

Buy Social Corporate Challenge



Year 7 Report

Summer 2023

A group of high-profile businesses is aiming to collectively spend £1 billion with social enterprises through their procurement.

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High-profile companies buying from social enterprises

Total spend with social enterprises by corporate partners in year 7:

£99m

Total spend with social enterprises by corporate partners (years 1-7):

£355m

Approximate number of social enterprises supplying Buy Social Corporate challenge partners in year 7:

860

Approximate number of social enterprises supplying Buy Social Corporate Challenge partners (years 1-7):

1,430

£31.9m

Profit reinvested into social missions (years 1-7)

3,400

Jobs created at social enterprises (years 1-7)

Introduction

Peter Holbrook CBE, Chief Executive, Social Enterprise UK

On 18 April 2023, the United Nations General Assembly adopted a [resolution](#) that encourages Member States and institutions to promote and implement “strategies, policies and programmes for supporting and enhancing the social and solidarity economy as a possible model for sustainable development”. Social enterprises are at the heart of the social and solidarity economy, and here at Social Enterprise UK (SEUK) we are delighted to see this recognition and support for a business model that prioritises people and planet alongside profit.

A recent [McKinsey report](#) estimated that two-thirds of an average company’s environment, social and governance (ESG) footprint lies within its supply chain, and there is now widespread consensus that businesses must adopt a wider definition of value in their procurement activity. We encourage companies of all sectors and profiles to go beyond supply chain compliance and seek out ways to proactively build positive social and environmental impact into their procurement.

The [Buy Social Corporate Challenge](#) has brought together companies who are leading the way in showing how procurement and purpose can be linked. It’s a simple initiative with a bold ambition: A group of high-profile businesses aiming to collectively spend £1bn with social enterprises through procurement by 2026.

Led by SEUK in partnership with the Department for Digital, Culture, Media and Sport (DCMS), the Buy Social Corporate Challenge was launched at Downing Street in April 2016 with seven corporate partners. We now have 30 companies signed up to the programme, representing all major sectors across the economy.

Social enterprises are businesses with a social or environmental mission. Like traditional businesses, they aim to make a profit – but what they do with that profit sets them apart, as they reinvest or donate to create positive social change. Trade with the private sector is an important source of revenue for a significant number of social



enterprises, in the drive to scale up their operations and impact.

The group of Buy Social Corporate Challenge partners is now collectively spending £100m per year with social enterprises. This success provides the proof of concept for ‘social procurement’, demonstrating that buying organisations from any sector can work with social enterprise suppliers.

SEUK has two new [social procurement initiatives](#) expanding this work across different markets. Social Procurement Connect supports a much wider range of buying organisations to source from social enterprises – including private sector companies, public sector bodies, higher education institutions, social housing providers and civil society organisations. Buy Social Europe supports global corporations to engage with social economy suppliers across the European Union (EU) and Switzerland.

This report summarises our key findings on the “what, why and how” of the social procurement market as we look back at year seven of the Buy Social Corporate Challenge. I hope it inspires many more businesses to get involved in this exciting area of work.

This report – methodology and definitions

This is our seventh annual Buy Social Corporate Challenge report. It summarises the progress made in the latest 12 months (April 2022 - March 2023) as well as reviewing the impact achieved to date across the lifetime of the programme.

The SEUK team conducted online surveys in the first two months of 2022. We surveyed all of the Buy Social Corporate Challenge partners participating in the programme at the time and carried out a separate survey with a sample set

of the social enterprises which were suppliers to those partners. A total of 30 responses were received from the corporate partners and 32 responses from social enterprises. We also used some data from our State of Social Enterprise survey, which was carried out in early 2023. Separately, we collected annual spend data from the Buy Social Corporate Challenge partners and aggregated the spend reported to give an estimated collective spend total. We have also collected information and insights at a number of roundtable discussions.

Social enterprise – a business that trades for a social or environmental purpose¹.

Social procurement – the process of companies proactively selecting social enterprises as suppliers for goods or services in order to generate social value above and beyond the value of the goods or services being procured.



¹ To see the full list of criteria an organisation must satisfy to be classified as a social enterprise, visit <https://www.socialenterprise.org.uk/all-about-social-enterprise/>

What is the Buy Social Corporate Challenge?

