



Policy Card: B20 Synthesis Summit Policy Lab



Context

The B20 Capsule session, convened under the G20 Entrepreneurship Learning Series, explored Unlocking Inclusive Growth through Social Procurement. Led by Entrepreneurship to the Point (ETTP) with support from ANDE Southern Africa, the dialogue highlighted how procurement can be leveraged as a systemic driver of inclusion, resilience, and sustainable value chains. Participants compared the status quo—procurement as compliance, concentrated among established suppliers—with an ideal future where social procurement drives systemic transformation. Discussions revealed:

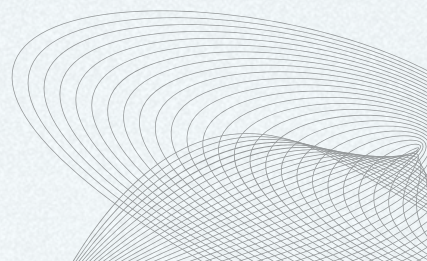
- Current barriers: high compliance costs, limited procurement readiness, long payment cycles, and lack of corporate commitment.
- Future opportunities: digital platforms, financing mechanisms, and intentional inclusion of women-, youth-, and township-owned enterprises.
- Shift in measurement: from spend-based metrics to outcomes such as jobs created, empowerment, and resilience.

Key Message for Policymakers:

Social procurement is not just compliance—it is a strategic lever for building resilient economies. Embedding women-, youth-, and township-owned enterprises into corporate supply chains creates inclusive growth, equity, and long-term economic resilience.

Partner Organizations

- ANDE (Aspen Network of Development Entrepreneurs): Convenor of the G20 Entrepreneurship Learning Series.
- Entrepreneurship to the Point (ETTP): Lead partner and facilitator.
- Walmart Foundation through the Kasipreneur Impact Programme





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Africa (South Africa)

1. Corporate Buy-In

- Secure corporate commitment by embedding SGB inclusion targets into procurement strategies.
- Integrate inclusive procurement metrics into ESG frameworks.
- Pilot scalable partnerships with corporates to model impact.

2. Multi-Stakeholder Oversight Committee

- Establish a dedicated committee including government, corporates, and civil society.
- Provide transparent governance, accountability, and structured feedback mechanisms.
- Track SGB participation and address systemic barriers in real time.

3. Quality and Skills Training for SMEs

- Deliver tailored training on quality standards, regulatory compliance, and competitiveness.
- Partner with accredited providers and mentors for capacity-building.
- Ensure SMEs meet procurement requirements and grow sustainably.

Global Recommendations

1. Reframe procurement as a tool for systemic transformation, not compliance.
2. Build inclusive value chains that anchor SMEs in both corporate and community markets.
3. Align impact measurement with broader G20 priorities: jobs, empowerment, equity, resilience.
4. Strengthen alignment of national local content policies with inclusive procurement strategies to ensure systemic support for SGB integration into value chains.