

 SupplyChange

2021

Impact Report



£300k+

**redirected to
social suppliers**

97

**social enterprises
supported**

600+

**event
registrations**

16

**buyers engaged
with our services**

Hello

We are delighted to be able to share with you our impact report for 2021. This year Supply Change turned 3 and as we look back and reflect, we are feeling proud of what we have achieved and excited for our future plans.

2021 has seen increasing support for the social procurement agenda, with the publication of the Government's Social Value Model seeking to remove barriers to VCSE's bidding for contracts. Despite these positive steps, COVID-19 continues to affect our lives, with social enterprises showing resilience and support for many communities disproportionately affected. With the growing risks of the climate crisis being highlighted by COP26, now more than ever we believe in the importance of social and environmentally focused supply chains.

From launching new innovations such as our Dynamic Purchasing System to developing partnerships with Kier and Orbit Homes, Supply Change has continued to build on our mission of creating impactful supply chains. Read on to find out more about how we've been supporting our buyers and suppliers.

Aoise, Beth, Charlie and Verena
The Supply Change Team

Buyers

Who we've worked with

We offer buyers a range of different services designed to make working with social enterprises easier, quicker and more impactful, including spend analysis, events and access to our platform of pre-vetted social suppliers. This year we've worked with 16 social procurement champions across the housing, built environment and corporate services sectors helping to broker connections resulting in a combined redirected spend of £300,000 towards our trusted social enterprise suppliers.

Some of our collaborators



Strategic research for CIP

Alongside HACT and Renaisi, we used our spend analysis expertise to support a strategic review of the Community Impact Partnership (CIP), a social investment fund launched by four of the largest Housing Associations (HAs) in the UK to support social enterprises.

3 years of working with Orbit

This year we also celebrated our third year of collaborating with Orbit Group to help increase their social enterprise spend. In just a couple years, Orbit has gone from spending £0 with social enterprises to £2.6million+ in 2021 and we are proud to have played a pivotal role in this. Most recently we have been helping Orbit Homes to introduce more social enterprises to the development side of the business, creating social enterprise welcome packs for residents moving into new properties featuring products from Change Please, Nemi Teas and Brand My Thingy.



1st

**of-its-kind DPS for
social suppliers**

£2.6m

**spent by Orbit with
social enterprises**

£155k

**spent with 1 Supply
Change Trusted Supplier**

Partnership with Kier

Another relationship we're proud of is our partnership with Kier, launched in May this year. Kier are using the Supply Change platform and our supplier research services to help them increase their social enterprise spend in alignment with their sustainability goals. We're also providing support to Kier's own social enterprise, Nordis Signs, who are now part of our platform of trusted suppliers and will benefit from the visibility and connections to other buyers this provides.



“Since its inception in 1972, the ethos of Nordis has been to help those with disabilities and difficulties to find meaningful employment.”

Lindsey Bosson
Nordis Signs

Partnership benefits so far

Nordis Signs and **The Skill Mill** introduced to the Supply Change Platform

Partnerships created with **Constructionline** and **Supply Chain Sustainability School**

Social supplier research completed for 2 Kier regions and 6 more to be completed

New Innovations

Our Dynamic Purchasing System

Accessing public sector procurement opportunities has long been a challenge for social enterprises due to the difficulty of navigating complex procurement systems and a lack of visibility alongside commercial suppliers. Procurement teams want to engage with VCSEs but need to do so within public procurement regulations.



To solve this problem, this year Supply Change partnered with Orbit to launch a first of it's kind Dynamic Purchasing System (DPS). The DPS provides buyers with a compliant purchasing system that allows them to advertise lower value and ad hoc contract opportunities direct to social suppliers. For suppliers, the DPS provides access to tender opportunities suitable for VCSE's with a one-time approval process making social procurement easier and quicker for everyone involved. Since launching the DPS we have already redirected £100,000 of spending through it towards social enterprises tackling climate change, rehabilitation of ex-offenders and supporting refugees.