The world's largest commitment to social procurement

The Buy Social Corporate Challenge is the world's largest commitment to social procurement. Launched by SEUK in 2016, it brings together a group of high-profile businesses collectively aiming to spend £1bn with social enterprises through their procurement.

More than 60 per cent of social enterprises in the UK trade with the private sector, so this is a significant pool of potential suppliers for buying organisations looking to embed social value into their core operations.

We have 30 large companies signed up to the Buy Social Corporate Challenge. Our goal is to work together to achieve the £1bn spend target by 2026.

We deliver a comprehensive package of support to corporate partners. The support delivered this year included:

- Supply chain diagnostics
- Training sessions
- Roundtable discussions
- Peer-to-peer collaboration sessions
- Premium access to our online Social Enterprise Directory and Members Area
- Meet The Social Enterprise Supplier pitching events
- Buyer-supplier matching and connections
- Bespoke support to facilitate collaboration between corporate partners and social enterprises



Jericho

What has happened in the first 7 years of the Buy Social Corporate Challenge?

A group of 30 mainstream businesses are now spending £100m per year with social enterprises

When the Buy Social Corporate Challenge programme was launched in 2016, we had seven corporate partners. Our vision was of a group of 30 high-profile companies which are showing leadership in social procurement and representing all major industrial sectors. We now have that group of 30 corporate partners, and we are working with them to accelerate their trade with social enterprises so that we achieve the £1bn goal by 2026.

The 30 partners on the programme at the end of year seven are:
Amey, AstraZeneca, AXA, Barclays, CBRE, Co-op, Compass/Foodbuy, Deloitte, Equans, John Sisk & Son Ltd, Johnson & Johnson, KPMG, Landmarc Support Services, Lendlease, Linklaters, LV=, Mitie, Motorola Solutions, Nationwide, Nestle, NFU Mutual, PwC, Robertson Group, SAP, Siemens, Sodexo, The Crown Estate, Wates Group, Willmott Dixon, and Zurich Insurance Group.

Founding Partners:



Partners:



The number of social enterprises trading with our corporate partners has risen year on year. We estimate that approximately 860 social enterprises supplied products/services to one or more of the corporate partners over the last 12 months, a rise of 43 per cent compared with the corresponding number in year six of the programme. Approximately 1,430 social enterprises have delivered products/services to Buy Social Corporate Challenge partners at some point over the seven years. The most common category areas currently served by the social enterprises are education and skills development, consultancy and business support, HR and wellbeing, facilities management, and research.



In our year seven survey, 71 per cent of social enterprises supplying our programme partners reported that this trade had a positive impact on employment, either allowing their organisation to recruit more staff or securing existing positions. We estimate that, over the first seven years of the programme, a total of 3,400 jobs have been directly or indirectly created at social enterprises as a result of trade with Buy Social Corporate Challenge clients. These jobs often go to individuals facing additional barriers to the labour market, such as people with disabilities, people who have been in prison or people who have experienced homelessness.



Our corporate partners spent almost £100m with social enterprise suppliers in year seven of the programme, which represents our best year since launching in 2016.

The total collective spend with social enterprises in years one to seven of the Buy Social Corporate Challenge was £354,871,531.

What sets social enterprises apart from other businesses is that they reinvest at least half their profits into their social or environmental mission. We estimate that the trade with Buy Social Corporate Challenge partners has led to the reinvestment of approximately £31.9m of profit into the social/environmental missions of social enterprises over the first seven years of the programme.

The impact that corporate clients' revenue allowed social enterprises to create spans a broad range of social and environmental causes. This table ranks the top ten causes that Buy Social Corporate Challenge social enterprises address.

Social/environmental causes addressed by Buy Social Corporate Challenge suppliers

1. Creating employment opportunities
2. Supporting vulnerable people
3. Addressing the climate emergency
4. Benefiting a particular community
5. Improving mental health and wellbeing
6. Addressing social exclusion
7. Supporting women and girls
8. Improving physical health and wellbeing
9. Addressing financial exclusion
10. Supporting disabled and neurodiverse people, and people with long-term health conditions

