

Delivering Social Value & Net Zero through our Procurement

Information for Suppliers

Introduction & Background

The principal aim of procurement undertaken by NHS organisations is to deliver essential goods and services which support and help improve patient outcomes, while increasing value from every pound spent in the NHS.

The Social Value & Net Zero Information for Suppliers has been developed to provide clarity to our supply chain on our social value and net zero requirements and priorities within our procurement processes. Our aim is to ensure that organisations working with the Trust are responsible and ethical employers who are committed to supporting the economic, social and environmental wellbeing of Kent & Medway.

While the main function of the NHS is to provide health services, we can also play an active role in supporting partner organisations, communities and our supply chain to address the physical, social and environmental factors which can cause ill health (often known as the wider determinants of health). Studies have proven that 80% of health outcomes are determined by non-health related inputs, with examples including education, employment, income and access to green space.

KMPT has adopted its own Green Plan which sets out ambitions for the Trust, including a target of achieving net zero carbon emissions by 2040. It has also incorporated the ambition to become one of the first net zero NHS Trusts by:

- Reducing carbon emissions from energy consumption by 80% by 2035
- Cut emissions associated with transport by 25% by 2025
- Reduce our overall waste volume by 5% every year
- Reduce water consumption by 5% every year
- Increase the environmental quality of our green spaces by 2025

Delivering a net zero NHS has the potential to secure significant benefits across the population, by reducing health inequalities, drive better environmental performance and deliver more value from contracts. Procurement and contract management will play a key role in achieving this goal, with 60% of NHS carbon emissions occurring within the supply chain.

Our Trust's Mission

Kent & Medway NHS and Social Care Partnership Trust (KMPT) is a provider of mental health care across Kent & Medway with a mission to deliver brilliant care through brilliant people. The Trust recognises the vital role we have beyond delivering outstanding care, and works with our partners to help people in our communities live well and to make sure mental health is recognised to be just as important as physical health.

Each year across the UK, around 1 in 4 people will experience mental ill health. Mental illness is the second largest source of Burden of Disease in England, and we know that for people with serious mental illness, 2 in 3 deaths are caused by physical illnesses that can be prevented.

KMPT provide a wide range of adult mental health and learning disability services to our local population of 1.8 million people in Kent and Medway, as well as specialist services for adults in Sussex and Surrey. Each year we care for over 2,000 people in our hospitals and 54,000 people in the community.

Social Value and Net Zero Procurement Requirements in the NHS

The Public Services (Social Value) Act 2012 requires public bodies to give due consideration to the inclusion of Social Value when commissioning goods, services and works to which the Public Contracts Regulations 2015 apply. Central government's Procurement Policy Note ([PPN 06/20](#)) has been adopted by NHS England and adopted by NHS Trusts from 1st April 2022, this requires all NHS procurements to include a minimum 10% net zero and social value weighting in their evaluation of tenders

In addition, in support of the delivery of net zero carbon across the NHS, from April 2023 all contracts above £5 million per annum required suppliers to publish a carbon reduction plan for their UK Scope 1 and 2 emissions and a subset of scope 3 emissions as a minimum (building on the requirements set out in [PPN 06/21](#)). From April 2024, the NHS has proportionately extended the requirement for a carbon reduction plan to cover all new procurements, meaning that for contracts valued at above £5m per annum a carbon reduction plan will be required to be submitted and for those procurements below that value a 'Net Zero Commitments – requirements' will be required.

In support the delivery of social value and net zero carbon across the NHS, the NHS published a '[Applying Net Zero and social value in the procurement of NHS goods and Services](#)' guidance. As per the requirements of the guidance document, the Trust incorporates the theme 'Fighting Climate Change' as an evaluated element of procurement processes.

The Trust also has a requirement to work to eliminate modern slavery across our supply chain. If you are a large supplier, you may be caught by the provisions of the Modern Slavery Act and will be asked within a procurement process to confirm that you comply with the Act. For smaller companies who are not required to publish information in response to the Requirements of the Act; however, modern slavery can impact smaller contracts as well as larger ones, and we therefore believe it is still worthwhile to publish this information in consideration of the moral code which lies behind this stipulation.

Evergreen Self-Assessment for Suppliers

In June 2023 the NHS launched Evergreen. The Evergreen Assessment is an online self-assessment and reporting tool for suppliers to engage with the NHS on their sustainability journey, and to understand how to align with the NHS net zero and sustainability ambitions (including those set out the NHS Net Zero Supplier Roadmap). It provides a single route for communication and data gathering between NHS suppliers and the NHS.

