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User Guide | Ref No: 1165

FLiP

Framework for London in Permanent Children's Social Work Recruitment

Framework Agreement



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About YPO

YPO provides procurement solutions for public sector organisations to set up or renew contracts for a wide-range of services. Established in 1974 by a group of 13 local authorities, we're one of the largest public sector buying organisations in the UK and we're still 100% publicly-owned today. We work closely with our suppliers and collaborate with other public sector buying organisations to achieve efficiencies and value for money, returning all our profits back into the heart of the public sector.

Our team of qualified procurement professionals can offer advice, guidance and expertise on procurement, as well as regular engagement and communication to make sure your objectives are achieved.

Framework Overview

Start date

14 August 2023

Expiry date

13 August 2027

Extension(s) Taken

2 x 12 months

Contract notice ref. no

2023/S 000-010953

Potential maximum value

£20m

Rebate

2%

Geographical Location(s)

London Local Authorities Only



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Background to the framework

This framework has been developed by YPO in partnership with London Councils and London Innovation & Improvement Alliance (LIIA) on behalf of the Association of Directors of Children's Services (ALDCS). The framework has been developed for the London region specifically to support the recruitment of permanent children's social workers and corresponding management and leadership roles within London Local Authorities.

The Framework provides a route to market for Contracting Authorities to engage with a supplier in the following manners:

- **One-off requirements – entering into a Call-Off Contract with one Supplier for the recruitment of one children's social worker**
- **Volume requirements – entering into a Call-Off Contract with one Supplier for the recruitment of multiple children's social workers**
- **Volume requirements with multiple Suppliers – this can only be achieved via Further competition and must not be structured as a framework within a framework.**

This framework has been developed by YPO in partnership with London Councils and London Innovation & Improvement Alliance (LIIA) on behalf of the Association of Directors of Children's Services (ALDCS).

Overview

This framework provides London Local Authorities with a route to market for their permanent recruitment needs in respect of children's social workers, meaning they can procure directly from pre-qualified suppliers on pre-agreed terms and conditions.

The framework permits the engagement of a supplier to deliver either a 'full service' or a 'reduced service', with pricing to reflect each service type. The delivery of a 'full service' includes:

Offer Management A Contracting Authority can also include associated services within their call-off, while not an exhaustive list, associated services may include:

- Assessment Centres
- Panel Member Participation
- Additional Advertising Campaigns
- Microsites

Contracting Authorities can 'call off' from this framework agreement (i.e. use this framework to establish a contract). Contracting Authorities can either complete this call off via a direct award, whereby a customer selects a supplier without running a competition based on their specific requirements, or via a further competition, in which the Contracting Authority runs a small competition through which the suppliers will outline how they can meet the needs of the Contracting Authority specifically.

Method of 'call off' contracts			



Key benefits of using a framework agreement

Benefits of using a framework agreement:

- YPO can fully manage your further competition (call-off) process if required and are here to answer questions along the way
- Reduced timescales – you do not need to run a full above threshold procurement if procuring via the framework agreement.
- Assured supplier standards – suppliers are 'pre-qualified' as to their general suitability.
- Pre-defined terms and conditions – when awarding contracts customers have the option to use YPO's standard framework agreement terms and conditions as established or use their own terms and conditions.

Key benefits of using this framework agreement

Benefits of using this framework agreement are:

- **Specialist supplier list** Provides a specialist supplier list of social work agencies for London Authorities, providing easy engagement with relevant agencies
- **Compliant route to market**
Provides an effective and compliant route to market which is supported by agencies that are able to deliver effectively and have been assessed to do so
- **Level playing field**
Creates a level playing field for both agencies and Local Authorities
- **Pricing consistency**
Provides consistency in pricing, with pricing fixed for two years
- **Workforce stability**
Contributes to London's ambitions to reduce reliance on locum social workers
- **Consistent reporting**
Provides consistent reporting of engagement levels
- **Single point of contact**
Provides a single point of contact and partner to support regional engagement, delivery and reporting for all of London
- **Social value**
Provides the option for a consistent and relevant approach to social value



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Suppliers

3 Recruit Ltd
Ackerman Pierce Ltd
Caritas Recruitment Ltd
Charles Hunter Associates Ltd
Commercial Services Trading Ltd
Eden Brown Ltd
Frontier Consulting Ltd
Liquid Personnel Ltd
Pertemps Professional Recruitment Ltd
Randstad Solutions Ltd
Reed Specialist Recruitment Ltd
Remedy Recruitment Group Ltd
Sanctuary Personnel Ltd
Service Care Solutions Ltd
Social Work Partners Ltd

For ranking details, please contact
HRsolutions@ypo.co.uk

How to 'call off'

To access the framework agreement, customers should complete and return the Non-Disclosure and Customer Access Agreement to HRsolutions@ypo.co.uk

Direct award

A Direct Award means awarding a call-off contract without re-opening competition. A direct award can be made to the supplier which the Contracting Authority identifies as the most economically advantageous tender to deliver the services they require.

