

Invitation to Tender for: The economic contribution of community business

Tender Deadline: 08 April 2024

Questions & Clarifications

This document provides further information for bidders interested in the Invitation to Tender for the **economic contribution of community business** and does not replace any of the information provided in the original Invitation to tender document.

This document will be updated when new information is available and uploaded to the Power to Change website. It is the bidder's responsibility to check as required up until 04 April 2024 after which we will not be making any further updates.

Document last updated: 03 April 2024

	Question	Response
1.	<p><i>In the document it states 5pm on 8th April but on your website states the 2nd April.</i></p> <p><i>Please can you confirm when we'd need to submit our tender response by?</i></p>	<p>The deadline for submitting a tender is 5pm Monday 08 April 2024, as stated in the ITT.</p> <p>The deadline stated on the website (02 April) is the deadline for submitting clarification questions, and this has now been corrected.</p> <p>Apologies for any confusion caused.</p>
2.	<p><i>The tender document signposts to the following website in respect of Appendix A-C, however I do not see links to these documents. Can you confirm where we get obtain the latest version of these?</i></p> <p><i>(Think I have found your Appendix A here by googling but want to make sure it's the latest version)</i></p>	<p>The Appendix A-C are accessed via the links at the bottom of our webpage: https://www.powertochange.org.uk/about-us/work-with-us/ .</p> <p>Apologies for any confusion caused.</p> <p>Standard Questions We Ask Suppliers (Appendix A) Terms and Conditions (Appendix B) Important Notices (Appendix C)</p>

<p>3.</p>	<p>Research methodology</p> <ul style="list-style-type: none"> <i>We want to confirm the schedule and logistics will permit fullest use of the Community Business Market 2024 survey.</i> <i>We want to confirm expectations around the estimation of the ‘local contribution’ of community businesses.</i> <i>We want to confirm the scope for additional case studies.</i> <i>We want to ensure consistency throughout the research and analysis. To ensure the research has strength and rigour, using consistent methodology and modelling is essential. We propose including analysis of comparator companies and/ or SMEs as part of the commission, so the results will be directly comparable with the analysis of community businesses.</i> 	<p>Please note as these are not phrased as questions we have assumed implied questions within them, and our responses reflect this. Some detail from the submissions have been removed to protect the detail of individual bidders’ approaches.</p> <p>Yes, questions for this research project will be added to the Community Business Market Survey, as outlined within the ITT. Power to Change will manage the timelines to ensure that the supplier can receive all data from Community Business Market 2024, and the timeline indicated within the ITT has been developed to accommodate this.</p> <p>Suppliers are invited to propose what they consider to be the most appropriate methodology in response to the details outlined within the ITT.</p> <p>Suppliers are invited to use the resource available in the way they consider best meets the details outlined within the ITT. However, please bear in mind that we have multiple research projects and mechanisms for compiling community business case studies which represent the scale and scope of community businesses, and we do not expect more than five in this research project.</p> <p>Suppliers are invited to propose what they consider to be the most appropriate methodology in response to the details outlined within the ITT. However, as outlined within the ITT, we do not expect the research to collect primary data of ‘comparator’ private sector companies.</p>
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	<p>Project outputs</p> <ul style="list-style-type: none"> We want the research to be as valuable as possible to Power to Change. We would propose allowing us to draft the final report to maximise the impact of the findings with political stakeholders and Treasury. 	<p>Suppliers are invited to propose their preferred approach to the outputs outlined within the ITT.</p>
<p>4.</p>	<p>Can you point me to a copy of the survey tool for either the forthcoming Community Business Survey or a previous iteration (2022).</p> <p>Can you also confirm who will be delivering the survey and the tools that will be used to deliver it.</p>	<p>The Community Business Market 2022 survey and all other relevant materials can be downloaded from the 2022 report 'Chapter 5: Supporting Information: https://www.powertochange.org.uk/impact/market-report-2022/supporting-information/</p> <p>Power to Change is currently contracting with the Community Business Market 2024 supplier and the tools are in development. As outlined within the ITT, Power to Change will act as liaison between the two suppliers and the successful supplier in this research project will be able to influence the 2024 survey.</p>
<p>5.</p>	<p>In the guiding research question, "to quantify the unique contribution of community businesses to the English economy at a local and national (England3) level" - what is the definition of "local"? Will there be a defined locality (or several) to measure the impact of community businesses, and at what granularity?</p>	<p>Power to Change is not imposing a definition of 'local', or defined localities, in this research project. However, where this is needed Power to Change and the successful supplier will discuss and agree on any required definitions at project inception.</p>
<p>6.</p>	<p>The tender identifies 9 different aspects of "valuing the quantity and quality of community businesses' economic and financial benefits through their operating models (in section 4.1), as follows:</p> <ul style="list-style-type: none"> a) local and ethical supply chains and partnerships; b) keeping trading activity local; c) providing high quality and stable employment; d) productivity; 	<p>As outlined within the ITT, 'The supplier should expect to work with Power to Change to prioritise and refine these, which will guide data collection'. Suppliers are invited to propose the most appropriate methodology in response to the details outlined within the ITT, including any initial views on prioritisation if important at this stage.</p>



	<p>e) <i>delivering financial and economic benefits in areas of higher deprivation and disadvantage;</i> f) <i>innovative business practices, growth and resilience;</i> g) <i>valuing community business contribution to a low carbon economy;</i> h) <i>resilience (e.g. diversified income streams);</i> i) <i>benefits to local surrounding areas.</i></p> <p><i>Is there any view on which of these aspects of economic and financial performance might be most important? It might not be possible to look at all of them in detail given the project budget.</i></p>	
7.	<p><i>In section 4.2 it is stated that "GVA calculation is not the foremost goal of the project". However, in 3.3 it is also stated (correctly) that "the Treasury is most likely to be persuaded by hard economic evidence that makes a case for investment in community business on economic grounds and in line with the Treasury's Green Book."</i></p> <p><i>Doesn't this imply that GVA calculation should be a key objective of the project (alongside other metrics of economic and social benefit, of course)?</i></p>	Suppliers are invited to propose what they consider to be the most appropriate methodology in response to the details outlined within the ITT, including any judgements on GVA calculation.
8.	<p><i>What is the expected number of community businesses to engage with in primary qualitative research?</i></p>	Suppliers are invited to propose the most appropriate methodology in response to the details outlined within the ITT, including in relation to qualitative research. As outlined within the ITT, we expect five case studies to be produced from this research.

