



Buy and Sell with Impact

Social Purchasing Partner Engage Package

Connect, learn and engage with social procurement. We are excited to recognize and work with you to support your social procurement journey and connect you with social enterprise suppliers across Canada

**For more information contact
Niamh@buysocialcanada.com**

Engage Member Package

\$3,000

- A 1-hour Introduction to Social Procurement webinar
- 1 spot in the Social Procurement Professional Certificate 8 hour course
- Access to exclusive quarterly Community Learning to Advance Social Procurement events
- Membership in the National Community of Practice
- Access to the Vancouver or Toronto Social Procurement Roundtables
- Opportunity matching to Certified Social Enterprises
- Recognition as a Social Purchasing Partner
- 5 hours of consulting or coaching support
- Recognition in the annual Buy With Impact report
- Kick-off Call

Why Social Procurement?

Every purchase has a social, economic, cultural and environmental impact.

Social procurement is about harnessing your existing purchasing power to achieve economic and social outcomes, and to shape inclusive, vibrant, and healthy communities. Simply put, social procurement is buying goods and services from social enterprises and other social value suppliers such as diverse-owned businesses.

When you purchase from a social value supplier, like a social enterprise, you can procure the goods and services you need and contribute to your organization's goals including equity, diversity, inclusion, and ESG and impact the health of the communities of your employees and consumers.

Social procurement can support businesses with



**Social
Procurement
Leaders**

- Confidence in making a significant and impactful contribution to the community
- Access to a broader base of quality suppliers of goods and services and of skilled employees
- Unique skills training for project specific delivery
- Improved productivity and efficiency through access to local social value suppliers
- Enhanced reputation internally with employees and externally with stakeholders and clients

Social procurement is a growing trend and offers a competitive edge in the market

Who is asking for social procurement?

Government, institutions and organizations across Canada are increasingly including social procurement objectives in their RFPs, bids and other purchasing considerations. Implementing social procurement now allows your organization to:

- Anticipate the trend towards social procurement policy requirements
- Establish a competitive edge as a leader in the practice of social procurement implementation

Examples of social procurement practices

- Bids and solicitations which include questions on social enterprise and diverse-supplier certifications and an organization's own policies and supply chain practices. Social value responses are weighted in the final scoring.
- Targets for spend with social enterprises and diverse-owned businesses including direct spend and the spend of organizations in their own supply chains and in sub-contracts
- Recognition and storytelling of social procurement practices to showcase benefits and impacts to purchasers and consumers.

Who are Social Value Suppliers?

Social Enterprise

Social enterprises are businesses, selling goods and services in the marketplace, with a social, environmental, or cultural purpose, and they reinvest the majority of their profits back into that social, environmental or cultural purpose.

Social Value Suppliers

There are a variety of other social value businesses that can be incorporated into your supply chains including diverse-owned businesses such as Black-owned, Indigenous-owned and women-owned businesses, social purpose businesses and co-operatives.

What do they sell?

Social enterprises are all around us, including catering, maintenance, furniture, business services, cleaners, musicians, gifts, and more, all adding value to your needed goods and services. When you buy from a social enterprise a ripple effect of social and economic impacts occurs throughout your community.

What's the impact?

As social enterprise and other social value suppliers sales grow, they are able to achieve increased social value outcomes and impacts. These can include supportive job opportunities for individuals facing barriers to employment, inclusive training and employment opportunities, advancing diversity, equity and inclusion, and contributing to local economies.



**Look out
for the
badge**

How can Buy Social Canada help?

Buy Social Canada offers Social Purchasing Partnerships as well as individually designed social procurement packages.

The Engage Package can be complemented by additional services as needed.

Buy Social Canada offers a full suite of:

- Learning materials, resources, and tools
- Online training and workshops
- Consulting and project-based support
- Supply chain audit and analysis
- Social Enterprise Certification

Be part of an international movement

Buy Social Canada collaborates with social procurement intermediaries internationally including:

- Social Enterprise World Forum
- Social Enterprise UK
- Social Traders (Australia)
- Buy Social US (USA)
- Akina (New Zealand)

to collaborate and build relationships that facilitate social procurement implementation globally.

