

 SupplyChange

2022

Impact Report



£500k+

**redirected to
social suppliers**

115

**social enterprises
supported**

400+

**event
registrations**

16

**buyers engaged
with our services**

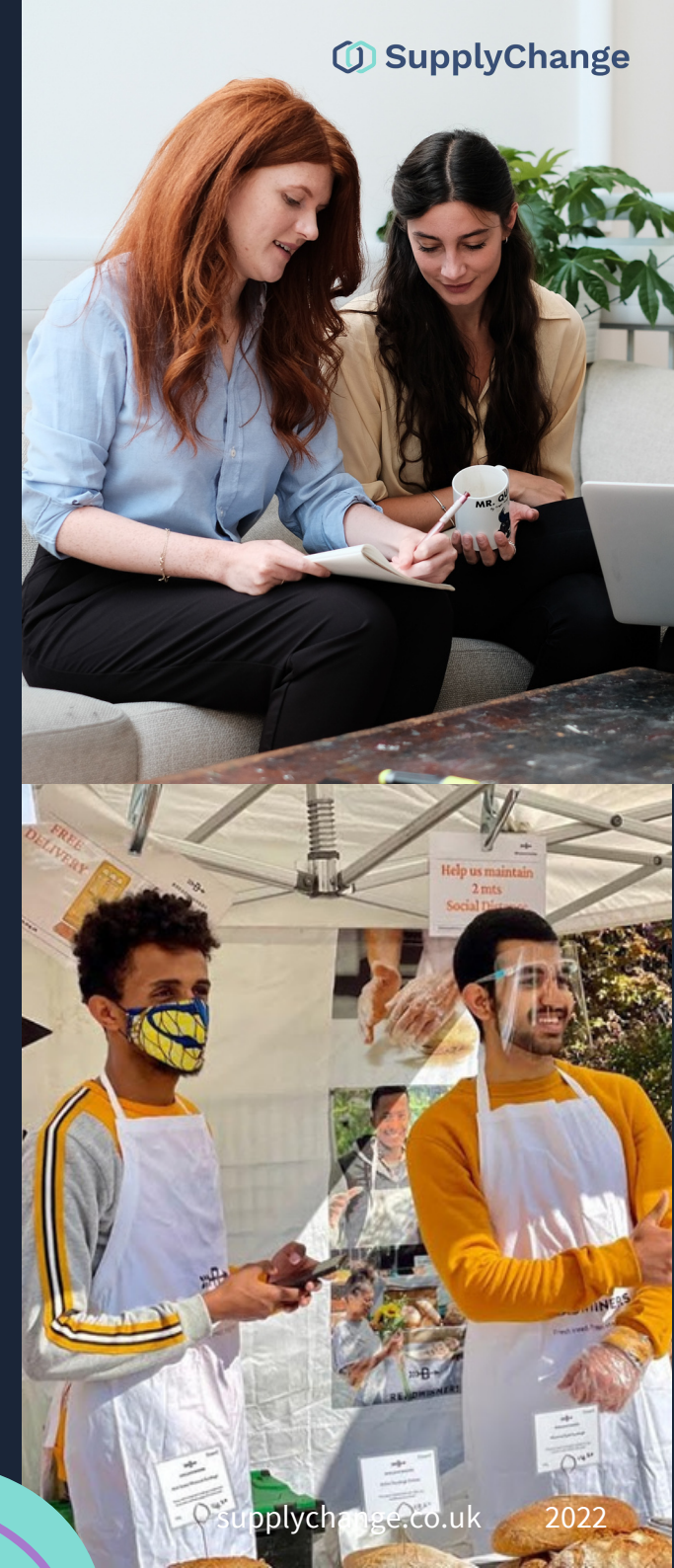
Hello

We are delighted to be able to share with you our impact report for 2022. This year Supply Change turned 4 years old and reached a major milestone of redirecting half a million pounds towards social enterprises. As we look back and reflect, we are feeling proud of what we have achieved and excited for our future plans.

