies or programs that demonstrate your company's effort towards sustainable practices and responsibility (Social, Ethical, Environmental).



RFP

5.4 Methodology

7. State your process that will ensure that the City's commitments to social values are included wherever and whenever in the performance of the work.



RFP 5.6.2.

Social and Community Values

- **Within its response, the Proponent has the opportunity to *describe* any social and community benefits it is prepared to supply as part of the Contract. Unless otherwise stated, it is understood that there are no extra costs for these services, however if there are any additional costs pertaining hereto, the summary and explanation of those costs should be submitted on [Schedule B] Pricing form below.**



RFP 5.6.2 continued

Social and Community Value items could include:

- **The employment of barriered individuals;**
- **Unique or proprietary methods of work;**
- **Involvement of Social Enterprises in any portion of the work;**
- **Your company's supply chain practices which could be inclusive of local sourcing for labour and / or materials;**
- **Your company's commitments to a diverse supply chain;**
- **Your company's ability to monitor and measure social and community value commitments**
- **Other**



RFP

6.3 Desirable Criteria

Ref.	Criterion	Max. Pts.	Min. Pts.
5.2	Company Profile and Experience	20	6
5.3	Social Value initiatives, policies or practices	15	6
5.4	Methodology	45	9
5.5	Technical Qualifications and Experience	20	9
	Total	100	
5.8	References The City, acting reasonably, may not enter into any Contract with a Proponent whose references are found to be unsatisfactory.	Pass/Fail	



RFP

6.4 Price Evaluation

Prices shall be submitted in a sealed envelope separate from the balance of the proposal.

- **Prices will be evaluated on a value per point basis: proposed price / total of evaluated points = best value. The proponent with the lowest cost / evaluated points will become the first leading proponent.**



Best Value Example

	A	B	C	D
Environmental record	7.8	7.0	7.9	8.1
Quality	5	5	5	5
Performance	7	7	8.4	8.5
Community benefits	8	8	8	8.3
Products	5	5	5	5
Service	6	7.4	8.5	8.5
Total value points	38.8	39.4	42.8	43.4

Highest non-financial score

Best Value Example

i.e. Bids come in from (4) suppliers:

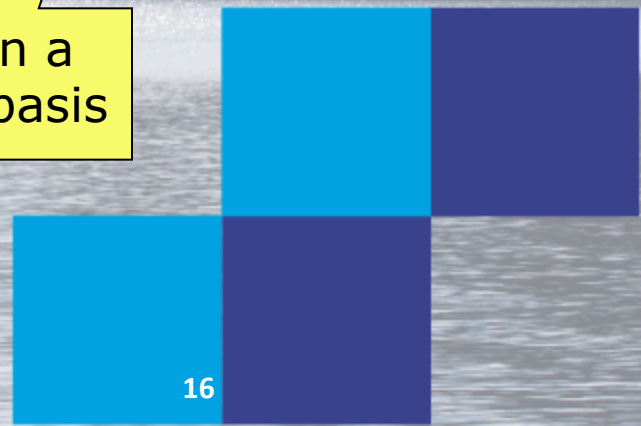
Supplier	A	B	C	D
\$	560,000	558,000	555,000	562,000

Highest bid

Best Value!

	A	B	C	D
\$ Value-per-point	14,433	14,162	12,967	12,949

Lowest cost on a value-per-point basis



RFP

Summary:

The intent was to support (2) key areas the City wanted to develop:

1. Skills and Training; and
2. Social Value Supply Chain outcomes



Questions?

