

Impact Report 2023

 SupplyChange



 SupplyChange
TRUSTED SUPPLIER

The Skill Mill

£625,435

redirected to
social suppliers

143

social and environmental
suppliers supported

528

event
registrations

25

buyers engaged
with our services

Hello

We are delighted to be able to share with you our impact report for 2023. This year Supply Change turned 5 years old, a major milestone that our team is proud to have reached. As we look back and reflect, we are feeling proud of what we have achieved and excited for our future plans.

2023 has presented its own unique challenges with global conflict and the cost of living crisis at the forefront of our minds. But we have also continued to be inspired by the strength and innovation of the sector. From finding new ways to reduce waste, to ensuring those dealing with fuel poverty are kept warm this winter, now more than ever we believe that social enterprises provide hope for the future. The importance of social and environmentally focused supply chains has never been greater.

With this in mind, 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 Eli
The Supply Change Team



Buyers

Who we've worked with

This year we have continued to support both existing and new buyers with their social procurement targets through the Supply Change platform, events, research and analysis services.





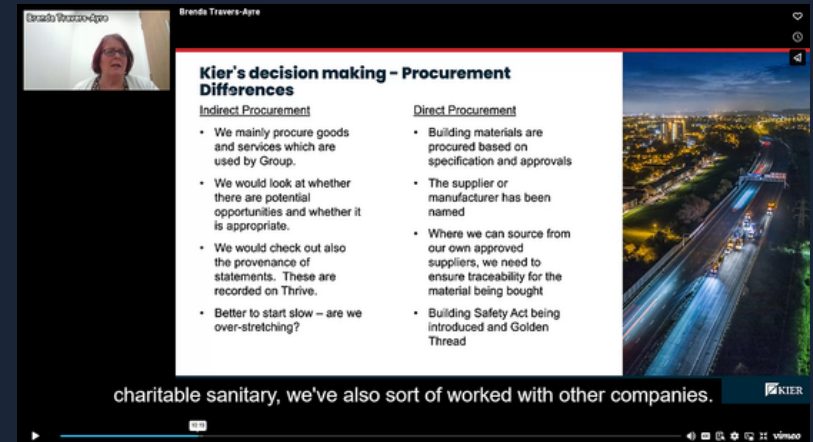
We have now supported Kier for the third year running, providing them with access to our database of suppliers and bespoke supplier research services. Kier have also been using the skills and insight of their own procurement team to deliver training to our network of social enterprises on how to be contract ready and navigate their procurement processes as part of our Ask The Expert Webinar Series.

Ask the experts webinar

Kier procurement team members, Brenda Travers-Ayre and Dewi Williams shared insights about accessing procurement opportunities in the built environment so that social and environmental suppliers could:

- Learn how to be procurement-ready
- Understand how buyers make decisions
- Demystify the procurement process

We also heard from Richard Mehmed, Director of Community Wood Recycling; a Kier supplier and leading national social enterprise.



33 suppliers engaged

NatWest

We're proud to announce the start of our partnership with NatWest. NatWest have long been great supporters of social business with initiatives like The Social Enterprise 100, and Women In Social Enterprise 100 notably elevating the profile of social and environmental business. Like many businesses who have had positive experiences engaging social and environmental businesses, NatWest wants to replicate that success at scale.

Through Supply Change's platform, NatWest staff will be able to identify and engage pre-verified social and environmental suppliers to help reach its social and environmental goals whilst still procuring goods and services essential to the smooth running of its operations.



NatWest
Group



SupplyChange



Social and environmental suppliers are good partners for using community spaces because of their strong community focus, mission alignment, and commitment to creating positive social and environmental outcomes. They often bring a sense of purpose and responsibility that benefits the community and the spaces they utilise. With this in mind, our client L&Q engaged Supply Change to identify suitable social enterprises to occupy spaces in their developments in Beam Park, Dagenham and Rotherhithe.

L&Q are running these tenders through our VCSE Dynamic Purchasing System (DPS) - an end to procurement portal that allows public sector buyers to find social enterprise suppliers for the ad hoc and lower value spending. So far we have redirected over £315,000 of spend through the DPS from buyers such as Orbit and L&Q.



Events

Creating connections

In 2023 we continued on our mission to lower barriers to social procurement by connecting buyers and suppliers to share knowledge and collaborate. The Social Procurement Festival continued to lead the conversation on social procurement amongst influential organisations. ‘Ask the experts’ webinars delivered with Kier and NatWest procurement leaders allowed social and environmental businesses to gain insights on how to sell to larger buyers.

8.5 average event feedback score

528 event registrations

60 social supplier pitching opportunities

Speaker highlights



Crispen Sachikonye

SOCIAL VALUE UK



Rosie Ginday

Miss Macaroon
BAKING A BRIGHTER FUTURE



Piumi Mitchell

Deloitte.



