Social Enterprises and Sustainable Procurement
Sustainable Procurement Policy 2009

- Procurement decisions consider the benefit to the environment and the social fabric of Nova Scotia.

- Every capable Nova Scotia supplier has the opportunity to do business with the government.

- Emphasis on obtaining best value in provincial procurement.
Provincial Government Purchasing From Social Enterprises

Following approval of sustainable purchasing policy:

• Began by looking at what we currently purchase from Social Enterprises.

• Looked at what Social Enterprises offered.

• Promoted purchasing from Social Enterprises in government wide training for administrative staff.

• Significant opportunity when considering the collective volume of provincial purchasing.
Purchasing from Social Enterprises

Examples of Goods & Services:

- Woodworking
- Parts/Kit/Document Assembly
- Goods for Protocol Office
- Document and printing functions
- Specialty and identity consumer products
- Catering
- Maintenance services
Recent Purchasing from Social Enterprises

Recent examples of services contracted from not for profit social enterprises:

• NS Environment - Environmental Home Assessment Program delivery
  • RFP limited to Social Enterprises.
  • $260,000 p/a divided among 4 groups around province.

• Energy Efficiency Kit assembly
  • Alt-P to Halifax-based Social Enterprises.
2011 – Social Enterprise Strategy

- Linked nicely with existing work.
- Provided an opportunity to work with Social Enterprises.
Can we Purchase from SE?

The Procurement rules say yes ...

Government Purchasing is governed by:

- Trade Agreements (APA, AIT, CUSPA etc.)
- Public Procurement Act (2011)
- Sustainable Procurement Policy (2009)
In a Nutshell

There is a great deal of support for purchasing from Social Enterprises

• Trade Agreements have exemptions for purchasing from “non-profits”, “philanthropic institutions” or purchases from “persons with disabilities”.

• Public Procurement Act provides high level support for purchasing from Social Enterprises.

• Provincial Sustainable Procurement Policy provides policy support and specific tools.
Social Enterprise Procurement Services Working Group - 2012

Mission:

To develop a working group that can solicit input from social enterprises and other government departments who work with them so that we can create a friendlier business environment and assist social enterprises who wish to sell goods and services to the public sector.
Social Enterprise Procurement Working Group

• Hosted/facilitated by Procurement Services.

• Membership from Government Departments and Social Enterprises.

• Our main question ... How can we help social enterprises do business with government?
What the WG did ...

• Looked at issues and opportunities.

• Looked at purchasing “rules”.

• Developed objectives that support both the Sustainable Procurement Policy and the Social Enterprise Strategy.
Issues and Opportunities

• Social Enterprises do not understand how government procurement works – can’t easily see the opportunities.

• Dept’s don’t know what Social Enterprises are out there and what goods and services they can provide.

• More specifically, the right people in the right Dept don’t know what Social Enterprises can offer.

• Dept’s are unaware that they can have competitive bid process that is limited to Social Enterprises.
Social Enterprise Procurement Services Working Group - 2012

Goals:

• Promote awareness of government’s purchasing procedures among Social Enterprises.

• Promote awareness of social enterprises to internal government staff.

• Disseminate information on how social enterprises can do business with government.

• Work with groups who are cataloguing the goods and services that social enterprises provide on the market.