

Environmental, Social, and Governance Practices

Delivery Format: LIVE Webinar

Course Structure: 4.5 Hours (Three 90-minute sessions)

Target Audience: Experienced individual contributors, Managers and Executives in Canadian public sector procurement

Price: \$12,750 for up to 25 participants – For pricing on a fully customized webinar, [contact us](#).

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Content

During this 3-part webinar series (90-minutes each), participants will explore how ESG is requiring different strategies and practices to support sustainable and responsible business decisions. The drive to Net Zero on emissions, with 2030 being a key milestone, most sectors are adapting new technical solutions to affect social impacts and meet long-term economic objectives.

The sessions will be based on the latest public sector best and leading practices and discuss the requirements for successfully managing supply chains with this emerging business strategy. We will look at the integration of an ESG framework and the options for the demand to consider from the supply side.

Participants will receive two publications. Plan It for Our Planet: Social Procurement Practices, Policies, Principles, and Plans for Supply the Chain; and Plug-In Planes, E-Trains, and Autonomous Vehicles: How ESG Practices are Changing the Purpose of Business.

The author of these books is our facilitator, Larry Berglund SCMP FSCMA MBA.

Part One: Environmental, Social, and Governance: Making the Supply Chain Transition

What is driving the global shift towards ESG? How does the Canadian public sector prepare and implement ESG into decision-making?

The public sector comprises one of the largest drivers on the demand side for goods and services. The definition of value superseded best price ages ago. The decarbonization of emissions and the transition to renewable energies requires concurrent private sector investments in scalable solutions. Social responsibilities and values have moved from aspirational benefits to core deliverables.

The circular economy, ESG, disruptive technologies, legislation, and consumer demands have converged where conventional practices must adapt. Accelerating the adaptation requires a strong signal from public sector governance that innovation and resilience are critical to our long-term competitiveness.

Learning Objectives:

- Review best and evolving practices and ESG Principles and values.
- Explore market leaders with innovation, examples of supply chain innovation, and engaging with suppliers.



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Since 1980, The Procurement School has been helping Canadian public sector organizations realize maximum value through their procurement and contracting activities.

Incorporating the latest developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

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- Identify priorities for implementation, and professional skills for an ESG perspective.
- Examine outcome metrics, tools for making assessments, and key drivers of ESG strategies.

Part Two: Making the Business Case for Implementation

Social procurement is a widely recognized approach to creating opportunities for people facing systemic barriers to employment; meeting stakeholder expectations to contribute to the local economy; and ensuring a diverse supply base. Social procurement supports a resilient supply chain strategy.

During this interactive webinar, participants will gain a clear understanding of how the principles of social procurement can be applied to deliver measurable results that can affect change. We will review myths and misunderstandings related to social procurement through pragmatic examples and real-life stories. We will also share objective results and models to measure tangible benefits of this procurement strategy while respecting the trade agreement obligations.

See how public sector procurement can move from making good deals, to making deals that do good.

Learning Objectives:

- Review the risks and benefits of social procurement.
- Differentiate between local sourcing and social value.
- Discuss procurement strategies to be inclusive of local goods and services.
- Develop a value-per-point model for objective evaluations.
- Explore how to measure the social return on investment.
- Review trade agreements for enablers of local economic development.
- Examine how procurement can affect social change.

Part Three: Supply Chain Policies: Taking a Policy to the Next Level

What's in your policy?

The purpose of a policy is to ensure the organizational values are represented in all agreements for goods and services. Policies reflect the values as determined by Councils and Boards. In order to manage the various demands which are ongoing in all markets, authority must be delegated across an organization. Delegating authority does not mean allowing individuals to impose their personal values, beliefs or assumptions in order to complete a transaction. Granting authority implies power and the responsibility to use it wisely.

For procurement, this means making apolitical commitments to achieve the organizational objectives following best and leading practices. Procurement plays an important oversight role to assess potential risks along with ensuring value for money which aligns with the policy. Oversight requires a working knowledge of competitive bidding obligations, case law, trade agreements, business ethics, approval processes, and procurement and sustainability competencies. Procurement policies need a unity in principles with consistency in practice.

Environmental interests and local benefits are increasingly becoming of greater importance in procurement policies. Where senior management teams view procurement as a means to get goods and services at a lower cost, they may lose sight of this resource to contribute to local social and economic development interests. Sustainable values and budgeting are not binary choices.

The trend in Canada is to implement procurement policies which focus on social impact and sustainability. There are two main ways of doing this. One is to draft a social procurement policy in singularity, which is



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intended to complement an existing procurement policy. Taking policy development to the next level means drafting a comprehensive policy which is inclusive of social procurement and the broader issues of ESG. The former method loses the gravitas of social impact and becomes a side issue within a policy; the latter method changes decision-making and behaviours which result in strategic objectives being realized.

Learning Objectives:

- Discuss the implications of an out-of-date policy.
- Understand what a policy should and should not include.
- Appreciate the challenges of updating a policy with ESG objectives.
- Review practices for implementing a revised policy.
- Review the need for a policy guide as a resource.
- Discuss the key components of a policy at the next level.

Additional benefits

- Complementary 1-1 short meeting between our project sponsor and our subject matter after the engagement ends to discuss any questions.
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