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Delivering Value in Social Housing - through the Power of Procurement



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Challenges Faced by the Housing Sector

Housing Development

Government Targets

To build 1.5m new homes over the next 5 years

Regulation

Tenant Satisfaction Measures

Recent results show that tenants satisfaction is driven by repairs received - *64% dissatisfied with overall service and cited repairs as reason

Asset Management

Decent Homes Standard

English Housing Survey found that in 2022-23 1 in 10 children are living in non decent housing.

In 2022, 15% of homes failed to meet the Decent Homes Standard.

Remediation

Social Housing Remediation Strategy

2029 deadline for high-rise cladding fixes

*Source: Inside Housing News 26.11.24



What is value?

- Too much emphasis on the past in most economically advantageous tender (MEAT) and lowest price - always cost/price related
- Changing lens of procurement - to a broader commercial enabler
- Procurement Act 2023 will change this to Most Advantageous Tender (MAT) which procurers can prioritise social value, quality and other public benefit over price
- Value can be delivered in a number of ways in the housing sector, including:
 - Innovation
 - Social value
 - Carbon Net Zero/Sustainability
 - Supporting mission-led government with kickstarting economic growth



The Power of Procurement to Deliver Value

- **To Address Challenges in the Housing Sector** - making sure that the specification is clear with and contract is robust are important but only the start. Supplier relationships once the contract has been let, is all important
- **Compliance** - with regulations as well as ongoing assurance that suppliers have the right accreditations to work on your contracts
- **Leverage of Value through Centralised Agreements** - e.g. CCS has a Housing Repairs and Maintenance agreement which can be used by all public sector bodies which meets the requirements of Section 20 Landlord and Tenant Act 1985 - Duty to Consult
- **Sustainability:** Social Value, CNZ and supports economic growth in the local community where local SMEs can join and bid for contracts at any time
- **Innovation** - procurement can enable innovation through contracts such as smart technologies that can support asset management

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Thank you



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