

# Redefining partnerships: innovation and collaboration across social housing

## Speakers

**Matt Hickman**, client relationship manager, VINCI Facilities Building Solutions

**Andrea Purslow**, fundraising manager - care and communities, Peabody

**Phil Russell**, director of sales and marketing, VINCI Facilities Building Solutions

**Josephine O'Connor**, head of business and community investment, VINCI Facilities Building Solutions

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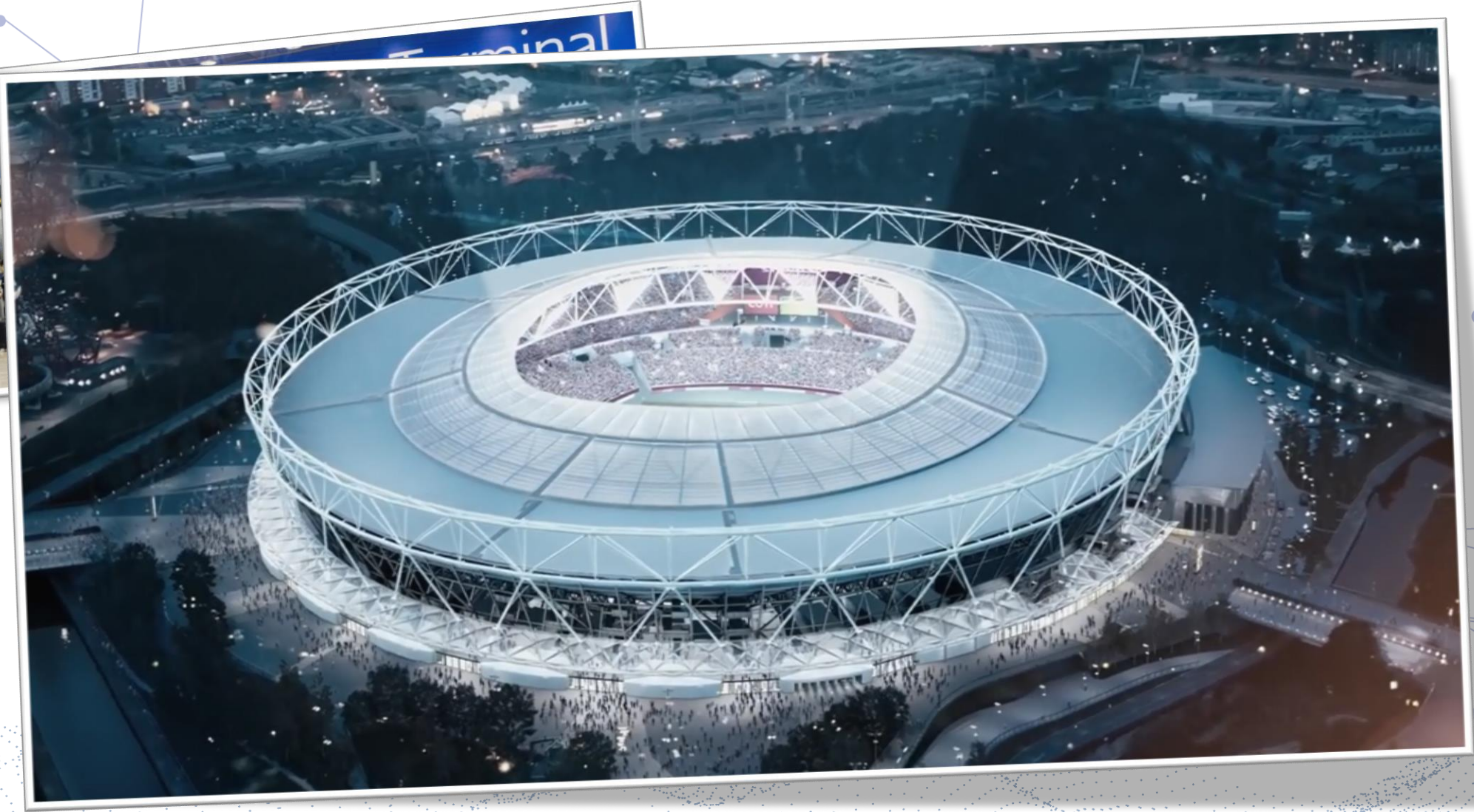
**BUILDING SOLUTIONS**

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# HOMES UK 2019



# VINCI in the UK



# VINCI in the UK



# VINCI in the UK



# VINCI in the UK







**14 years**

**0.10 seconds**









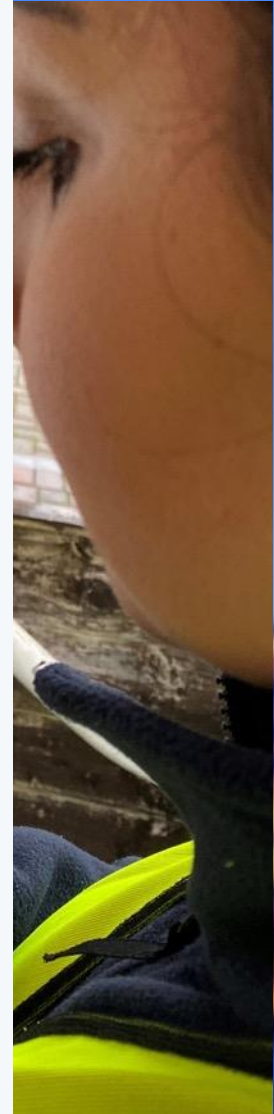






**Matthew Hickman** @MattHickman123 · May 21

Welcoming Sandwell MBC to Denton for our Digital Workshop #vavavinci  
#vincidigitalexperts @VINCIFMMcVicar @VINCIFMIanD @VINCIFMJosie  
@Talfrynff @CottampPaul





We were **wowed**, you **understood** our needs.