62

registered social
suppliers

£100k

directed to social
suppliers

Lowers

barriers to social
suppliers

Events

Creating connections

With almost 700 registrations for the 5 events hosted in 2021 and over 9,000 views of our event pages, it is clear that there is wide and active interest in social procurement. Influential organisations and individuals have come to our events to learn and share knowledge whilst facilitated pitching and open networking has allowed attendees to connect and realise opportunities for social procurement. In 2022 we will be building on this success with the return of our flagship event, the Social Procurement Festival, scheduled for spring 2022.

8.7

average event
feedback score

683

event registrations

162

social supplier
pitching opportunities

Social Procurement Festival 2021

This year we hosted the first Social Procurement Festival. Attendees came together to realise the immediate future of social procurement by learning and connecting via a virtual conference. Guests and speakers included social value leaders, social enterprises, policy makers and buying teams.

Wates Meet The Buyer

To achieve Wates' target to work with more social enterprises on development in Barking & Dagenham and Havering, we brought together suppliers and Wates' network of buyers to connect and target opportunities for social procurement.



Previous speakers



Claire Dove

Crown Representative
for VCSEs



Natalie Campbell

Co-Chief Executive
Belu Water



Alison Wilson

Director of Commercial
Met Office



Emily Davis

Head of Social Impact
Amey



Winning UK government contracts through delivering social value

This event gathered Hogan Lovells and their network to learn about the £284 billion opportunity of the UK's Social Value Model. The event gave suppliers and buyers the opportunity to connect and create impact.

Social Procurement in Construction Guide Launch

To launch our Social Procurement in Construction Guide we gathered leaders from across the built environment to learn about the potential of social procurement. Buyers and social suppliers shared insights and connected to create opportunities for social procurement in construction.

“As well as bringing a calm professionalism to both the planning and the execution of the event, Supply Change also brought an extensive network of social enterprise and corporate contacts with a shared mission to maximise social value in both public and private sector supply chains.”

Fenella Chambers, Senior Associate
Hogan Lovells International LLP

Created in partnership with

Wates



Co-authored by social
procurement consultant



Julie Youngman

Our research

Social Procurement in Construction Guide

In September, we published the Supply Change Guide to Social Procurement in Construction, to outline a path to increase the success of construction-based social procurement. Accounting for 6% of GDP and employing 2.7m people nationwide, the construction sector provides a wealth of opportunities to create impact through everyday spending. Working closely with social procurement specialist, Julie Youngman, the guide takes readers through the policy context, strategies for implementing social procurement and impact measurement. [You can read the report here.](#)

We hope this guide will be the first of many pieces of research we bring to different sectors. We hope to educate and inspire readers interested in engaging with social enterprises in their supply chain.

Suppliers

Who we've supported

In 2021 we continued to grow our community of verified social suppliers and connect them with opportunities to grow their income. 37 businesses became Supply Change Trusted Suppliers to make more connections with motivated buyers. This means buyers have access to a greater number of services but are also able to create impact in more areas.

37

social suppliers
joined Supply Change

86

total Supply Change
Trusted Suppliers



SupplyChange
TRUSTED SUPPLIER

Who are our new suppliers

Services available from new suppliers include fabrication, land management, logistics, accessibility technology, training and employee development, waste management, public relations, talent sourcing, broadband, corporate gifting and much more. They are delivering impact in areas such as diversity and inclusion, supporting displaced people, developing global communities, increasing biodiversity, reducing reoffending, providing access to employment, education, environmental resilience and sustainability.



Miss Macaroon

Miss Macaroon makes premium, customisable macaroons that add something special to corporate gifting and events. They employ and support a wide-range of people who might otherwise face barriers to work including people on the Autistic Spectrum, are at risk of homelessness, have mental health and addiction issues or are from deprived areas.

The Skill Mill

The Skill Mill delivers water and land-based management services that bring benefits to communities. Not only are they reducing flood risk and improving spaces for community use but they are greatly reducing reoffending rates by engaging young ex-offenders in employment. This year they picked up two Queen's Awards for Enterprise.

Ultra Education

Ultra Education C.I.C. run entrepreneurship programmes that engage young people to increase their skills, confidence and employability. They work with councils, housing associations, youth organisations, public services and regeneration projects to create lasting change for minoritised communities for whom the existing education system does not deliver.

