



# RaiSE

## Interreg Europe



European Union  
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# Scottish Enterprise

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30 January, 2017 | Westport | Ireland

# Scotland's Social Enterprise Strategy 2016-26

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## SCOTLAND'S SOCIAL ENTERPRISE STRATEGY 2016-26

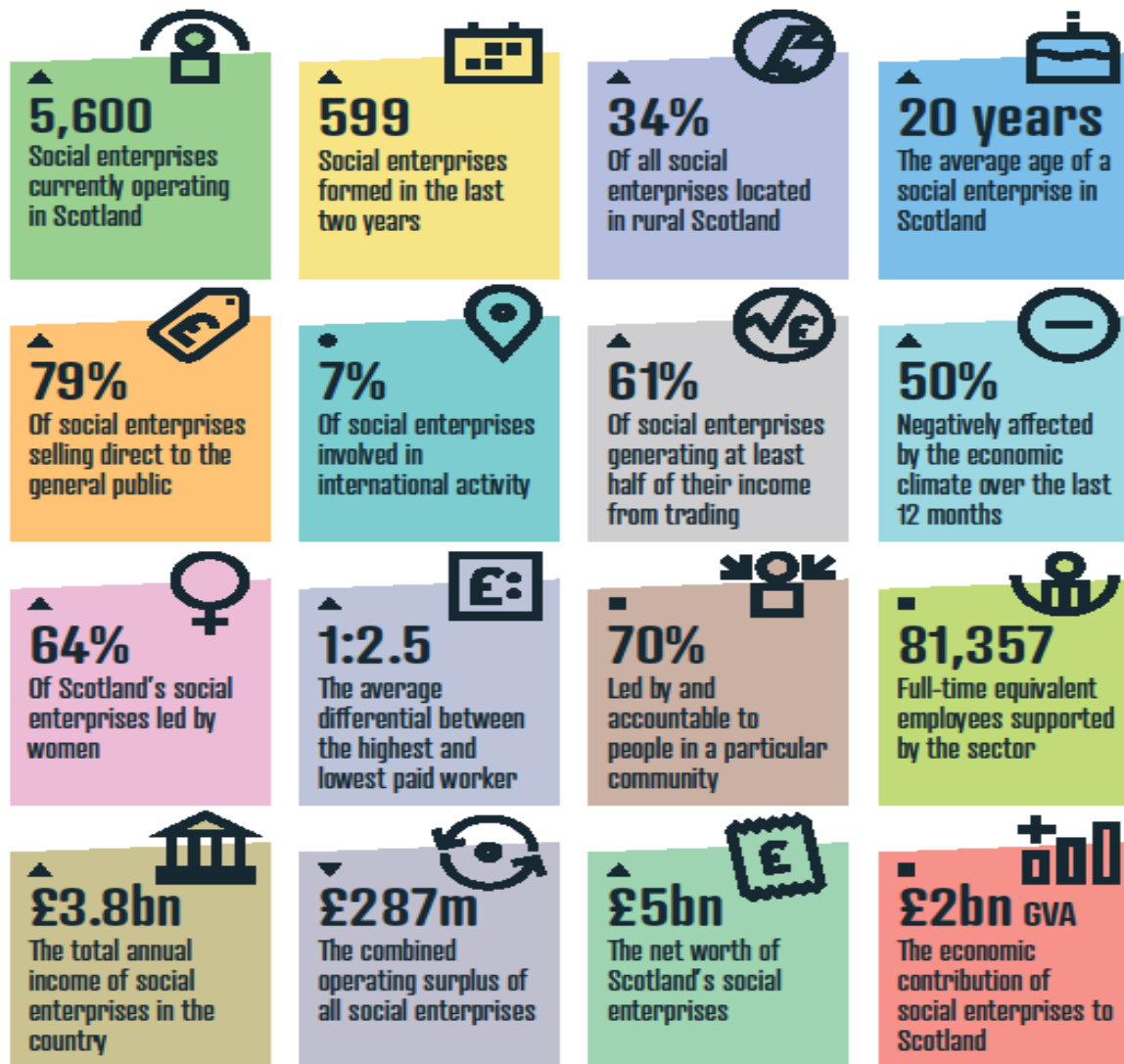


Scottish Government,  
Edinburgh 2016



# Social Enterprise in Scotland The Headlines

# CENSUS 2017



Comparison with 2015 Social Enterprise Census:

▲ Increase since 2015 ● No change since 2015 ▼ Decrease since 2015 ■ No comparison possible

# Framework Conditions

- Positive policy context within a devolved administration
- 10 Year Strategy, 3x 3year action plans
- Voluntary Code / Scottish Government definition  
‘businesses with a social responsibility who reinvest profits into their community, locally or across the world’
- Comprehensive eco-system of support – niche and mainstream
- Centred within the Third Sector Division of Government but increasingly wide reach across teams with Social, Economic, Public Sector Reform and Community/Rural interests

# What do we know?

What we know:

social enterprises make a significant economic contribution & demonstrate resilience in the face of continuing challenges for the economy and public services.