**Really impressed** with how you delivered

something that looks and feels like what  
we were using already.

**A real digital transformation through the  
enthusiasm and sincerity shown by  
everyone!**



# Sandwell MBC Externals

☆ Not following

- [Home](#)
- [Documents](#)
- [1st Stage Surveys](#)
- [2nd Stage Surveys](#)
- [RLO Profile & Dilap Surveys](#)
- [Defect Notifications](#)

Send by email

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## Sandwell Externals - FN0031

### Hello Team!

*Welcome to the Sandwell MBC and VINCI Building Solutions collaboration area.*

*This Portal will help everyone associated with the Sandwell Externals project to share documents, images, files, calendars, meetings, progress updates and much more in a efficient and easy manner. As a 'live' area this will be changing and updating regularly to fit the needs of the project.*

*Please note the common vision in the spirit of partnership we are working towards,*



**14 years**

**0.10 seconds**

# A glimpse into our partnership





**Andrea Purslow | Fundraising  
Manager – Care and Communities |  
Peabody**



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**Josephine O'Connor | Head of Business  
& Community Investment | VINCI  
Facilities - Building Solutions**





*Delivering Peabody's broader social mission:*

**“working to tackle poverty at its roots,  
helping people get the most of their lives”**

133,000  
residents  
across London  
and the  
south-east

Pioneering  
programmes  
change lives  
and transform  
communities

Largest social  
and economic  
development

# Our partnership –

## 10 year contract: Planned, cyclical and capital works

A new  
approach to  
tendering

Embedded,  
inherent and  
additional  
social value

2 case  
studies

To date  
£300,000 in  
cash given to  
community  
initiatives

Multi award  
winning

# Awards

TPC/PPC Social  
Value of the Year  
Award 2014



BIFM Societal  
Impact Award  
2016



Builders Conference  
Community  
Engagement Project  
of the  
Year 2018



tpas  
Outstanding Tenant  
Engagement –  
Contractor Award  
2019





What changed?

# What changed?

Impact of Public Services (Social Value) Act 2012 on commissioning

Joint agreement of how best to achieve maximum social impact

Creating a lasting legacy

VINCI  
Commitment for both financial and in kind support

Continually evolving partnership

 Peabody



Public Services (Social Value) Act 2012

 well being  
for life

The background of the slide features a network diagram on the left side, with numerous blue nodes connected by thin lines, radiating outwards. Below this, a series of glowing blue dots form a curved path that sweeps across the bottom of the slide, creating a sense of motion and digital connectivity.

# What do we do differently now?

# What do we do differently now?

Frank, open  
and honest  
discussions

Value for  
money

Promotes  
social mobility

Shaping how  
we deliver  
social value

Increasing  
opportunity  
for  
disadvantaged  
communities

Creates a  
responsible  
supply chain

Innovation  
and long term  
thinking

Leaving a  
lasting legacy





# Case Study

Reading from the Start

# Reading From the Start

- Reading corners have been set up in Hackney, Waltham Forest and Tower Hamlets
- Staff and volunteers recruited
- Homes running on lower incomes or lacking a support system



# Reading from the Start

**453**

Families through  
the programme  
overall

**15,363**

No's of books  
gifted

**950**

No of children  
registered to  
receive free  
monthly books

**3**

Staff jobs created

**128**

Volunteer  
numbers

Lakeside  
Health Centre



# Case Study

Positive Steps



- Positive Steps Thamesmead is a programme sponsored by VINCI and run by Peabody
- Operating in Thamesmead, SE London at: Lakeside Medical Centre, Waterways Children's Centre and Emmanuel Church Foodbank.
- The programme emerged through a realisation that c.40% of people visiting the main GP practice (Lakeside Medical Practice) were largely visiting because of nonbiomedical factors.



# Positive Steps

## Typical referrals include those to:

- Greenwich Action for Disabled
- Citizens Advice Bureau
- Lewisham Refugee and Migrant Network
- Credit Union
- Building Futures
- East Children's Centres
- Counselling Matters Bexley' who provide free one to one counselling for residents

**188**

Number of clients seen by volunteers

**28**

Volunteers

**102**

Demand for food vouchers will increase over the winter months

**392**

Referrals made across all partners



What next?

# What next?

**Integrate social value beyond legislative requirements**

**Adapt services to a more local approach**

**Continually review procurement processes**

**Influence and be part of discussions around social value impact, planning and strategy**