2022 saw the world begin to emerge from the pandemic but has also presented its own unique challenges with global conflict, the cost of living crisis and the continuing threat of climate change at the forefront of our minds. But we have also continued to be inspired by the strength and innovation of the social enterprise 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, Eli & Alex
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 and our research and analysis services.





Kier

Our ongoing partnership with Kier goes from strength to strength, so far Supply Change has identified 172 new VCSE organisations for Kier and we've seen a 60% growth in the number of suppliers on the Supply Change platform since our partnership began. Kier has also been using their leverage as a large contractor to encourage social procurement within its own supply chain by introducing us to their waste management supplier Enva.

172

**VCSE organisations identified
as potential suppliers**

“ 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. ”

Jamie McKechnie, Procurement Director
Kier Group

Enva

We've supported Enva through spend analysis and identified key areas of their spend which could be switched to social enterprise suppliers, making introductions to relevant suppliers within these categories.

We're carrying out this same exercise for major property developer Grosvenor helping them to identify social procurement opportunities across projects from London to Liverpool. Other organisations engaged this year include **Morgan Sindall** and **Central and Cecil Housing**.

For our public sector clients we continue to provide our VCSE Dynamic Purchasing System - 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 £200,000 of spend through the DPS from **Orbit** and **Worcestershire County Council**.



Events

Creating connections

In 2022, events continued to be a key part of our work supporting buyers and social suppliers to achieve impactful supply chains. Suppliers have found new contracts at our events, buyers have found impactful suppliers and thought-leaders have reached engaged audiences. With over 400 registrations for the 2 events hosted in 2022 and over **6,000 views of our event pages**, it is clear that there is an active and growing interest in social procurement.

8/10 average event feedback score

409 event registrations

50 social supplier pitching opportunities



Social Procurement Festival 2022

Our second year of hosting this flagship event, The Social Procurement Festival brought together buyers from both the public & private sector to learn and share best practice for social enterprise procurement and to network with social and environmental suppliers and committed buyers. We had a brilliant lineup of speakers including **Social Value UK, DCMS and School for Social Entrepreneurs.**

Generously sponsored by long standing partners **Kier and Reconomy**, the event was attended by over **170 stakeholders** to learn and network, driving forward the agenda of social procurement.



Involved in 2022 events



Intro to Social Procurement

This November, we hosted an "Introduction to Social Procurement Webinar" for anyone who wanted to learn more about creating social value through their procurement spend by buying from social enterprises. The event speakers included **CEO of Supply Change, Beth Pilgrim, Head of Public Procurement at Trowers & Hamlins and COO of Constructionline, Robert Walton.** The event recording and slides can be accessed [here](#).



Some of our event speakers in 2022



Catherine Manning
Chief operating officer
SVUK



Sheryl Moore
Head of sustainability
Stone Group



Christopher Ali
Facilities manager
Greenpeace



Dr Leila Alinaghian
Associate Professor
Cranfield School of Management



SupplyChange
TRUSTED SUPPLIER

Suppliers

Social suppliers for any business

The Supply Change Platform is the UK's biggest procurement platform of trusted social suppliers. In 2022 we made 28 social businesses Supply Change Trusted Suppliers giving buyers who use our platform an ever-increasing variety of services to choose from. Our wider knowledge base has grown too. Our database of B2B social enterprises, cooperatives and B Corps now includes over 700 UK businesses.

115 Supply Change
Trusted Suppliers

28 new Trusted Suppliers

60% of Trusted Suppliers
introduced to
potential buyers



Suppliers



THE GLOBAL GOALS

All 17 of the UN Sustainable Development Goals is covered by at least one Supply Change Trusted Supplier.



There are Trusted Suppliers delivering quality services and vital impact in **every region of the UK.**

728 social suppliers in our database

Some of the services of our newest Trusted Suppliers

- recruitment
- graphic design
- property clearance
- printing
- joinery
- waste management
- construction
- grounds maintenance
- training
- web design
- videography & photography
- cleaning
- co-branded fashion
- public art installations
- plant-based reusable bottles packing & fulfillment
- recycling
- and loads more.**

New Trusted Supplier Spotlight

Waste to Wonder provides office clearances whilst redistributing unwanted items to good causes. Over 20 years the Waste to Wonder team has developed a unique ethical office clearance solution. In 2021 alone Waste To Wonder redistributed 1800 tonnes of equipment worth over £2.8m to good causes locally and around the world.

