

London Borough of Southwark Southwark Works: Employment Support Service Framework

Section 11 – Market Warming Summary

Market Warming event held on 14 December 2022 in relation to the Southwark Works Employment Support Commissioning Framework

Summary

Southwark Works is the council's longstanding employment support programme. It is formed of a network of providers who offer a range of tailored employment support based on underlying needs, such as mental health, homelessness or disability. This model aims to ensure there is expertise available locally to deal with the range of issues that affect resident's ability to gain and sustain employment whilst providing an accessible recruitment service for local employers.

The council organised a market warming event for potential suppliers of the Southwark Works Framework on 14th December 2022. The purpose of the market warming event was to explore views from the market on the opportunity.

Information on the structure and value of the Framework was given, this is now available as part of the procurement documentation

Summary of questions asked by attendees:

1. What are the Customer Relationship Management (CRM) fees?

This information was not available at the time of the Market Warming event, but it can now be found in the service Specification (Section 4), paragraph 7.2.

2. Where will the Network Coordinator be based?

The Network Coordinator will be based at 376 Walworth Road. Providers will be able to use the hub office in conjunction with other providers and the Network Coordinator.

3. Will past performance be taken into consideration during bid process?

Potential suppliers will have the opportunity to answer questions on past projects and work at Selection Questionnaire (SQ) stage.

4. How will bids be encouraged from smaller organisations?

The council has an obligation to work with organisations that are financially secure and capable of delivering a contract of the scale set out in the Specification. That said, officers will look at financial questions to ensure they are set at the correct level to meet requirements.

5. Is the council open to new providers, fear of smaller businesses and organisations being overlooked?

The council is embarking on a procurement process which will be fair, open and transparent. The same procurement documentation will be available to all providers and will detail the evaluation methodology that the council will apply to all bids received.

6. Is the focus solely on employment, is there any considerations for health and wellbeing, soft skills and wider impact?

The primary focus of the service will be to support residents into employment (including apprenticeships and progressing in employment). The contracts are designed to recognise steps to employment (such as training, work experiences). The providers will also be required to measure wider impact of the service, which will be agreed with all providers at contracting.