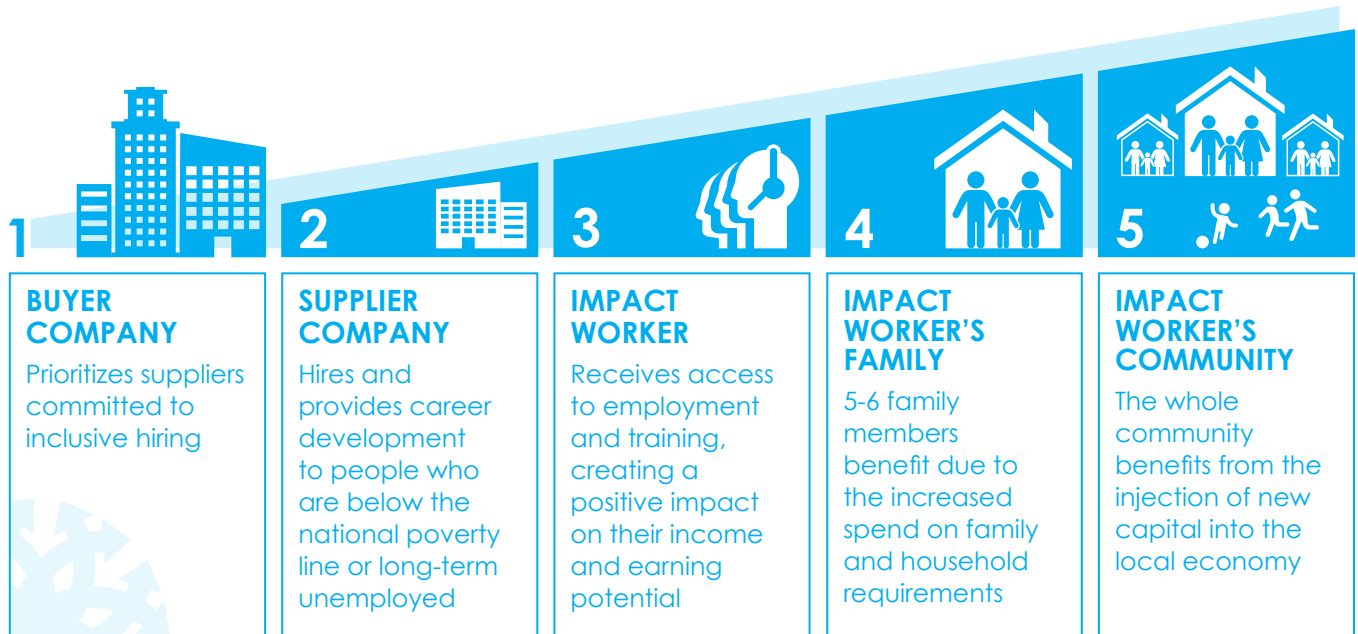




WHAT IS IMPACT SOURCING?



IMPACT SOURCING IS A BUSINESS PRACTICE WHERE A COMPANY PRIORITIZES SUPPLIERS THAT INTENTIONALLY HIRE AND PROVIDE CAREER DEVELOPMENT OPPORTUNITIES TO PEOPLE WHO OTHERWISE HAVE LIMITED PROSPECTS FOR FORMAL EMPLOYMENT. FOR MORE INFORMATION ABOUT IMPACT SOURCING VISIT GISC.BSR.ORG OR CONTACT GISC@BSR.ORG

WHY BUYERS VALUE IMPACT SOURCING

SUPPLIER PERFORMANCE Access suppliers with responsible hiring that compete on quality, service and price	STABLE SUPPLIER WORKFORCE Lower attrition and higher motivation	SUPPLIER INCLUSION Meet supplier inclusion and diversity goals	CORPORATE CITIZENSHIP Promote responsible supply chains, social equality and diverse workforces	SOCIAL IMPACT Create positive impacts for impact workers, their families and communities
--	---	--	---	--

WHY SUPPLIERS VALUE IMPACT SOURCING

WORKFORCE PERFORMANCE Impact workers' performance comparable with traditional workers	STABLE WORKFORCE Lower attrition and higher motivation	TALENT Facilitate access to a large, untapped talent pool	COST SAVINGS Long-term cost savings compared with traditional workers	COMPETITIVE EDGE Create competitive advantage for business	SOCIAL IMPACT Create positive impacts for impact workers, families and communities
---	--	---	---	--	--

Credit: The six key elements of the impact sourcing business case in South Africa by the Everest Group