John Hayes

 **NatWest Group**

Social procurement festival



Our annual flagship event took place in March, earlier this year. We hosted panel discussions around important topics facing the sector including, on day 1, the future of social value in public sector procurement. Our sponsor Reconomy hosted their very own panel on how social procurement is helping the waste sector to become more circular. Natwest, Deloitte and Auticon also joined us to speak about embedding social and environmental suppliers and social value into their supply chain. On day 2, we explored the potential for social procurement to help secure the future of the planet focusing on the housing sector before we on to presentations from three amazing suppliers from the Supply Change network.

Read a summary of key takeaways from the festival [here](#). Like every year, we facilitated a Meet the Buyer session, generating 60 one-to-one meetings with social and environmental suppliers and interested and value-driven buyers.

Involved in Social Procurement Festival 2023



Ask the experts

Selling to corporates with NatWest

We gathered social and environmental suppliers, to learn more about how to sell to corporate and demystify the procurement process of large organisations. John Hayes, Head of Supply Chain Services at Natwest Group and Lucy Ferguson, Founder and Director of Mediorite shared their insights on how social suppliers can access procurement opportunities. Attendees learned how to be procurement-ready to engage with corporate buyers quicker, understand how

buyers make decisions and how to navigate organisations. John and Lucy shared about how best to engage with buyers and tips to create and maintain good relationships with corporate buyers.

Read more about the event and content [here](#), on Pioneer's Post or watch the full webinar [here](#).

Selling to the built environment with Kier

Having worked with Kier for the third year running, we were delighted to work with them on a webinar to share what they, as a Tier 1, are looking for when procuring suppliers. Although just one player in the construction space, their Insights and tips touched on the sector as a whole and how social and environmental suppliers can make the most of contracting opportunities with those working in the built environment.

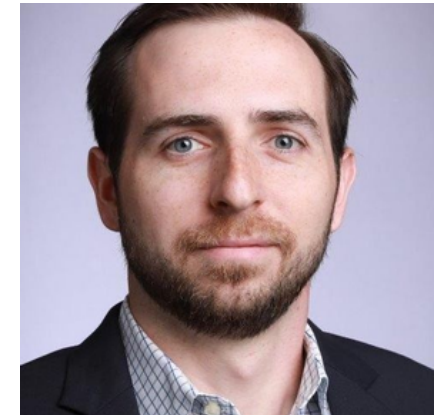
This event allowed social and environmental suppliers to learn about procurement processes from Kier's procurement professionals Brenda Travers-Ayre MCIPS, Category Manager at Kier and Dewi Williams - Category Manager at Kier. Read more about the event [here](#).

Building supplier diversity into supply chains

Supplier diversity is becoming an increasingly important part of public and private sector organisations' supply chains and you don't have to look far for reasons as to why. Earlier this year, we heard from expert speakers in the supplier diversity field Steve McKenzie, Manager of Indirect Procurement at Zoetis and member of The Coalition of Gender Fair Procurement on how to use spending to drive and influence gender equality. Jean Chawapiwa, Head of Member Services from MSDUK guided us through their work to increase the representation of minority ethnic-owned suppliers in supply chains. Read a summary of their insights and the event [here](#).



Jean Chawapiwa



Steve McKenzie



Through this event, we took a moment to honour David Latten, who was due to speak that day. It is with much sadness that David passed in the run-up to the event, leaving all those who knew him across the procurement and Gender Fair community heartbroken. As Head of Indirect Procurement at Logitech David was the driving force behind the coalition his passion and energy for his work were infectious and his commitment to creating impact was inspiring. Our thoughts remain with his colleagues, friends and family.



Suppliers

Our supplier community

Our unique community of social and environmental suppliers continued to grow, diversify and flourish with 32 businesses becoming Supply Change Trusted Suppliers. Our wider knowledge-base of 700+ social and environmental businesses is growing all the time and will be included in a big update of the Supply Change Platform launching next year.



100s of services



In every UK region



Delivering all kinds of social and environmental impact



Upbeat Clean

New Trusted Suppliers Spotlight

DEFY Brands is a creative and branding agency that helps to create, educate and ideate disruptive branding that realises the UN's SDGs.

“Excellent - met all our expectations, deadlines and exceeded in the deliverables. We hope it will be a long-term relationship.” - MSDUK

Genuine Solutions recovers, refurbishes, recycles and redistributes mobile technology reducing landfill and wasted resources.

“Genuine Solutions take our disposal devices and harvest the parts providing us with a credit. We love working with Genuine Solutions, they are a great supplier.” - Virgin Media O2

Morgan Developments is a construction contractor creating better inclusion in the construction industry.

“Professional, honest and understanding approach to our requirements. Would highly recommend.” - Altar Construction



Coming in 2024...

Supply Change Platform Update



Search suppliers in seconds

Discover and connect with hundreds of social and environmental suppliers all over the UK in just a few clicks.



Wide choice of products and services

There is no shortage of choices with suppliers ranging from Catering, Maintenance and Waste to PR, Videography and Recruitment. Choose from 32 categories and 234 subcategories.