Hatch Films provide photography and videography services while levelling the playing field for groups underrepresented in the film and tv industry. Hatch Films has created branded film, photography and videography content for the likes of National Portrait Gallery, Royal Academy of Arts, Frieze Art Fair, Chartered association of Business Schools, Kia and more.

Corps Security is a specialist in security services, providing tailored solutions for customers. Corps provides employment to those who need it, especially members of our forces community. Corps guarantee every veteran an interview and provide support mechanisms during employment to help adjust to civilian life.



Capacity Building

We continue to lend support to the capacity building of social and environmental suppliers who wish to grow their income and impact through engaging with B2B buyers. The case was no different this year, where we engaged with multiple workshops and programmes to share expertise and insight on how social and environmental businesses can leverage spending from public and private sector buyers.

Capacity building has a huge importance on the buyer's side too and can allow them to get to grips with social value legislation, how to work with social and environmental suppliers and measure the impact they create through their spend. Organisations we have delivered workshops for this year include:



Who we worked with to support social businesses



Spotlight on the SSE Procurement Readiness Programme

This year we partnered with Brewin Dolphin and School for Social Entrepreneurs to deliver the first Social Procurement Readiness Programme.

The programme aimed to give social entrepreneurs the best possible chance of success, through access to support and funding to engage with more buyers from the public and private sectors.

The programme included Witness Sessions, One to One mentoring, Peer Sessions and a grant to support organisations through the programme.



**BREWIN
DOLPHIN**

Participants learned:



Procurement processes and contexts



Relationship and network building



Opportunity mapping



How to pitch



How to fulfil contracts

Strategic partnerships

Collaborating for change

In 2022 we developed partnerships that allowed Supply Change to influence the wider social value and procurement context and further our work to lower barriers to procurement for social suppliers.

Social Value UK

Supply Change is an active member of the Social Value UK community supporting their work to increase the accounting, measurement and practice of social value principles led procurement. This year we became a strategic partner to their Contract For Change programme which brings together volunteers to collaborate, and embed the principles of social value into procurement and commissioning best practice. Beth Pilgrim also sits on Social Value UK's advisory board.



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.

Construction companies work with social enterprises as its an effective and efficient way of creating social value in the communities that they operate in.

This year we launched a partnership with Constructionline to give Supply Change Trusted Suppliers free Constructionline Gold Membership and free SSIP with Acclaim. By removing the cost of the Gold Membership, we have removed a barrier that made it more difficult for social enterprises and construction companies to work together and create social value.



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:

- Pioneers Post & Natwest Top 100 Social Enterprise (4th Year Running)
- Pioneers Post and Natwest Social & Community Capital WISE100 Women in Social Enterprise (Beth Pilgrim)
- Telegraph & Natwest 100 Female Entrepreneurs to Watch list (Aoise Keogan Nooshabadi - included in top 10 Highly Commended)
- Euclid Top 100 Women in Social Enterprise 2022
- PwC Building Public Trust Award (Runner Up)
- Everywoman Gaia Award (Runner Up)



Anti-racism

Our 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.

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

What we did in 2022

This year we have:

- £258 donated 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’.
- 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.

Alongside continuing to grow the above initiatives next year we plan to.

- Set up clear reporting metrics for the diversity of our supplier base, team and board
- Broaden the diversity of anti racism donations we make as an organisation
- Research anti racism initiatives within the industries we operate in to collaborate and partner with
- Review our social media policy/strategy with anti racism in mind

Looking ahead

We have exciting plans as a team for 2023, that includes 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 third Social Procurement Festival on March 29th and 30th 2023. Next year's event will be on the theme of "Future Proofing with Social Procurement" and will bring together thought leaders from across the sector to share best practice and network.

**Online
conference**

Social procurement festival

**2023
March 29 + 30**

 **SupplyChange**

[Register at supplychange.co.uk](https://supplychange.co.uk)

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.



Beth



Aoise



Eli



Charlie



Alex