

Dear Councillor Craig Cheney,

RE: Digital & Litho Print Framework Contract

Back in December 2018 we emailed B&NES Council Procurement Team to request that we (BCC) would like Social Value Score increased from 15% to 20%, we received a response to say this would happen.

It wasn't until after the contract had been awarded we learnt that B&NES had reviewed the Social Value score following legal advice that anything above 5% could potentially be unlawful.

So B&NES made the decision to change the Social Value to 5% without our prior knowledge, the main reason given for lowering it to this level was because this is a framework where suppliers '**may or may not**' actually ever be awarded work and even if they do, holding them to delivering on Social Value outcomes for adhoc print jobs would be very difficult and potentially unfair, due to the size of the print orders being on average small.

As this contract has now been awarded and we are seeking permission to join the contract there is nothing we are able to do to increase the Social Value score. After speaking to our Procurement Team they have suggested that if permission is granted to start using this contractor, we can ask them to show evidence of what Social Value they have put back in the City as part of their call-off criteria and at our regular review meetings with those contractors we are using the most. Looking back at our historic print trends the majority of our small & medium print jobs (which is about 80% of our print work) will go to the local printers on this contract.

The alternative option is to not enter into this agreement, and look at doing our own print contract where we can set the Social Value at the higher level of 20%?

I've listed below the top 8 print contractors which came out with the top scores on the contract, one highlighted in bold are local printers in the Bristol / South West Region.

1. **Whitehall, BS5 0BW**
2. **Taylor Brothers, BS4 4EU**
3. **Gemini Print Southern, BS16 3HH**
4. Belmont Press, NN5 7UZ
5. **Emtone, BA1 3DZ**
6. Zenith Packaging, CF37 5SX
7. Kingfisher (ESP), SN2 8XU
8. Optichrome, GU21 5HX