Suppliers all across the UK

Find suppliers in every major region using two location search tools. Buyers can search by region, county or by distance from the project they are procuring for.



Create the impact your targeting

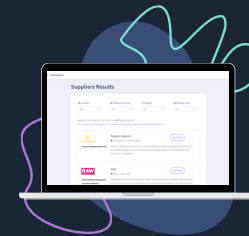
Target measurable positive impact. Search by 13 impact categories such as Environmental sustainability and Reduction of poverty. Get specific using the 24 subcategories, such as Biodiversity and Long-term unemployed.



Build supplier diversity

Deliver on supplier diversity targets using the diversity filter. Suppliers can be filtered by the characteristics of the business owners. Categories include ethnic backgrounds and other characteristics such as LGBTQIA+ and ex-offenders.

A first-of-its-kind social procurement platform



Verified suppliers added every month



Search by

- Location
- Products & services
- Impact
- Contract size
- Diversity
- Legal structure

Strategic partnerships

Constructionline

In the UK, the construction industry accounts for 6% of GDP and employs around 2.7m people. The construction sector could make a huge difference to communities across the UK by prioritising Social Value and working with social and environmental enterprises where possible.

Many construction companies work with social enterprises because they believe that it's important to give back to the communities they work within. To assist with this, we continued our partnership with Constructionline, so our Trusted Supplier community could benefit from free Constructionline Supplier Gold Membership. This partnership was built with the aim of supporting mission-driven organisations throughout the construction industry to deliver social value and bring more benefits to our Trusted Supplier Community.

Through the partnership, Constructionline provides free membership and SSIP with Acclaim. By working together, we're making it easier than ever for social enterprises and main contractors to connect with each other and deliver projects.



40 social and environmental
businesses referred

Social Value UK

We continue to be active members of Social Value UK and our CEO Beth Pilgrim now sits on their advisory board, advocating for the considerations of social and environmental suppliers.

Social Partnership Portal

Supply Change has also provided verification support to the Social Partnership Portal. An online portal bringing together contractors in the construction industry with social enterprises.



Thank you to our strategic partners



What Our Clients Say:

“I have found the commitment and passion from Supply Change has been fantastic and highlights the importance of social procurements and how it can effect change.”

Lee Herriott - Head of Procurement and Projects, Enva

The logo for Enva, featuring the word "enva" in a lowercase, green, sans-serif font.

“The event was good and well run and an opportunity to network with social enterprises that we might be able to work with.”

Diane Crowe, Head of Group Sustainability, Reconomy

The logo for Reconomy, featuring the word "Reconomy" in a dark blue, sans-serif font, with a circular graphic to the right consisting of three arrows in green, blue, and red.

Awards

We were honoured to be recognised for a number of prestigious awards for our work this year, these include:

- Innovate UK Young Innovators Award - An annual award for young people with big environmental, societal and economic ambitions.
- Cambridge Social Innovation Prize- This £10,000 prize supports extraordinary social innovators creating social impact through business across the UK to help grow themselves in order to grow their social impact.
- Innovate UK Unlocking Potential: Build Award - This award aims to level the playing field and unlock potential for innovation by supporting and funding innovators from groups that are currently underrepresented or overlooked in innovation.
- Freedom Of The City Award: Aoise was granted a Freedom Of The City Award, nominated by membership organisation Opus. This was in recognition of her support for the social enterprise and impact sector.



**Innovate
UK**

Cambridge
**Centre for
Social
Innovation**



**UNIVERSITY OF
CAMBRIDGE**
Judge Business School



Freedom of the City of London

Honorary Recipient of the Award

Giving back

Anti-racism

We are always thinking about ways we can dismantle white supremacist structures that actively work against Black members of our society and within the social enterprise sector. As an organisation we know what is certain is that we need to do a lot more.

Our Anti- Racism pledges are:

- 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](#)

This year we have:

- £194.83 donated to Resourcing Racial Justice, YSYS & Black Minds Matter
- Started to report on the diversity of our supplier base.
- Been open about the privilege that has assisted us to create Supply Change, recognising that our success is rooted in our 'whiteness'.
- Continued to take 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.

Looking ahead

We have exciting plans as a team for 2024, that include growing the Supply Change platform and DPS further, building on the success of our online events and continuing to deliver insightful research. With the new Procurement Act set to change the landscape of public procurement next year and the ever growing importance of ESG initiatives, social procurement is more important than ever.

We have recently been accepted onto the Just Transition Accelerator programme funded by the UK government, which will support us to develop the platform to capture the environmental impact of our work and our contribution to Net Zero.

On behalf of the Supply Change team we would like to say thank you to our community of social and environmental suppliers and buyers who we have worked with this year. A huge thank you also to our advisors Rachel Wooliscroft and Bob Booth for providing advice and strategic support. We continue to be inspired by the fantastic work of the social impact sector and are looking forward to working with you all next year and beyond.

Aoise, Beth, Charlie and Eli
The Supply Change Team