£31.9m

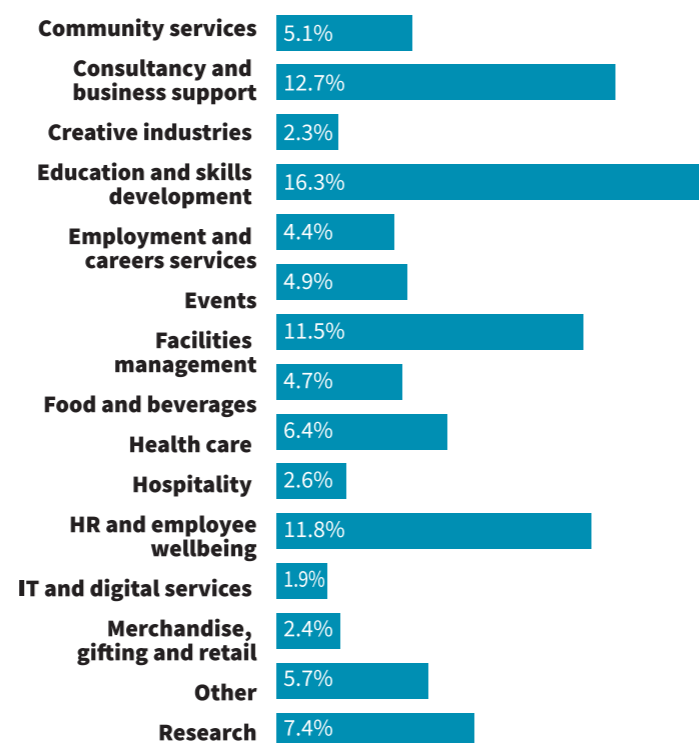
Of profit reinvested into social/environmental causes as a result of Buy Social Corporate Challenge trade (years 1-7)



Social enterprises are providing a wide range of products and services to Buy Social Corporate Challenge partners. The

table below groups these product and service lines into a number of high-level principal categories.

Products/services supplied by Buy Social Corporate Challenge suppliers



What is happening in the broader social procurement market?

The appetite for social procurement has never been higher

Procurement is increasingly seen as a strategic function, which can add value to a business rather than just minimising risk and cost, giving rise to the emergence and growth of social procurement. When we launched the Buy Social Corporate Challenge in 2016, this was still very much a niche activity, but it is now practised across all major sectors of the economy and at a wide range of buying organisations – including global corporations, small and medium enterprises (SMEs), public sector bodies, higher education institutions and civil society organisations.

Social enterprises in the business-to-business (B2B) space have told us that, with the rising focus on social value across the economy, they no longer need to spend as much time reaching out to prospective clients or raising awareness of what social enterprises are. The initial contact is often from client to supplier, and clients often already have a good understanding of the value that social enterprises can offer.

We are delighted to see that social procurement is an increasing focus for foundations, intermediaries and support bodies here in the UK and beyond – with similar initiatives to ours active in countries such as Australia, Canada, Germany, Ireland, the Netherlands and the USA.

Social procurement is also rising up the agenda for policymakers and international institutions. The [United Nations resolution](#) of 18 April 2023, promoting the social and solidarity economy for sustainable development, encourages Member States to develop procurement incentives that facilitate the participation of social and solidarity economy actors. SEUK is a key delivery partner to the European Commission in its [programme to scale up the Buy Social business-to-business market across Europe](#). We are also working with the World Economic Forum and other partners to expand social procurement through the [Global Alliance for Social Entrepreneurship](#).

We have also been invited to speak at a number of leading conferences, such as the [CIPS Procurement Futures conference](#), where we are able to raise awareness of social procurement among core professional audiences.



Paint360

How are buyers and suppliers growing the social procurement market?

The way buying organisations go to market has an influence on the types of suppliers that they will find

Successful trading relationships between mainstream businesses and social enterprise suppliers depend on a variety of factors, and one of those is the way that the buying organisation goes to market. Buy Social Corporate Challenge partners have been creative in their outreach to social enterprises, using a mix of communications channels and events to connect with potential suppliers. In the case of PwC, a Supply Chain Enquiry Form is included in their Buying Social page so that prospective suppliers can express their interest in becoming a supplier.

Where direct contact is made regarding a specific opportunity, it is important to align the requirement with the capacity of the supplier. On occasions, Buy Social Corporate Challenge partners have invited social enterprises to respond to tenders and found that they declined the invitation. This mismatch between supply and demand often comes down to scale.