After completing the assessment suppliers will receive a sustainability maturity score against NHS priorities, signposting their current position and pathway to progress. The assessment has not been designed to be included as a scored/evaluated requirement in procurement, and is therefore is not mandated; however, the benefits of using Evergreen for suppliers are:

- **Benchmarking against current and future NHS priorities** – suppliers can see how they align to the NHS's long-term sustainability priorities
- **One conversation with the NHS** – suppliers have a standardised way of communicating their sustainability information to all NHS buyers
- **Supporting sustainability ambitions** – suppliers can use the assessment to help inform internal planning and decision-making, such as developing business cases for sustainable investment or target setting

The assessment can be completed by any supplier which provides or plans to provide goods or services to the NHS. It is recommended that suppliers complete the assessment at least annually. Details of how to access and complete the assessment can be found at [NHS England » Evergreen Sustainable Supplier Assessment](#)

Social Value & Net Zero Ambition and Priorities

The Trusts overall ambition for delivering on social value and net zero emissions, linked with the Trusts Corporate Plan, Green Plan, the wider Greener NHS ambitions, and local community needs, is as follows:

Ambition

To work collaboratively with our supply chain to reduce health inequalities

Using the guidance and requirements set out in the Public Services (Social Value) Act 2012, Central government's Social Value Model (PPN 06/20), and NHS England's guidance, the Trust has broken down its ambition into 4 targeted themes, supported by several key priorities which we aim to achieve through our procurement and contract management processes.

Themes

Fighting Climate Change	Healthier and more resilient communities
Being a fair and responsible employer with a diverse workforce.	Tackling economic inequalities and supporting business growth

Priorities

Fighting Climate Change	<ul style="list-style-type: none">• Reduce carbon emissions• Reduce air pollution to protect the environment• Avoid the creation of waste (especially single use plastics) and promote reuse and recycling supporting circular economy principles• Reduce water consumption• Protecting natural habitats and biodiversity.
Healthier and more resilient communities	<ul style="list-style-type: none">• Provide programmes to support physical or mental wellbeing for communities and staff• Provide volunteering in the community• Support local community projects• Make a local impact by enhancing facilities / open spaces• Deliver initiatives to support those who have experienced mental ill health, or long-term health condition to build stronger community networks
Fair and Responsible employer with a diverse workforce	<ul style="list-style-type: none">• Demonstrate action to identify and manage the risk of modern slavery including within the supply chain• Operate fair, transparent and inclusive recruitment and working processes and practices that safeguard users• Provide fair and equitable wages for staff and support in-work progression• Increase the workforce representation of disabled people or those with long-term health conditions; and• Adhere to ethical and responsible sourcing practices
Tackling economic inequalities and supporting business growth	<ul style="list-style-type: none">• Provide employment opportunities, particularly for those who face barriers to employment and/or who are located in deprived areas• Provide apprenticeship and training opportunities, particularly for those who face barriers to employment and/or who are located in deprived areas• Ensure a diverse and resilient supply chain by providing opportunities to local businesses (where possible), SMEs and third sector organisations.• Raise career aspirations within the community and help to ensure people are equipped with the right skills to match the labour market.

Applying the Guide in our Procurement Processes

The Trust regularly undertakes procurement processes for the supply of goods, works and services.

We are aware that public sector procurement can often appear overwhelming to organisations wanting to bid for contracts, that is why we have put together this information to act as a tool for assisting potential suppliers to navigate social value and net zero procurement requirements, and to understand the NHS and the Trust's priority areas of focus.

For each individual procurement process the Trust will determine which themes and priorities are relevant and proportionate and will communicate this in the Specification and Information for Bidders document. Please note that the Theme of Fighting Climate Change will be incorporated into all procurement processes.

During the procurement process, the Trust is looking for suppliers to set out how they can support the Trust in delivering against the priorities within each theme. The Trust is looking for additionality that will be delivered through the contract, rather than business as usual responses or policies. By this we mean for suppliers to identify what they will be delivering over and above their normal business practice, specifically as a result of the contract.

The table below sets out the broad approach to evaluating suppliers against social value and net zero. Each procurement process is unique, and in some sectors, we appreciate that it might be difficult to deliver on some of the priorities directly across Kent & Medway. The Trusts approach to social value has therefore been developed to be flexible and ensure that a proportionate and relevant approach is taken.

