

# Course : Public purchasers, add value to your solidarity purchases

*Practical course - 3.5 hours - Ref. 9SO*

*Price : 370 € E.T.*

How effective are your solidarity purchases? A 3.5-hour workshop will help you to better understand the challenges facing your entity in terms of its CSR objectives and commitments, gain a better understanding of this ecosystem, and promote a solidarity-based public purchasing approach with the sheltered and adapted work sector.

## Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Evaluate its performance in terms of solidarity-based public purchasing from the Protected and Adapted Work Sector (STPA)
- ✓ Identify the key points of a responsible purchasing approach
- ✓ Know the tools for sourcing the various economic players
- ✓ Increase the number of STPA contracts.

## Intended audience

Public purchasers, public procurement managers, public procurement sustainable development officers, lawyers, disability officers, disability referents...

## Prerequisites

No special knowledge required.

## Practical details

### Teaching methods

3 h 30 of training-workshop. Group and individual workshops: analysis of reference documents for the public purchaser; choosing performance indicators; choosing purchasing categories to address the disability sector, sourcing and publishing set-asides. Quizzes at the beginning and end of the course.

## Course schedule

### PARTICIPANTS

Public purchasers, public procurement managers, public procurement sustainable development officers, lawyers, disability officers, disability referents...

### PREREQUISITES

No special knowledge required.

### TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

### ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more.

Participants also complete a placement test before and after the course to measure the skills they've developed.

## 1 Understand the issues involved in responsible versus socially responsible purchasing

- Define solidarity purchasing.
- Identify and integrate the issues according to the objectives and commitments made by the public purchaser.
- Measuring the achievement of objectives: choosing sustainable purchasing performance indicators.

### Hands-on work

Workshop: identify your organization's CSR policy objectives by reading the PNAD and SPASER. Identify appropriate performance indicators. Group discussions.

## 2 Creating value through inclusion

- Understanding the concept of subcontracting in the disability sector: 2005 law.
- Align your responsible purchasing strategy with your CSR commitments: CSR policy, SPASER...
- Influence the local economy.

### Hands-on work

Workshop: identify high value-added markets for the disability sector, based on three types of market. Highlight the notion of "useful sales" based on three purchasing families: catering, green spaces, services.

## 3 Ecosystem of the disability sector: understanding it for better action

- Analyze the types of economic players and their service offerings: ESAT, EA, TIH or EPS.
- Select sustainable purchasing levers according to the nature of the market.
- Monitor performance of the social clause.

### Hands-on work

Workshop: using a [[network head]] directory for operational sourcing. Joint analysis of set-aside contracts, example of social clauses and award criteria.

### TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

### TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

### ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.