

SUPER

\\SOCIAL PROCUREMENT
SUPPLIER READINESS\\

PROCUREMENT

TRAINING FOR
SOCIAL VALUE SUPPLIERS

/Become bid ready

/Grow your impact

/Learn and connect with others

A 4 week virtual training with
interactive activities,
customized coaching and the
final result - your own bid book!



Funded in part by the Government of Canada's
Investment Readiness Program

Canada

Reach your procurement potential with the Buy Social Canada 'Procurement for Social Value Suppliers' workshop. This four-week, in-depth training will teach social value suppliers about the intricacies of procurement and the skills to access growing demand for social value in procurement.

'Procurement for Social Value Suppliers' is a hands-on learning experience where you will finish the program with foundational tools to bid for contracts. Topics that will be covered include finding opportunities, responding to bids and telling your social value story. Each week will comprise of a two-hour session hosted online.

IS THIS TRAINING RIGHT FOR YOU?

- You are a **social value supplier**. You could be a social enterprise, a diverse-owned business or you could incorporate social value creation in your business activities.
- You **sell goods or services** which can be bought by businesses, governments or institutions. These purchasers are thinking about your social value creation when they consider what to buy.
- You are ready to learn about procurement and **grow into opportunities** that can mean big contracts, and therefore big social value creation!

WORKSHOP FORMAT

- Two-hour sessions via zoom, once per week for 4 weeks
- Recorded sessions for future reference
- 1-2 hours of homework each week
- Private cohorts of up to 20 people for optimized learning experience
- Finish the course with a bid library and the skills to find and win contracts

WORKSHOP OUTLINE

- **Session 1** - Learn about the procurement process, what it is and how your organization can fit in. Assess your procurement readiness in five key areas.
- **Session 2** - Learn how to find and grow opportunities. Look at different bid portals and how you can build relationships with potential buyers. Take a bid a potential bid opportunity and decide to bid or not to bid.
- **Session 3** - Stories are key to convey your social value to potential purchasers. Learn different ways to tell your story and start to write a social value story with a classic story structure.
- **Session 4** - Once you find an opportunity the bid process, bid writing, strategies to deliver and measuring your impact are all key areas to make sure you are ready to sell with impact.

"I would say it's essential for any start-up social enterprise."



"Effective tools, strategies and coaching to help a supplier navigate the bidding process in Canada."

"If you've ever wondered, 'How do I get started with submitting RFPs for bigger contracts?' SUPER training is a valuable resource to learn from experienced, dedicated Social Value experts who understand and engage with the unique needs of social enterprises and social purpose organizations in a tangible, supportive and interactive workshop setting."

BOOK A COHORT

- Private cohorts available for up to 20 people
- Cohort includes:
 - 4 virtual workshops
 - Session recordings
 - Online learning resources
 - Worksheets and templates

FIND OUT MORE

The SUPER Project (Social Procurement Supplier Readiness) is led by Buy Social Canada, and the development of this training was funded in part by the Government of Canada.

Please contact raesa@buysocialcanada.com if you have any questions.