There is no shortage of advice and support offered to social enterprises on the best ways to scale up their businesses, but our corporate partners also recognise that more needs to be done on their end to ensure that the opportunities they offer are relevant and are offered in a suitable way.

This issue was discussed at a roundtable we ran with Buy Social Corporate Challenge partners in March 2023. A number of solutions were proposed:

- Tailoring the length of Pre-Qualification Questionnaires (PQQs) for certain contracts can help to level the playing field, and ensure that questionnaires are long enough for the contract in question but no longer

- Buying organisations should aim to give early notice of their requirements wherever possible, to assist social enterprise suppliers in their pipeline planning
- In some cases, large contracts should be divided up into smaller contracts, so that social enterprises can bid to deliver work locally across smaller regions rather than requiring nationwide or international delivery
- An open dialogue between buying organisations and social enterprises can shed light on the circumstances under which the supplier would bid, and would also provide feedback on why they decided not to bid where invitations to bid were declined

Collaboration with existing supply chain partners can open up opportunities for social enterprises as sub-contractors

In many cases, the natural place for a social enterprise supplier within the supply chain of a large corporation will be as a Tier Two supplier (subcontractor to an existing Tier One supplier) rather than as a direct supplier. This is especially true of buying organisations with a highly centralised procurement function, as opposed to companies with highly localised or project-based procurement.

Buy Social Corporate Challenge partners have expanded the social procurement market by bringing their existing supply chain partners on board. Dialogue and collaboration with existing suppliers have resulted in many more opportunities for social enterprises. Some of our corporate partners have achieved significant levels of Tier Two social enterprise spend by including specific social value and social procurement requirements in their tenders. Timing is also key, and one of our partners noted that there is no better time to focus a Tier One provider on social spend than when they are bidding for work.

Addressing the challenges around capacity at B2B social enterprises

Social enterprises working in the corporate market and wishing to scale up their operations see one specific barrier standing out above all others. Again and again, the main barrier mentioned in our annual survey of social enterprises is capacity. A common comment is that their team size is too small to be able to fully capitalise on the potential opportunities from corporate clients.

This is sometimes on the delivery side of the business and sometimes on the business development side, or in some cases it is both. On the business development side, some of the social enterprises specifically flagged up the difficulties in generating and converting leads when a small team is attempting to navigate a large, complex corporation and reach the key decision-makers or budget-holders.

Some social enterprise suppliers have taken steps to address this and increased the size of their teams – but the speed of recruitment and retention in an increasingly competitive labour market are themselves challenges, which need to be overcome. Some corporations are aware of these challenges, and have amended their tendering and onboarding processes, to make them more manageable for small businesses and social enterprises.

Collaboration and competition go hand in hand

Social enterprise demonstrates a better way to do business, and when it comes to social procurement, we see many examples of collaboration sitting alongside the usual competition.

A number of social enterprises have partnered to collectively offer cleaning services across a wider region than would have been possible otherwise by any of the organisations working alone. A prospective client indicated that it was looking for national coverage from a cleaning supplier. National coverage has not been possible on this occasion, but four social enterprises that each serve one city or region in central England ([Argonaut Community Enterprises](#), [Jericho](#), [Radiant Cleaners](#) and [Upbeat Clean](#)) have submitted a proposal to this client for the group of social enterprises to deliver the service in a uniform manner across the whole Midlands region.

There has also been a broader sharing of information and resources across this group, including information on prospective clients and approaches to business development. The group acknowledge that a “social enterprise mindset” has helped them to put this partnership in place.

On the buyer side of the market, the four companies from the insurance sector (AXA, LV=, NFU Mutual and Zurich) have set up a separate forum to allow those within the same industry to share experience, knowledge and lessons learned. Together, these partners are exploring options to approach relevant social enterprise suppliers as a collective with potential business opportunity. There are also discussions around how other insurance firms can be approached with success stories, to promote social procurement across the industry more widely.

Why are so many social enterprises getting onboard with social procurement as suppliers?

The many benefits of becoming a supplier to the corporate market

Trade with corporate clients can obviously be valuable in helping to improve a supplier's financial sustainability. Social enterprises often tap into donations and grant funding as part of their income mix, but a successful B2B trading relationship will usually provide a much more reliable and sustainable revenue stream. However, social enterprises supplying to Buy Social Corporate Challenge partners also reported many other benefits beyond revenue, which are detailed in the following table.



