

Purchasing for People – Programme Outline

Objectives:

- To train buyers and commercial teams on responsibilities in the supply chain.
- To build awareness on how buyers’ decisions can have impacts on people and communities in the developing world.

Contents:

Time	Element
20 mins	Stakeholder expectations The buyers’ influential position. Understanding the expectations of business from NGOs and Government.
20 mins	The business case Good purchasing practices as drivers for quality and cost. Retaining a loyal workforce. Sustainability of supply. Meeting customers’ expectations. Increasing the value of the brand.
15 mins	Making a difference in the supply chain Considering the workers in your supply chain. Impact of export industry income on workers’ lives. Measuring the ‘economic footprint’ of your supply chain.
10 mins	Video: Kenyan green bean supply chain Discussion on video.
10 mins	Negative effects in the Supply Chain Considering the impact of business decisions on workers.
15 mins	Next Steps for Buyers Discussion

Materials contain:

- Powerpoint slides: see samples below
- Video
 - Video describing the Kenyan green bean supply chain. Adapted from COLEACP video.

Purchasing for People is funded by:



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Purchasing for People developed from an IIED/NRI/DFID project ‘Small-scale producers and standards in agri-food chains’



Purchasing for People:

Development in the Supply Chain

impactt

Sample slides for full materials contact Lindsey@impacttlimited.com

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Purchasing for People

- What are we talking about?
 - Supply chains: from developing world
 - Understanding the involvement of workers in your supply chains
 - Understanding the influence you have over the lives of people in your supply chains
 - Ensuring that you take those people into consideration when you take business decisions

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Business Case

○ ‘Top of mind’ for Food industry’s CEOs:

“Looking ahead...ethical sourcing will figure prominently as a sector issue since it brings together a number of public concerns like the environment, human rights and development in poorer countries.”

(CIES – The Food Business Forum, 2007)

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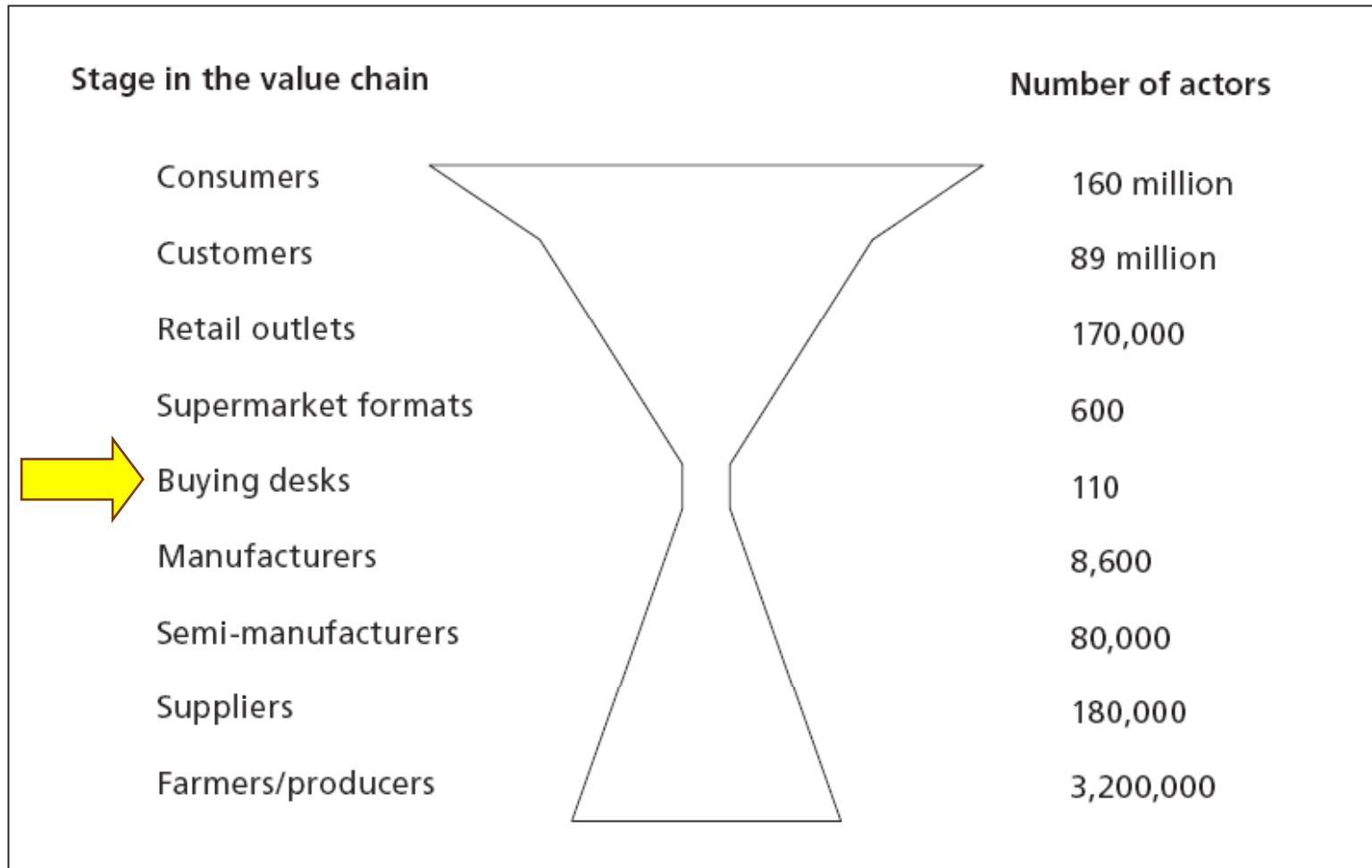
Purchasing for People?

- Why are we talking to you?
 - You are the link in the chain between retailer and supplier
 - You are considered to be influential:
 1. NGOs targeting buyers and company's purchasing practices
 2. Government focusing on the importance of 'trade not aid'
 - You hold significant power in the supply chain

Sample slides for full materials contact Lindsey@impacttlimited.com



The supply chain 'bottleneck' in Europe



Source: Grievink (2002). Sample slides for full materials contact Lindsey@impacttlimited.com

Making a Difference

- Considering the people working in the supply chains.
 - Where do they work in the supply chain?
 - What are their jobs?
 - Who do they support with their income?
- Understanding the quality of life of people working in the supply chain.



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Buyers' influence over workers

Considering the human face of business decisions



Workers' Lives

Billy Ndungu has been a farm worker for **20 years**.

- He currently has a steady job working for a farmer in central Kenya.
- The farm is part of a **cooperative**, producing green beans, sweet potatoes, coffee and sugar cane.
 - Billy works 8am-5pm, 6 days a week.
 - Billy supports his wife and two young children who live in his rural home.
 - He receives around **67 Ksh per day (49p)**.
 - An average family needs around **100 Ksh (73p)** per day just for food.
 - Other essentials are cooking fuel, soap, clothing, school books, medical fees etc.



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