

Social

Traders

Unlocking business for good

Supplier Development Program

— Enhance capability, amplify impact



Growing social enterprises, driving social performance

As a leading industry body in social enterprise and social performance, we know the sector.

Social enterprises are businesses that exist to create positive impact for people and planet. They have purpose at the heart of what they do.

Organisations are partnering with social enterprise for various reasons — policy requirements, stakeholder expectations, or competitive tenders. But the main benefit is their ability to deliver social impact along with the quality goods and services they provide.

As diverse suppliers, they have immense potential and with the right support, they can significantly enhance their capacity and competitiveness.

The Supplier Development Program is an opportunity for your organisation to invest in social enterprises through knowledge sharing, mentorship, and upskilling. Your organisation help them unlock larger commercial opportunities, create more impact with you and grow.

Together we can create a thriving social enterprise sector and change the way business is done. Use your purchasing power for good to deliver social value with every dollar spent and create a fairer, more inclusive and sustainable Australia.

Mirvac, a leading ASX-listed property group, is a founding partner of the Supplier Development Program and due to its success, Mirvac has continued to run multiple programs to deliver on their social performance objectives.



Social enterprise help to build the knowledge and skills needed to drive meaningful change in our communities. Our aim is to empower these social enterprises to scale-up, so we can do more business with them and in turn, they can grow their business.

Buying from suppliers who make a positive social impact allows us to use our purchasing power for good.

Sarah Clarke,
Mirvac Group General Manager,
Sustainability



[Hear from Sarah](#) ↗





Program benefits to your organisation

- Deepen employee understanding of social enterprises
- Improve your social procurement maturity
- Boost employee engagement and retention with meaningful skilled-volunteering
- Create a thriving social enterprise sector to scale positive impact
- Take your social procurement to the next level
- Demonstrate your leadership in social performance to clients and customers
- Develop genuine partnerships with Social Traders expert support

Key features of the program

- Bespoke program logic and measurement framework to track and report on program success
- Internal staff engagement through training and mentoring
- Activities include diagnostic support, advisory sessions, mentorship, dedicated account management, promotion, introductions, and access to networks

Program overview

The Supplier Development Program is a 12-month program that's designed to align with your business strategy and co-created with you.

Stage 1: Pre-program

- Design bespoke program logic and measurement framework aligned to your organisation's strategic objectives
- Establish expression of interest criteria

Stage 2: EOI & Diagnostic

- Expression of Interest (EOI) opens inviting certified social enterprises to apply
- Selection and interview process to finalise participants in the program
- Social enterprise participants complete baseline data collection and diagnostic

Stage 3: Advisory

- Program activity commences with advisory for social enterprises led by Social Traders

Stage 4: Mentoring & Connections

- Mentor sessions commence between participating social enterprises and mentors
- Social Traders focus on social enterprise connections and introductions to market opportunities

Stage 5: Report

- Assess outcomes of the program and share with internal and external audiences

Program activities

Your organisation

- Monthly check in meetings with Social Traders
- Quarterly progress meetings with your wider team and Social Traders
- Mentor connections to relevant social enterprises
- Final event to showcase cohort and activities to wider internal audience
- Co-branded external impact report highlighting the benefits of SDP
- Video case study
- Participate in skilled volunteering, facilitate additional industry specific advisory sessions

Social enterprises

- Diagnostic support, advisory and mentor sessions
- Social Traders account management
- Promotion and introductions to Social Traders member network
- Access to events and networking opportunities
- Access to Social Traders referral partner network for specialised support
- Cohort connections to like-minded social enterprises
- Video case study
- Final event to showcase capability to internal audience



There are a lot of social enterprises out there that are already successful and ready to go now. And it just takes core strategic partners, to be able to give them that opportunity to grow at a much more sustainable rate - rather than continuously going in hard tendering. Social enterprises need partners to be able to give that consistent workload.

Kase Jong, Regional Operations Manager VIC

Construction at Mirvac

 [Hear from Kase ↗](#)



It's been a great experience being a part of the Supplier Development Program. It has facilitated many learnings and great conversations with staff that has uncovered many more pathways to work with large buyers.

Our team has learnt a lot from this, and we will continue to use our new knowledge to increase our impact.

Ninna Larsen, Reground

 [Hear from Ninna](#) ↗

Ready to enhance your social performance?

— Get in touch today and find out how this program can work for you.

Abigial Peak, Head of Innovation

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Social

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