Traco

Benefits to Social Enterprises of working with Buy Social Corporate Challenge clients

Benefit	strongly agree/agree
We made changes to our marketing approach	87%
We learned how to engage more effectively with corporates	84%
We secured new contracts with other companies from having corporates in our client list/references	77%
We extended our range of products/services	61%
We made changes to our products/services	61%
We began to consider additional geographical areas for our operations	55%

A trading relationship with a Buy Social Corporate Challenge partner often moves onto a broader partnership including a valuable exchange of knowledge and support. Some of our corporate partners have created upskilling or capacity-building programmes, to support social enterprises to scale up their operations. In some cases, they have provided equipment free of charge to their social enterprise suppliers. They often provide additional support or flexibility to social enterprises that are navigating the corporation's contracting and onboarding processes.

Why are so many mainstream businesses getting onboard with social procurement as buyers?

The changing nature of procurement

Procurement is changing. As a business function, procurement has traditionally focused on minimising cost and risk. Forward-thinking business leaders now see procurement as a strategic function, which can add genuine value to the bottom line and contribute to the delivery of positive social and environmental impact. This has led to the emergence and growth of "social procurement": the process of companies proactively selecting social enterprises as suppliers for goods or services, leveraging their scale and existing business spend to generate social value.

As it takes advantage of existing business spend, social procurement does not necessarily mean higher costs. It is an attractive proposition to an increasing number of companies, because its implementation is relatively straightforward – and it brings a wide range of benefits. The table below shows which benefits were most valued by Buy Social Corporate Challenge partners over the last 12 months, according to our annual survey.



Community Wood Recycling

Benefits to Buy Social Corporate Challenge partners of working with Social Enterprises

Benefit	strongly agree/agree
Sourcing from social enterprises has increased supplier diversity	95%
Sourcing from social enterprises has supported business values and purpose	95%
Sourcing from social enterprises has created external recognition	86%
Sourcing from social enterprises has enhanced engagement within the procurement team	82%
Sourcing from social enterprises has raised awareness of procurement function with business leadership	73%
Sourcing from social enterprises has improved environmental sustainability in supplier base	73%
Sourcing from social enterprises has brought innovation into the supplier base	59%
Sourcing from social enterprises has increased Tier 1 supplier engagement	55%

Social enterprises are comparable to other businesses on cost and quality

Our Buy Social Corporate Challenge partners are asked each year how current social enterprise suppliers compared with other suppliers, in financial terms as well as on product or service delivery. Every year, the results demonstrate that buying organisations do not need to compromise on cost or quality when they choose to source from social enterprises. The year seven survey was no different, with the majority of Buy Social Corporate Challenge partners reporting that their social enterprise suppliers are comparable to other suppliers on cost and quality.

75 per cent of corporate partners reported that social enterprises were comparable on price, or that they brought a cost saving when compared with other suppliers. 95 per cent reported that social enterprises were comparable on quality, or delivered higher product or service quality when compared with other suppliers.



ABC Life Support

75%

of corporate partners report that social enterprises are cost neutral or cheaper when compared with other suppliers



95%

of corporate partners report that social enterprises deliver comparable or higher quality compared with other suppliers



Social enterprise suppliers introduce agility and innovation into supply chains

A benefit highlighted in the corporate partner survey was the innovation inherent in the way social enterprises operate. 59 per cent of Buy Social Corporate Challenge partners agreed that “sourcing from social enterprises has brought innovation into the supplier base”. It was acknowledged that social enterprise suppliers can inspire new ideas and approaches within the business.

In some cases, social enterprise suppliers have introduced circular economy principles into the delivery of products. Paint360 is a social enterprise employing people with barriers to employment who re-engineer water-based paint into new decorative coatings. The firm has worked with a number of Buy Social Corporate Challenge partners, and now offers clients joint specifications that meet whole life targets with a blended approach, while organising the uplift and recycling of any unused paint and empty paint pots. A closed loop recycling process ensures that the empty paint pots are turned back into new paint pots, saving further embedded carbon.

Serious Tissues provides the UK’s first carbon neutral toilet roll. Following discussions with clients and prospective clients, the team is introducing a process whereby waste paper will be collected from offices and used to produce toilet paper, which is then delivered back to the same office. The process is initially being trialled and supported by CBRE, and the aim is for it to be rolled out much more widely across the firm’s client base.