The suppliers have been ranked according to the award criterion outlined above and a Contracting Authority may use this, alongside objective justifications, when making their direct award.

YPO and London Councils conducted a thorough, compliant tendering process and appointed the suppliers offering the most economically advantageous tender (MEAT) to the Framework. The suppliers were assessed against the following criteria:

Criteria for further competitions	Range
Cost	30%
Quality	60%
Social Value	10%



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Further competition

A further competition means inviting all the suppliers on the framework to compete against your specific requirements. The Contracting Authority will then award a call-off contract to the winning supplier.

The Contracting Authority shall conduct their further competition based upon defined award criteria, which must total 100% overall. The evaluation criteria can be structured in the following manner (see table right).

The evaluation of the further competition must be fair and transparent and the methodologies used to evaluate must be provided to the supplier within the further competition documentation.

YPO can help customers produce specifications, qualitative questions, pricing schedules and evaluation criteria to undertake a further competition. Clarification responses, evaluation of further competition submissions, drafting of award letters and contracts and applicable Contract Award Notices are elements of the process that will need to be completed by the Contracting Authority.

The Contracting Authority must inform YPO of the outcome of any further competition they undertake themselves.

When running a further competition, Contracting Authorities should award based on the most economically advantageous tender and must provide suppliers/providers with the methodology behind the evaluation, including the evaluation criteria and the weightings that are applied.

Criteria for further competitions

Cost - 30%	Contracting Authority can amend weightings to suit their own needs at their own risk at +/- 10% of Framework weighting, meaning their weighting can range from 20% – 40%. Contracting Authority may reopen this criterion in full, or scores may be carried through from the Framework Establishment stage.
Quality - 60%	Contracting Authority to be able to amend weightings to suit their own needs at their own risk at +/- 10% of framework weighting, meaning their weighting can range from 50% – 70% Contracting Authority may reopen this criterion in full, or scores may be carried through from the Framework Establishment stage.
Social Value - 10%	Framework recommendation is application of 10% weighting. If a Contracting Authority wishes to move from this, they do so at their own risk. Contracting Authority may reopen this criterion in full, or scores may be carried through from the Framework Establishment stage.



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Terms and conditions

The suppliers awarded to the framework agreement have agreed to and signed YPO's standard Terms and Conditions. These can be amended by the Contracting Authority and supplier by mutual agreement to include additional terms to supplement the standard Terms and Conditions. A variation form is included in the standard Terms and Conditions document to allow customers and suppliers/providers to amend any terms if required. Any amendments are at the risk of the Contracting Authority.

Contact information

For further information or to discuss individual requirements, please use the contact details below:

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Stage 1

Initial customer enquiry

- Customer contacts YPO for information
- YPO will send the customer a copy of the User Guide Non-Disclosure Agreement
- Customer completes and returns Non-Disclosure Agreement



Stage 2

Non-Disclosure Agreement returned to YPO

- Following receipt of a signed Non-Disclosure Agreement YPO may send the customer a Further Competition Template, a copy of the ITT question bank and framework Scope
- YPO may provide the customer with a unique reference code for the further competition, which will be referenced on all documentation
- The customer completes the documents and sends them to YPO
- If the customer decides to undertake their own further competition YPO must be informed via e-mail



Stage 3

Further competition

- YPO will issue further competition documents to all suppliers on the framework. Suppliers will be given a minimum of 10 days to submit their bid
- YPO will manage any clarifications that are received from potential suppliers (customers will need to provide clarification responses)
- At the submission closing date, YPO will provide customers with access to all submissions
- Customers can then evaluate the submissions and prepare acceptance and rejection letters



Stage 4

Contract Award

- YPO will issue the award decision documentation (acceptance and rejection letters) via YPO's e-portal
- Optional 10-day standstill period: customers are advised to implement a voluntary standstill period of 10 days
- A Contract Award Notice (FTS and Contracts Finder) following any award via the framework must be published by the customer within 30 days of the award