Removing Barriers with Constructionline

Through our partnership with Kier we were introduced to Constructionline, an organisation who connects suppliers and buyers in the construction sector. With Constructionline, we've formed a partnership that will give our Trusted Suppliers the Constructionline Gold Membership for free. This will give social suppliers further opportunities to sell to organisations in construction. By removing this cost, we have removed a barrier that would prevent social enterprises and co-ops from joining Constructionline. The benefits of the Gold Membership will mean suppliers can access more contracts and grow their impact further.



“

I think it's so important to support fellow social enterprises and Supply Change are the real deal. In these challenging times they are leading the way in how we must be transparent, ethical and work with integrity to help each other build a stronger social economy.

Yasmin Halai-Carter
Ethstat Ethical Stationery

”

Testimonials

What our clients say

“We were pleased to work with Supply Change on the Barking and Dagenham Meet the Buyer event with a focus on local social enterprises. The Supply Change team was very professional in organising the attendance and managing the online event. Their involvement made it a smooth and enjoyable experience for all involved and we would certainly work with them again.”

Su Pickerill

Community Investment Manager, Wates Group 

“Supply Change has given us a straightforward way to reach and engage social suppliers. Its platform and bespoke support around it means we have an achievable and evidence-based method for delivering impact on top of reliable supply chains. Supply Change is a dedicated and knowledgeable team which has been responsive to our needs throughout the process. Its high level of organisation and positivity has meant we are already seeing the benefits of the partnership and we are excited to see more to come.”

Jamie McKechnie

Group procurement director, Kier Group 

Awards

Natwest SE100

For the third year in a row we were named on the NatWest SE100 list. We were delighted to be additionally named as a 25 Trailblazing Newcomer, for social enterprises in their first few years of trading and already proving the positive impact of the social business model.

We were also supported by the NatWest Social and Community Capital Repayable grant. This grant came with pro bono support from the NatWest team, who helped us design and build our new website.



Giving back

Our Anti-Racism Pledges

As a team, we are still learning how to dismantle white supremacist structures that actively work against Black members of our society and the social enterprise sector. As an organisation, we know what is certain is that we need to do a lot more. We only have one POC on our team of five. We have one POC on our board of four.

A year on, it's important to reflect on the pledges we made. These were to:

Learn

about why our systems are racist, how to be anti-racist and our privilege

Ally

where possible the work of our black colleagues, to fight against racial injustice and racial violence

Dispense

financial and nonfinancial organisational resources to propel the work of Resourcing Racial Justice, YSYS & Black Minds Matter

Since we made these pledges we have:

- Donated £392 to [Resourcing Racial Justice](#), [YSYS](#) & [Black Minds Matter](#).
- Championed our Black colleagues across the sector, ensuring there is equitable visibility in our comms, events and proposals to clients.
- We have started to report on the diversity of our supplier base.
- We have been open about the privilege that has assisted us to create Supply Change, recognising that our success is rooted in our 'whiteness'.
- Created time monthly for our team to commit to desk or (if viable) in-person activism, whether that be signing petitions online, sharing the anti-racist work of important individuals and organisations or spending time reading and reflecting.
- Delivered a half-day workshop pro bono to the fellows of the Common Call Lived Experience Programme.

Other impact:

In response to the challenges of 2021, we also donated to [COVID-19 relief efforts in India](#) and to the [Palestine Red Crescent Society](#).

Alongside continuing to grow these initiatives, we have so much more to do:

Commit

non-financial resources to organisations and individuals working to dismantle racism

Explore

the possibility of increasing and diversifying our current charitable donations

Ensure

our team and board is representative and inclusive

2022

Looking ahead

We have exciting plans as a team for 2022, that include growing the Supply Change platform and DPS further, building on the success of our online events and continuing to deliver insightful research on social procurement. We'll be hosting the second Social Procurement Festival on March 23rd and 24th 2022. Next year's event will be on the theme of "Collaborating for Impactful Supply Chains" and bring together thought leaders from across the sector to share best practice and network.

Thank you

On behalf of the Supply Change team we would like to say thank you to our community of social enterprises and buyers who we have worked with this year, we continue to be inspired by the fantastic work of the social enterprise sector and are looking forward to working with you all next year and beyond.



Get in touch:

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