



# Regional Procurement and Economic Impact Programs

Driving regional economic and social impact through a collaborative approach to strategic procurement

A regional approach to identifying and responding to opportunities to deliver on social and local economic objectives through enhanced strategic procurement practice.  
**Key objectives of these programs include:**

## Growing jobs and the regional economy



Maximising the impact of local spend on job creation and regional economic development

## Growing jobs for target communities



Delivering jobs for disadvantaged community members through social procurement

## BACKGROUND

Organisations around the world are increasingly realising the social, economic, and employment impact they can have, through a commitment to incorporating Social Procurement and Workforce Development into their project and process design, and practice.

In Australia, Governments at Federal, State and Local levels, public sector agencies, and leading private sector organisations are working with suppliers across the supply chain to maximise the achievement of social, economic, and employment objectives through both major projects and routine procurement.

ArcBlue have been at the forefront of social procurement development in Australia for several years. As one of Australia's leading procurement specialist organisations, and the Co-founder of Social Procurement Australasia (2013), we bring our consulting, training and analytics expertise, tools, and experience into this exciting and growing area of activity.

**Social Procurement Australasia (SPA)**  
[www.socialprocurementaustralasia.com](http://www.socialprocurementaustralasia.com)

ArcBlue is a co-founder of SPA. SPA is a group of individuals and organisations who believe in the extraordinary potential of procurement to deliver social impact.

SPA focus on raising awareness of social procurement and linking interested people to the information and resources needed to socially procure.

# Regional Procurement and Economic Impact

## Program Overview:

The program is based on the successful **Regional Economic and Social Impact Methodology** model developed by procurement specialists ArcBlue Consulting

### Key Steps:

#### Establish Partnership of Regional organisations

- Workshop with key stakeholders to confirm key participants: e.g. State/ Fed Gov't, Councils, Health, Water Authorities, Universities, ICN, key agencies
- Presentations to these key target participants to gain formal commitment
- Detailed Program planning

#### Develop Regional Social Procurement and Economic Impact Plan

- Opportunity Analysis Workshops with individual participants
- Regional Workshop with all participants and the Steering Group
- Draft of the Regional Social Procurement and Economic Impact Plan
- Plan presentation to key stakeholders
- Finalisation of the plan, resources, roles and responsibilities

#### Measuring job creation and economic and social impact

- Establishment of key measures and reporting requirements
- Dashboards and Data Collection Portal development
- Establishment of on-going review and reporting framework



#### Regional Impact and Procurement and Project Assessment

- Local and Social procurement organisational maturity assessment
- Documentation and current practice review
- Upcoming project and spend profile surveys
- Stakeholder interviews/ workshops
- Data collection categorisation and Dashboard development
- Economic modelling to demonstrate impact and support prioritisation

#### Implement Regional Social Procurement and Economic Impact Plan

- Implementation of plan, e.g. Regional toolkit and guidance
- Education Program for buyers and suppliers
- Partnership establishment with key institutions and local agencies
- Stakeholder workshops, document review and update
- Organisational support for project design and delivery
- Project pipeline – tools and system implementation

## Case Study:

The G21 Region Opportunities for Work (GROW) Program



### Challenge

- Significant unemployment and economic disadvantage in the Geelong region, worsening due to industry closures
- A shared commitment to delivering sustainable and systematic change
- Funding for a Cross-sector Program to use social procurement to deliver local economic benefit and jobs for disadvantaged residents.

### Approach

Working with the GROW Program, ArcBlue developed and led the on-going implementation of the Social Procurement Program from 2014, working with 50 public and private sector partners in the region. Activity including:

- Spend analysis, economic modelling, and Dashboards to demonstrate opportunity and track progress
- Setting up and facilitating Network and Industry Groups
- Developing and supporting application of the Social Procurement Toolkit
- Training and Organisational Development Programs
- Project development and implementation support



### Results

- Significant buy-in and additional funding has been received to implement the program.
- Social Procurement Network and Industry Working Groups established
- Detailed economic modelling completed – 5 year target to add \$1bn and 2,500 jobs through social procurement
- Over 50 organisations signed on to the Regional 'Compact', incl: State/ local government, universities, hospitals, utilities, construction and manufacturing firms etc.
- Local spend and jobs for disadvantaged communities now being required and delivered across sectors and in major projects and 'routine' expenditure
- Impact tracking and visualisation being rolled out across all participants



Discover how ArcBlue can collaborate with you

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