

THE MONTREAL STORY:

L'économie sociale,
j'achète!

A social
procurement
case study

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What Happened



A pilot project involving 27 social economy enterprises and 7 major public institutions is implemented by the Conseil d'économie sociale de l'île de Montréal.

Training and supports are provided for social economy enterprises.



Public institutions are mobilized both politically and administratively.

Networking between social economy enterprises, and major public and private institutions is facilitated.



The initiative *L'économie sociale, j'achète!*—including the social economy enterprises and the anchor institutions involved in it—is promoted.



The pilot project was evaluated, and a second cohort of 38 social economy enterprises and more than 19 public and private institutions join CESIM's initiative.

L'ÉCONOMIE SOCIALE:
J'ACHÈTE!





Learning Opportunities



Use an **intermediary** to create and build connections between social economy enterprises and anchor institutions.



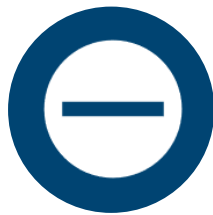
Have a **structured and systematic approach** to the soliciting of tenders and the demonstrating of social value.



Focus equally on supply and demand: support social economy enterprises, as well as support public and private institutions to build the strength of the social economy.



Ongoing Challenges



Regulations and policies surrounding the awarding of contracts are hindering the progress of social procurement.



Traditional practices in tendering processes often create barriers for social economy enterprises to bid.



Social economy enterprises do not always have the **capacity** to supply the volume of goods and services required by large public and private institutions.



Large institutions have **hundreds or even thousands** of suppliers—the 38 social economy enterprises in the initiative are not sufficient for substantial change in procurement policy.



- The pilot project has signed more than 200 contracts, with a total value of \$2.5 million.
- More than 300 business contacts have been identified, of which 40% are new contacts.
- The movement continues to grow as it gains reputation, and the number of participating institutions has increased to 19 from 7.
- Social economy enterprises are better equipped to contract with large institutions
- A network has been created for exchanges, collaboration, and inter-cooperation for Montréal's social economy enterprises participating in the initiative.

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Buy Social Canada works with social enterprises to increase their business opportunities and grow their social impact.

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