Help with measuring impact was the most widely requested form of support (44% of soc ents).

Also

- help with researching new opportunities,
  - collaborating with others
  - developing the workforce
  - developing market strategies.
- 
- digital support
  - mainstream and niche support need to move closer together

# What is in Place?

## Current Action Plan – 3 Priority Areas

- |            |                                   |
|------------|-----------------------------------|
| Priority 1 | Stimulating Social Enterprise     |
| Priority 2 | Developing Stronger Organisations |
| Priority 3 | Realising Market Opportunities    |

## Highlights:

More than £14m invested into contracts, programmes and projects including:

- *Free business support*
- *International Social Enterprise Observatory*
- *P4P*
- *Stimulate Public Social Partnerships*
- *Further development of evaluation in 2019 including support for self-evaluation*



# What are the Gaps?

3 significant sources of formal evidence:

- 2015 and 2017 Census
- Business Support Evaluation
- RaiSE mapping

Informal evidence:

- SWOT
- sub-group feedback
- individual project evaluation



# SWOT Analysis

- Awareness and engagement at a local level is critical
  - Need to strengthen relationships between third sector and SE networks
  - Greater cohesion and integration across all government teams and policy instruments
  - Have the courage – and budget - to be more innovative
  - Co-production needs to go further through the Action Plan (ie reaching the frontline social enterprises)
  - Mixed views on the importance of internationalisation
  - Local Government needs to be encouraged to develop local action plans
  - Local SENs (Social Entrepreneur Networks) to be allocated budgets
  - More flexibility and provision through repayable government loans
  - Still a disconnect between national and local activity
  - A review of Sector Intermediaries
- 
- Getting procurement right is critical !



The Scottish  
Government  
Riaghaltas na h-Alba

**SCOTLAND'S  
SOCIAL ENTERPRISE  
STRATEGY**

Supporting Scotland's Social  
Enterprise Strategy 2016-26



**Social Firms Scotland**  
Supporting businesses to transform lives



**RaiSE**  
Interreg Europe



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# Opening Public Markets

Pauline Graham  
Social Firms Scotland

*Enhancing social enterprises competitiveness through  
improved business support policies*

Interregional Meeting, Westport, Co. Mayo, Ireland

# Opening Public Markets

- SUPPORTING COMMISSIONERS AND BUYERS
  - DEVELOPING PUBLIC SOCIAL PARTNERSHIPS
  - SUPPORTING IMPLEMENTATION OF THE SUSTAINABLE PROCUREMENT DUTY
  - EXTENDING THE USE OF COMMUNITY BENEFIT CLAUSES
  - EXPANDING THE USE OF RESERVED CONTRACTS FOR SBs
- Building on Developing Markets contract
- UNLOCKING *EARLY LEARNING AND CHILDCARE OPPORTUNITIES*
  - REALISING MARKET OPPORTUNITIES IN *HEALTH AND SOCIAL CARE*
  - GROWING THE ROLE OF SOCIAL ENTERPRISE IN *CRIMINAL JUSTICE*
  - UNLOCKING THE POTENTIAL TO DELIVER *EMPLOYABILITY SERVICES*
- Specific Policy areas

# Developing Markets Programme (2012-18)

## - *A public sector-facing support programme*

*'Developing Markets for Third Sector Providers'* was a Scottish Government contract delivered by Ready for Business consortium – support to commissioners /procurement to:

- Improve the profile/engagement of third sector suppliers with the public sector buying community – to open markets, strengthen application of **Community Benefits in Procurement**
- Support Procurement and Commissioning staff to **embed social value in PP**
- Support the development of **Strategic Public-Social Partnerships**
- Grow opportunities for third sector providers to win work
- Develop a resource library, good practice examples and case studies
- We engaged every LA in Scotland, NHS, H&SC Partnerships, NDPBs
- Facilitate CB Champions Group

# Social Enterprise Support

- Need to respond to changing environment and seize opportunities
- P4P - Building capacity, scale, geographical reach through partnerships, so that bigger contracts are within their grasp
- CBCs – SEs deliver social value and are good at demonstrating this
- Good for collaboration with Private Sector bidders to create real local benefit and fulfil the CBC aspect – good examples from Commonwealth Games, construction projects etc
- RfB Supplier Register – promote to buyers and contractors
- Business Support Contract – building capacity
- Local and thematic SENs

# Gaps

- On-going support and engagement with commissioners
- Reforming Public Services
  - *pace and depth of change needs to accelerate*
- if we are to see a difference in behaviours this will require greater degrees of **clarity, confidence, capacity and best practice examples** to ensure that what might appear risky in the public procurement arena doesn't mean reverting to the tried and tested way of doing things.



Thank you!