



A partnership between French government and companies for social inclusion and sustainable procurement



Le Pacte Avec les Quartiers
pour Toutes les Entreprises



IMPACT
PURCHASING
TOUR



Le Pacte Avec les Quartiers pour Toutes les Entreprises

- On 22 May 2018, French President Emmanuel Macron called on businesses to "take their part" in the fight against unemployment and to involve companies in sustainable procurement
- **83 major groups** and **1400 SMEs** are already committed in the national PAQTE programme and are mobilizing their employees in a concrete way for social & economic inclusion



MINISTÈRE
DE LA COHÉSION
DES TERRITOIRES
ET DES RELATIONS
AVEC LES COLLECTIVITÉS
TERRITORIALES

*Liberté
Égalité
Fraternité*

The French Ministry for Territorial Cohesion and Relations with Local Authorities

IMPACT
OUR FUTURE IS SOCIAL



European Impact Investing Fund
& Platform

bpifrance



French Public Investment Bank



RÉPUBLIQUE
FRANÇAISE

*Liberté
Égalité
Fraternité*

AGENCE
NATIONALE
DE LA COHÉSION
DES TERRITOIRES



French National Agency for
Territorial Cohesion



AWARENESS: getting closer to young people attending schools in socially disadvantaged areas in order to make them aware of their careers



TRAIN: promote the professional inclusion of young people living in disadvantaged areas through work-study programmes



RECRUIT: open the doors to diversity and exclude any discrimination in recruitment



BUY: mobilizing public buyers and buyers from big companies in favor of socially-responsible procurement in order to meet impact entrepreneurs.



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- Qualified speed-meetings between buyers & suppliers
- Suppliers with a social and local impact: companies located in fragile territories (disadvantaged urban areas (politically defined), rural areas, overseas territories), or companies which specifically support people with disabilities
- Solidarity sourcing approaches for more socially responsible procurement

IN 2020:

- ✓ 7 events in various regions of France
- ✓ 154 buyers
- ✓ 245 suppliers
- ✓ 1032 speed-meetings
- ✓ 62 public buyers have participated

(various ministries, regional and departmental councils, Prime Minister's Offices, cities, metropolises etc.)

How and why public buyers participate

HOW?

The communication around the events is done thanks to PAQTE, our partners Gesat and EPSA, social media and word-of-mouth.

WHY?

1) Enabling public and private purchasers to meet and discover suppliers with a social and local impact (disability, integration, fragile territories) and to give concrete expression to their solidarity sourcing initiatives for more responsible purchasing.

2) An opportunity for social enterprises to offer their services to buyers who are aware of responsible procurement.

Examples of big companies participating



Examples of services that buyers are looking for

- Construction (structural work, technical studies, quality control)
- Finishing work (electricity, plumbing, partitions, heating, air conditioning, thermal and acoustic insulation, fittings, equipment)
- Facility management, concierge services and maintenance of green spaces
- Recycling, environment and waste
- Cleaning works
- Administrative and commercial management
- Communication and marketing
- Provision of staff

Questions for discussion

In your national & cultural context do you encounter the same approaches to procurement? (Buying locally, socially responsible)

Are you familiar with this conception of a politically defined disadvantaged neighborhood?