In partnership with customers, Connection Crew have driven a circular agenda in their delivery of exhibition stands through their inhouse production team, Stitch. They used infinitely-recyclable aluminium framing, recycled flooring, re-usable stand components and living walls, which helped them achieve 81 per cent of materials being reused materials in their exhibition stands for Johnson & Johnson in 2022. This work also provided 930 hours of direct employment, helping Connection Crew deliver on their social mission to support people with experiences of homelessness or difficulties accessing the job market.

Social procurement brings external recognition, especially from Government

Our corporate partner survey reveals, as always, that expectations from key stakeholders (including colleagues and clients) are prominent drivers for social procurement. This year, 86 per cent of our corporate partners agreed that “sourcing from social enterprises has created external recognition” – an increase on the previous year’s 69 per cent. The survey responses suggest that one particular stakeholder group (Government) has more influence than in previous years. Survey results mention “increased interest from Government”, “Government targets” and “public sector frameworks” as reasons for participating in the Buy Social

Sourcing from social enterprises supports corporations to achieve their broader goals on diversity

This year’s survey showed that 95 per cent of Buy Social Corporate Challenge partners agreed that “sourcing from social enterprises has increased supplier diversity”. This is an increase on the already high figure of 81 per cent from the previous year’s survey.

The drive for inclusive and diverse supply chains comes from the expectation that companies should aim for a

Engaging with social enterprises is helping companies to succeed in the war for talent

Our annual survey showed that sourcing from social enterprises has enhanced engagement within the procurement team at more than 80 per cent of Buy Social Corporate Challenge partners. For the first time, “developing team skills and talent” surpassed “delivering cost savings” as

Corporate Challenge. One respondent noted that public sector requirements on social value are feeding down into the wider economy, prompting corresponding social value requirements within private sector tenders and contracts. In the UK, the Public Services (Social Value) Act has been in force for more than ten years and now influences almost £100bn of public sector spending annually. The significant weighting on social value applied on many Government contracts means that social value performance can now make the difference between winning and losing a tender. In the EU, the new Corporate Sustainability Reporting Directive (CSRD) will take effect for the largest, listed companies as early as fiscal year 2024.

supplier base that reflects the diversity of the communities they operate in. Our latest [State of Social Enterprise report](#) underlined how social enterprises tend to be far more diverse in their leadership than other businesses:

- 47 per cent of social enterprises are led by women, compared to just 16 per cent of mainstream SMEs
- 14 per cent of social enterprises are led by a person from a racialised community (Black, Asian and Minority Ethnic backgrounds), compared to eight per cent of mainstream SMEs

the number one priority for Chief Procurement Officers in the [2022 annual report from Procurement Leaders](#).

The battle for talent is regularly mentioned as a significant business driver, and we decided to deep dive into this particular issue, asking Buy Social Corporate Challenge partners to expand on the link between social procurement and staff engagement; below are some of the comments.

“One of the benefits to Nestle of being part of the Buy Social Corporate Challenge is internal employee pride. By working with social enterprises, our colleagues can see that we are helping to make a difference and this work helps in terms of attracting and retaining talent.”

Robin Sundaram, Community Regeneration Lead, Nestle

“Partnering with social enterprises helps with engaging our frontline teams to drive our purpose-driven business approach. We take our responsibility towards both sustainability and social value with utmost seriousness and therefore investing in partners with a mission-based agenda enables individuals across CBRE to think about their own personal impact potential.”

Amy Brogan, ESG Global Executive Director, CBRE

“At Zurich, we are passionate about using our scale and business spend to create social value. Our work with social enterprises is a very tangible example of that and it is a key differentiator for us among all our major stakeholder groups. Our social procurement work is particularly powerful in the way that it engages our people. As a business we have found that even small changes can make a significant impact and we would like to encourage as many businesses as possible to join us in engaging with social enterprises as supply chain partners.”

Phil Soderberg, Global Head of Procurement and Vendor Management (CPO), Zurich Insurance Company Ltd

“Working with social enterprises has a hugely positive impact on the procurement team and the wider business at Siemens. Colleagues and candidates are increasingly asking us what we are doing on the procurement with purpose agenda and challenging us to do more. On a personal level I am living the best years of my career and I absolutely love our social value work. It makes me proud to work for Siemens.”

