

PwC's engagement with social enterprises

Why, how ... and some challenges

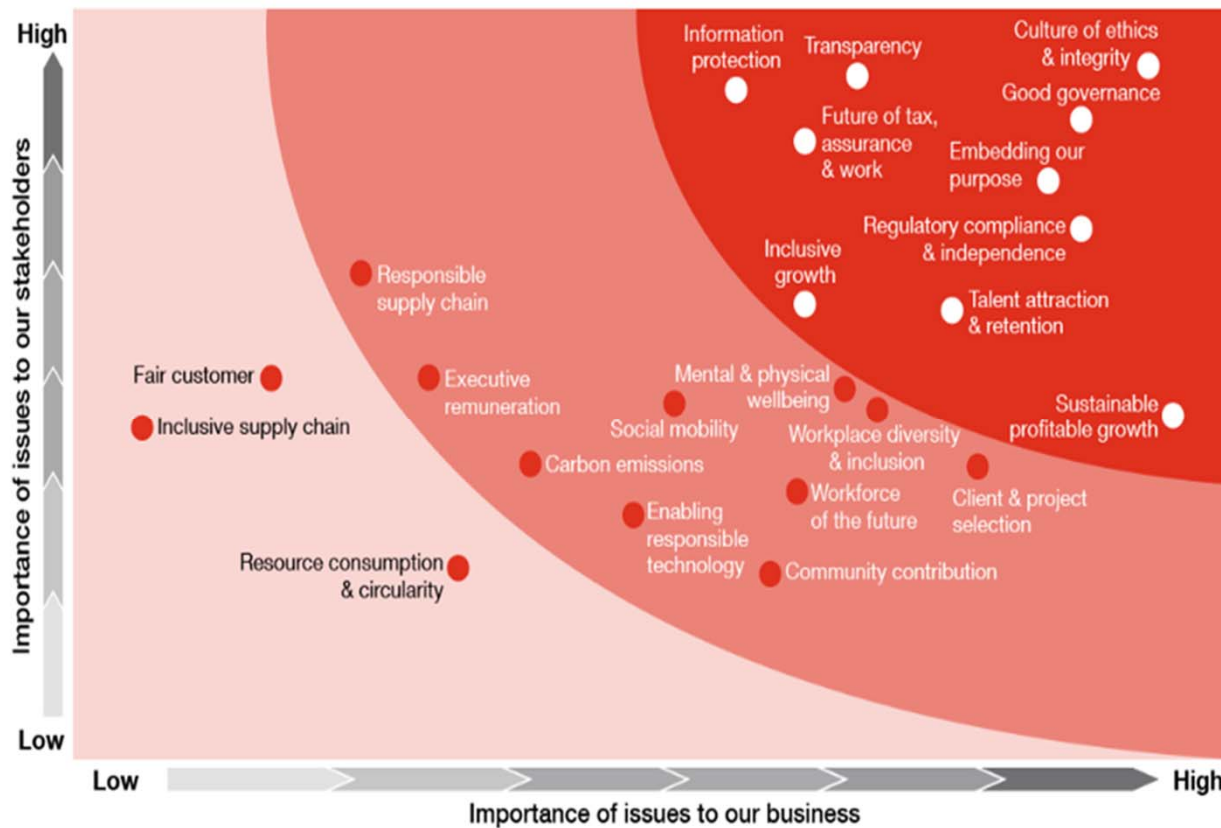
November 2021

Jeremy Willis, UK Director of Procurement



Why: It aligns with PwC's Purpose

“to build trust in society and solve important problems”



The social enterprise agenda is strategically important in supporting our reputation and position in the marketplace:

- embedding our purpose
- talent attraction & retention
- supports social mobility
- enhances community contribution
- minimises resource consumption
- supports circular economy
- develops an inclusive supply chain

Why: It supports my Procurement objectives

*“to use our talent and expertise to enable PwC to **enhance its reputation, create more value, and be relevant for the future**”*

Enhance its reputation

- Manage supply chain risk (bribery & corruption, modern slavery, carbon management, zero waste to landfill, single use plastics)
- Fair payment practices
- Being the ‘customer of choice’
- Thought leadership

Create more value

- Drive commercial value – either through savings or cost avoidance
- Enhance service quality or capture more ‘value add’
- Achieve synergy across other service lines

Relevant for the future

- Market leading service provision
- Aligned to firm’s strategic direction
- Contemporary supply chain sustainability (circular economy, social value creation)



Why: Social Enterprises deliver unique value

- access to innovation, diversity and creativity
- agile, committed business partners
- cost effective
- creates social value; minimises environmental footprint
- demonstrates our values & purpose to our customers

Enhancing reputation: creating more value: being relevant for the future

A truly engaging agenda for procurement!

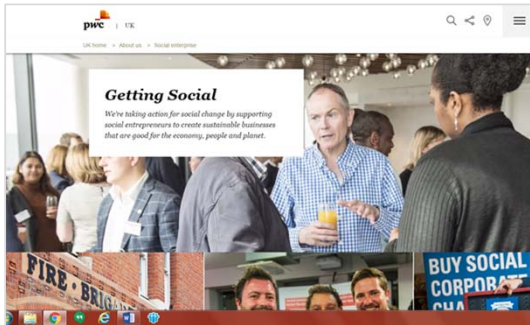


How: We committed to the Buy Social Corporate Challenge

- Social Enterprise UK (SEUK) initiative in partnership with the Department for Digital, Culture, Media & Sport
- A pledge by businesses to increase access to the supply chain for Social Enterprises
- Business set a target (as a group) of achieving £1 billion of procurement spend with social enterprises by 2020
- All businesses responsible for acting as advocates for their industry sector and raising awareness across their business
- Have fair & accessible procurement processes



How: We've met that BSCC commitment in a number of ways



Buying Social microsite
(<https://www.pwc.co.uk/who-we-are/our-purpose/fair-trusted-business/buying-social.html>)



Convened 'dragons' den' events for SEs and BSCC corporates



Organised Social Enterprise Christmas Fairs across the UK



Breathe Arts Health Research

Videos to show impact of our support



Tagged social enterprise products in our offices to raise awareness

Finally: Some challenges ...

Sometimes it's not straightforward for Procurement:

- Procurement is not the 'buyer' – how can we further influence the business decision makers?
- Partnering with Tier 1 suppliers is key – many social enterprises will be their subcontractors
- How do we meaningfully map business demand to social enterprise capability?
- There aren't (yet) enough 'corporate ready' large social enterprise suppliers
- How do we work with existing social enterprises to help them grow & build capability with confidence



Thank you!



The Melting Pot