

# 7 tips to help you write your social value quality criteria questions

These tips will help you produce questions that are clear, straightforward and relevant to the specification and subject matter, meaning better responses from your potential suppliers.



**1** Write in plain English.

**2** Keep to one theme per question, avoiding multi-part or sub-questions unless absolutely unavoidable.

**3** Include both quantitative and qualitative measures, including any relevant KPIs.

**4** Seek to challenge, but keep in mind what your pre-market engagement tells you suppliers are able to offer.

**5** Link to chosen social value theme, organisational priorities, and the tender/procurement subject matter –but leave room for innovative ideas to be shared.

**6** Ask suppliers what they will do over the life of the contract, rather than for information on policies or historical activities.

**5** Sense-check questions with stakeholders prior to inclusion to check for understanding.

No matter where your organisation currently sits on its social value journey, our procurement experts can support you to achieve your aims.

To unravel your social value challenges, [speak to us today](#).