Tony Saleh, SCM Sustainability Lead, Siemens PLC



Inside Job Productions

Supporting organisations' social procurement ambitions

Social Value 2032

SEUK was instrumental in helping pass the Public Services (Social Value) Act 2012, which places an obligation on public bodies to consider how the services they commission and procure might improve the economic, social and environmental well-being of the areas they operate in. Our Social Value 2032 programme marks the tenth anniversary of the Act and seeks to further expand its impact and influence. We have brought together key decision-makers in central and local government and a coalition of leading businesses to develop a roadmap on how we can collectively move towards 100% implementation of social value in the next 10 years. Find out more about the [Social Value 2032 programme](#).

Achieving our Buy Social Corporate Challenge £1 billion ambition by 2026

As this report shows, Buy Social Corporate Challenge partners have collectively spent more than £350m with social enterprises since 2016 – but we need to accelerate our progress if we are to achieve the programme's overall target of £1bn of procurement spend going to social enterprises by 2026.

Our roadmap to achieving the programme goal is to see a 20 per cent increase in spend with social enterprises across the

board year-on-year between now and 2026. We would like to thank the 30 Buy Social Corporate Challenge partners for their ongoing commitment, and we look forward to working together to achieve further success wherever we can in the years to come.

Social Procurement Connect

The Buy Social Corporate Challenge has supported large corporations to source from social enterprises since its launch in 2016, and in 2022 we launched a new social procurement service to capitalise on the increasing interest in social procurement. [Social Procurement Connect](#) provides social sourcing support to a much wider range of buying organisations, including private sector companies, public sector bodies, higher education institutions, social housing providers and civil society organisations.

In some cases, Social Procurement Connect participants are in the supply chain of Buy Social Corporate Challenge partners, thus extending the reach and scope of social procurement further across the business community. We are also delighted to see that a number of large social enterprises are signing up to Social Procurement Connect, which means that some organisations are now operating on both the buyer and supplier side of the social procurement market.

Buy Social Europe

[Buy Social Europe](#) expands our work internationally, supporting global corporations to engage with leading social economy suppliers across the EU and Switzerland region. Currently, six Buy Social Corporate Challenge partners (AstraZeneca, CBRE, Johnson & Johnson, SAP, Siemens and Zurich Insurance Group) have signed up to also work with us on Buy Social Europe. [Euclid Network](#) and [Social Enterprise World Forum](#) are supporting Buy Social Europe as strategic partners and the programme is delivered in partnership with in-country partners [Social Entrepreneurship Netzwerk Deutschland](#), [Social Enterprise Republic of Ireland](#), [Social Enterprise NL](#) and [Social Entrepreneurship Schweiz](#).

We have helped our corporate partners to identify the social economy suppliers that they already have in their supply chains and introduced new suppliers through our dedicated supplier database and events programme. September 2023 will see the full public launch of Buy Social Europe.

New partnerships

We would be delighted to connect with any organisations interested in social procurement. Contact us at socialprocurement@socialenterprise.org.uk to find out more, or to discuss how we could work together to help achieve further progress on any of our social procurement initiatives.



Argonaut Community Enterprises

About Social Enterprise UK

Social Enterprise UK (SEUK) is the UK membership body for social enterprises.

We lead the world's largest network of businesses with a social or environmental purpose, working together to create a fairer economy and a more sustainable future for everyone. We exist to be a strong voice for our social enterprise, demonstrating the difference that mission-led businesses are making in the world and influencing decision-makers to create an environment where this way of doing business can thrive.

We campaign on behalf of the social enterprise community, having led public policy for decades and helped to pass the Social Value Act (2012), using the mounting evidence from our comprehensive research to make the case for change. We drive cross-sector collaboration, working with private companies and public institutions to bring social enterprises into their supply chains, helping any organisation to create positive social and environmental impact.

Find out more and join the community at www.socialenterprise.org.uk.

Company number 4426564. The Social Enterprise Coalition CIC is a community interest company limited by guarantee registered in England and Wales, trading as Social Enterprise UK (SEUK).

THIS REPORT

This report was written by Andy Daly with the support of Charlie Wigglesworth, Francesca Maines, Jennifer Exon and Nichola McAvoy from Social Enterprise UK.

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