



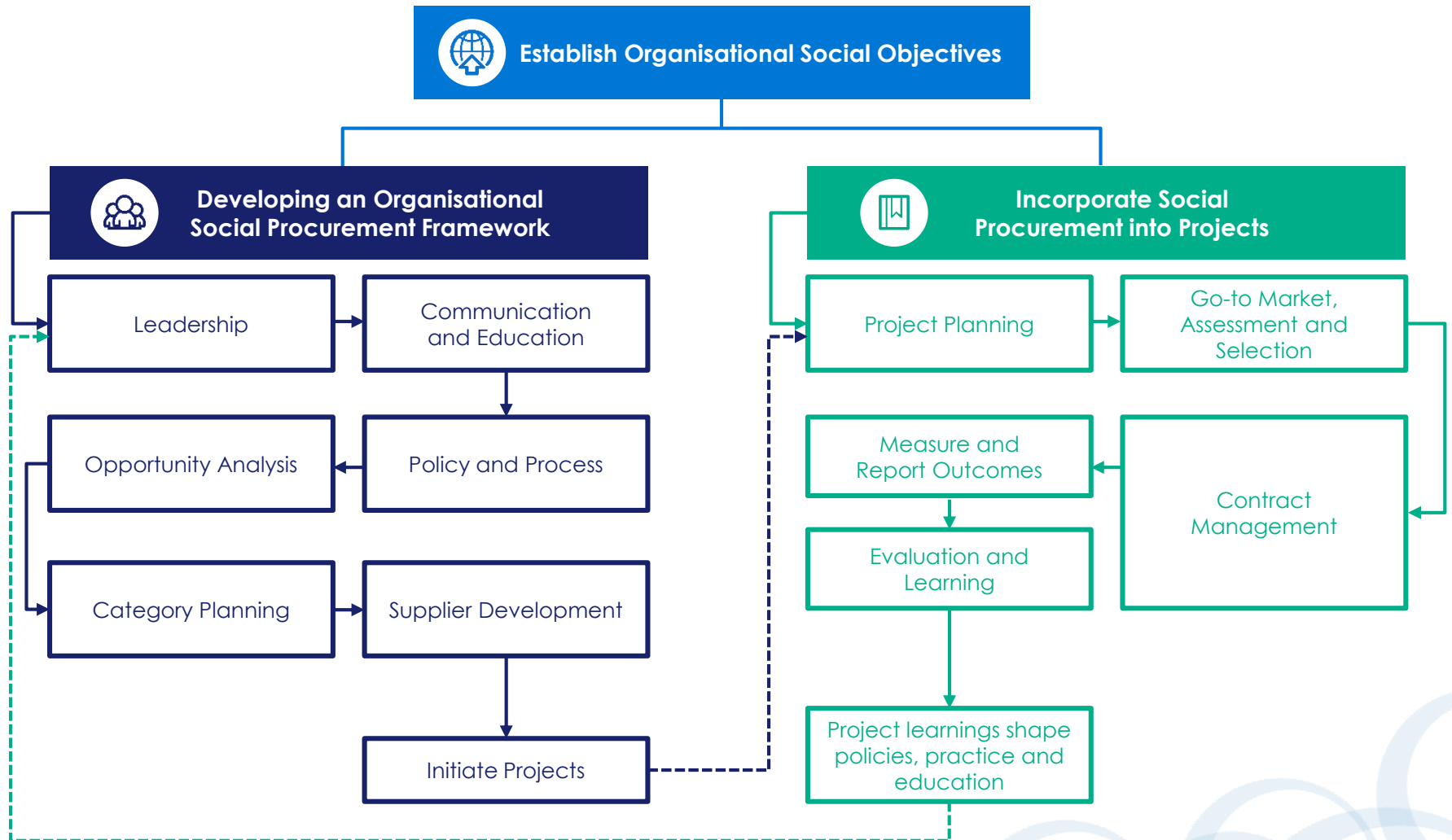
Social Procurement Opportunity Analysis Presentation - GROW Compact Action Network