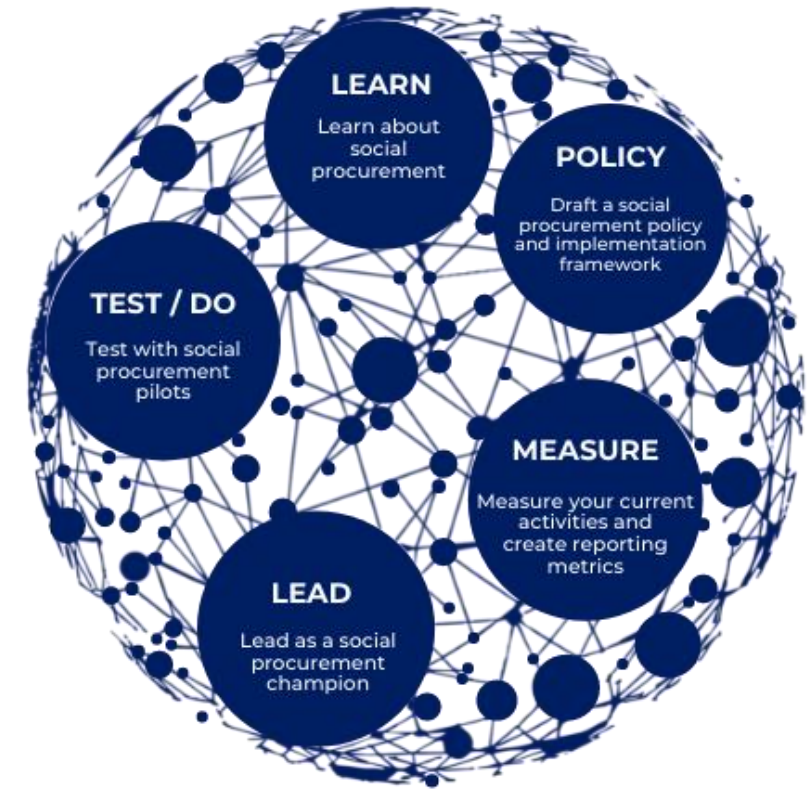


Figure 1, Social Procurement Journey Graphic

Engage Member Package

\$3,000 annually

The Engage Package is a low-cost, high-value option for organizations of any size to get started with social procurement or to maintain connection to evolving best practices.

With the Engage Package you will get:

- Breadth of learning across the team with the Introductory Webinar
- Depth of learning for one champion who will be certified as a social procurement professional
- A range of networking and learning events
- Opportunity mapping to find suppliers
- Public recognition for your engagement
- Customizable consulting or coaching time to suit your needs

Engage Package



Educational opportunities for team members and stakeholders to engage with social procurement

1-hour Webinar

Introduction with key internal stakeholders

This training is an introduction to social procurement covering the why, what and how including the evolution of social procurement, key concepts and best practice examples.

- 1 hour introductory webinar
- Open to team members and stakeholders

Social Procurement Professional Certificate

One spot for your team's champion

This certificate program has been developed to provide both private and public sector participants with in-depth knowledge of the fundamental components of social procurement success; how to create a social value culture within your organization; steps needed to develop Social Procurement policy; and how to implement social procurement practices into your current RFX processes, to leverage procurement spend to drive more social value.

- Four 2-hour virtual trainings with interactive hands-on activities and homework.
- Additional spots available at a discounted rate

Design Your Buy Social Journey



Implementation support & recognition

Community Learning to Advance Social Procurement (CLASP)

Buy Social Canada will share exclusive social procurement updates and new tools with social purchasing partners at quarterly virtual Community Learning to Advance Social Procurement (CLASP) events.

At these events, social purchasing partners will hear from guest speakers, network and connect with fellow purchasing partners, share learnings, raise challenges and questions with the Buy Social Canada team.

National Community of Practice

Invitation to join virtual quarterly events.

This is an opportunity for those interested or engaged with social procurement to connect and learn together. Participants include social enterprises, government and corporate purchasers, intermediaries and community members.

Regional Social Procurement Roundtables

Invitation to join virtual quarterly tables in Winnipeg, Toronto and Vancouver attended by social enterprises, intermediaries and social purchasers to build relationships and discuss opportunities.

Engage Package



Implementation
support &
recognition

Social Value Supplier opportunity matching

An updated spreadsheet of Certified Social Enterprises every two months, including the goods/services they provide, social purpose and contact details.

- Introductions to relevant social enterprise suppliers
- Introductions to localized organizations working with diverse-owned businesses and other social value suppliers e.g. Social Economy Through Social Inclusion (Ontario), Momentum (Calgary, Alberta), Black Entrepreneurs BC (BC)

Recognition and media exposure as a Social Purchasing Partner and invitation to make the Buy Social Pledge

Social Purchasing Partnerships and Buy Social Journeys include recognition on the Buy Social Canada website, appropriate materials and social media.

Access to use the Buy Social Canada Social Purchasing Partner logo on organizational communications and marketing materials.

Engage Package



Identify current social value suppliers in your supply chain



Social procurement policy and implementation

5 hours of consulting or coaching support

As you continue to explore next steps for social procurement implementation, you will have access to 5 hours of consulting or coaching support.

These hours are flexible and can be used as a starting point for wherever your organization is at. This includes; support in drafting a social procurement policy, incorporating social value in a pilot project, or drafting questionnaires to survey your existing vendors.

Further hours of support can be provided upon request. Additional consulting support will be provided with a discount for Engage Members.



Social Procurement Leaders

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