Specific details of the evaluation methodology included in the Tender documents will always take precedence; therefore, you should make sure to read this information thoroughly when preparing your submission.

Table 2: Social Value and Net Zero Example evaluation approach

Theme	Minimum Evaluation Weighting	Scoring Criteria	How it will be evaluated
Fighting Climate Change	5%	Responses awarded a score based on set evaluation criteria in the tender documents.	This will be evaluated as a qualitative element of the tender submission via a net zero question. Suppliers will be expected to include a SMART delivery plan and where applicable a Carbon Reduction Plan. Our expectation is that all priorities within the theme are responded too.
Healthier and more resilient Communities	2.5%	Responses awarded a score based on set evaluation criteria in the tender documents.	This will be evaluated as a qualitative element of the tender submission. The Trust does not wish to stifle innovation; therefore, the supplier can choose which priorities in this theme to respond to, and can choose to incorporate additional relevant areas outside of those defined in this Guide. A SMART delivery plan will also be required to support your response. Where relevant and proportionate, the Trust may determine some mandatory elements of this theme within the Tender Specification which must be responded to and delivered upon during the contract.

Theme	Minimum Evaluation Weighting	Scoring Criteria	How it will be evaluated
Fair & Responsible Employers with a diverse workforce	Pass / Fail	Responses must meet the mandatory criteria detailed in the tender documents, or be rejected from the tender process.	Suppliers are required to respond to all priorities within this theme, demonstrating you're your organisation complies with the Trust's requirements.
Tackling Economic Inequalities and supporting business growth	2.5%	Responses awarded a score based on set evaluation criteria in the tender documents.	This will be evaluated as a qualitative element of the tender submission. The Trust does not wish to stifle innovation; therefore, the supplier can choose which priorities in this theme to respond to, and can choose to incorporate additional relevant areas outside of those defined in this guide. A SMART delivery plan will also be required to support your response. Where relevant and proportionate, the Trust may determine some mandatory elements of this theme within the Tender Specification which must be responded to and delivered upon during the contract

Contract Management and Reporting Progress

Suppliers who have committed to deliver against the Guide through a successful procurement process must report progress through contract management reporting. This will help the Trust to understand what has been achieved, and also what is planned for the future. The carbon data that is provided by suppliers through the Carbon Reduction Plan (where relevant) will form part of the Trust's reporting on its carbon emissions.

The delivery plans submitted as part of the tender process will be used to track and monitor progress, and suppliers will be expected to report progress at least annually. For our larger contracts, it is likely that quarterly reporting will be required. Annual data from all suppliers will be collated so that the Trust can produce an annual report of key achievements, and the impact that has been made.

For some contracts, KPIs and reporting measures will be incorporated and detailed as part of the tender process within the Specification. An example of some of the measures that might be used are detailed below:

Theme	Possible Measures
Fighting Climate Change	<ul style="list-style-type: none"> • Savings in CO2e emissions on contract achieved through de-carbonisation • Total volume of reduced plastics • Hard to recycle waste diverted from landfill or incineration • Reduce waste through reuse of products and materials • Volunteering time for environmental conservation & sustainable ecosystems • Car miles saved as a result of green transport programme

Healthier and more resilient Communities	<ul style="list-style-type: none"> • No of hours of volunteering time provided to support local community projects. • Initiatives taken to support older, disabled and vulnerable people to build stronger community networks • Initiatives taken or supported to engage people in health interventions or wellbeing initiatives in the community • Donations or in-kind contributions to specific local community projects
Fair & Responsible Employers with a diverse workforce	<ul style="list-style-type: none"> • Initiatives to strengthen the identification, monitoring and reduction of risks of modern slavery and unethical work practices • No of employees from under-represented groups • Evidence of targets and initiatives to promote diversity and inclusion
Tackling Economic Inequalities and supporting business growth	<ul style="list-style-type: none"> • No of weeks of apprenticeships provided on the contract • No of staff hours spent on local school and college visits supporting pupils • No of hours of 'support to work' assistance provided to unemployed people • Meaningful work placements that pay min or national living wage • Total amount spent in local supply chain through the contract • Evidence of initiatives to lowering barriers to employment

If you have any queries about the information contained within this document, please email the Procurement Team at kmpt.procurement@nhs.net .