13th October 2017

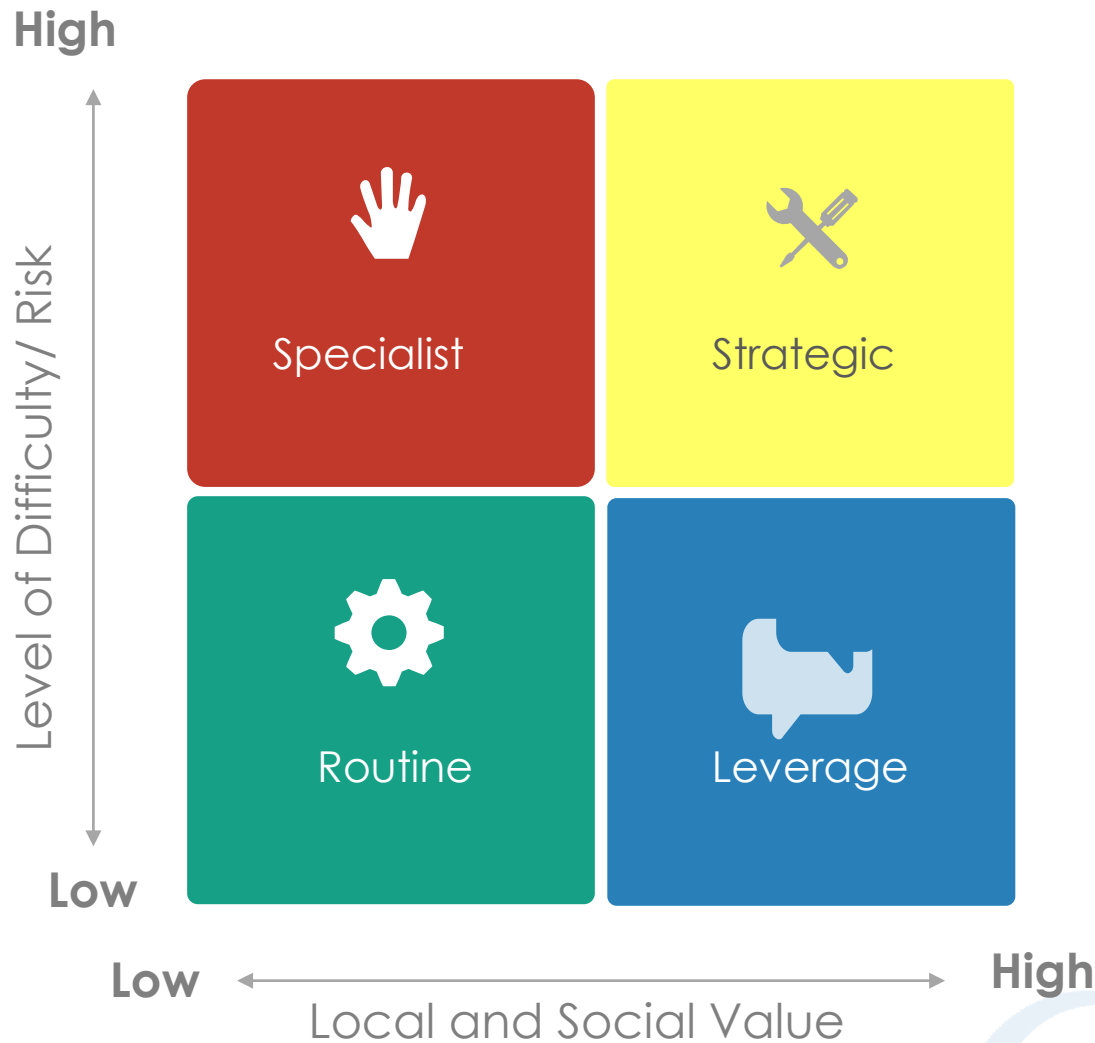
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Social Procurement Model



Where are your opportunities for local and social impact?



Opportunity Analysis - examples

Routine (e.g. products and basic services, e.g. catering, print and stationary, one-off purchases)

- Low risk
- REVIEW SPEND DASHBOARDS AND SEEK TO MAXIMISE PURCHASING FROM LOCAL SUPPLIERS AND SOCIAL ENTERPRISES

Leverage (e.g. services, facilities, maintenance, landscaping, labour intensive services)

- Priority areas for social procurement providing significant opportunities for employment and training
- REQUIRE/ PREFER SUPPLIERS TO EMPLOY % FROM DISADVANTAGED COMMUNITIES

Specialist (e.g. IT and professional services/ legal/design/ specialist services etc.)

- Explore local suppliers
- Build relationships and build capacity
- ADVERTISE ON LOCALISED AND SEEK TO MAXIMISE USE OF LOCAL SUPPLIERS

Strategic Critical (e.g. Construction projects, major service contracts)

- Integrate social and local objectives into each stage of the project
- Investment in planning and development can lead to very significant local/ social benefits.
- IMPLEMENT SOCIAL PROCUREMENT FOR PROJECTS MODEL – ACCESS SUPPORT FOR EARLY PLANNING

Achieving local and social impact as part a successful project - ArcBlue support at each project stage

6. Project Delivery

- Monitoring, tracking and reporting of outcomes
- Contract performance management and reporting
- Evaluating and reporting social and local economic impact

5. Contract Establishment

- Establish and mobilise the contract and supplier
- Negotiations
- Supplier support in establishing service partnerships
- Establishing Socio Economic Contract KPI's/ reporting

4. Evaluation Process

- Reviewing submissions
- Providing advice to the evaluation team
- Scoring and assessments
- Supplier clarifications and presentations



1. Project Planning

- Identifying opportunities for social and local economic impact
- Developing business cases
- Estimating potential social and economic impact

2. Procurement Planning

- Undertaking social and local supply market analysis and engagement
- Establishing procurement methodology
- Risk assessments
- Training and awareness

3. Procurement Documentation

- Detailed tender / quotation documents
- Specifications
- Returnable schedules
- Evaluation matrices and evaluation plans
- Supplier briefings