

Mirvac Sponsored:

# SUPPLIER DEVELOPMENT PROGRAM

Expression of Interest

**Social Traders and Mirvac are partnering to deliver a supplier development program to four high-potential social enterprises.**

## The Supplier Development Program

Social Traders' vision is a thriving social enterprise sector that significantly contributes to a more inclusive and equitable Australia. Our mission is to work collaboratively to deeply integrate social enterprises into business and government supply chains.

The Supplier Development Program is being delivered by Social Traders and Mirvac, for social enterprises who want to take their enterprise to the next level with practical support, including one-to-one expert advice, mentorship from Mirvac teams, and visibility on what it takes to work with a large buyer like Mirvac.



## About Mirvac

Mirvac is an Australian property group with a purpose to reimagine urban life.

By creating beautiful homes, inspiring workplace precincts, and thriving shopping centres, Mirvac aims to be a force for good, using its key levers to make a positive difference. It sees buying power as an opportunity to be more inclusive and help create a strong sense of belonging. Mirvac's goal is to direct \$100m to social procurement by 2030.

The Mirvac portfolio encompasses residential, office & industrial, retail, and build to rent. Mirvac is uniquely positioned to not just develop assets, but also construct, operate, and own them.

Mirvac's supply chain is diverse and categories they routinely buy include: site amenities and consumables, office supplies, recruitment and labour hire, waste disposal, cleaning, construction and trades, security, tiling, painting, PPE, clothing, traffic control, electrical services, mechanical services, and more.



# PROGRAM OVERVIEW

Take your social enterprise to the next level with one-to-one expert advice, while gaining insight into what a commercial buyer like Mirvac looks for in its suppliers.

## What does the program involve?



- Assessment and diagnostic support to identify key areas for growth in the social procurement marketplace
- One-on-one advisory sessions with Social Traders to progress opportunities
- Guidance sessions and industry insights from Mirvac specialists
- Connect as a cohort of likeminded social enterprises looking to grow and scale in the social procurement market
- Mentoring sessions with suitably matched members from the Mirvac team
- Ongoing access to a dedicated Social Traders Account Manager
- Promotion to other Social Traders Business and Government Members
- Introductions to key Mirvac business representatives and other Social Traders Business and Government Members
- Referrals to Social Traders partner network for additional low / pro-bono support
- Invitations to pitch your social enterprise at Social Traders hosted networking events.

# EXPRESSION OF INTEREST



Business for good

**The Supplier Development Program is recommended for Social Traders certified social enterprise members from across Australia who are actively looking for support to grow their business with one-to-one support and advice.**

## Criteria

Participation in the Supplier Development Program requires investment of time and resources from the social enterprise. Before applying, please review and consider the following criteria:

1. Your social enterprise's key contact is a senior level member of the team and has significant influence within the organisation. The key contact also has adequate time<sup>[1]</sup> to commit to and participate in the program.

Time requirement will include:

- a. Online or face-to-face monthly 1-hour meetings (11 hours total)
- b. Preparation for each advisory and mentor session (~1-3 hours)
- c. Follow up to implement recommended changes and activities.

2. You have executive endorsement within your social enterprise to participate in the Supplier Development Program and to implement recommendations. You will also have executive attendance at necessary meetings.

3. Your social enterprise sells a product or service that is both in demand in the social procurement marketplace and relevant to the Mirvac business.

4. Your social enterprise's growth objectives are aligned with Social Traders focus areas and expertise.

5. Your social enterprise is certified and has an active membership with Social Traders throughout the duration of the program (through June 2024).

<sup>[1]</sup>This will include at minimum monthly one-hour meetings, time necessary (1-3 hours) to prepare for advisory and mentor sessions, regular phone/email contact with your account manager, implementing recommendations from advisory and mentor sessions, and completing questionnaires and surveys throughout the program.

**For more information**  
[innovation@socialtraders.com.au](mailto:innovation@socialtraders.com.au)



# EOI QUESTIONS

**Please complete the Expression of Interest [online using this survey](#) to indicate your interest in participating in the Supplier Development Program. Below are the questions you will be asked to respond to, in the [online EOI](#).**

- What are the top 2-3 organisational goals that your social enterprise is looking to achieve within the next 1-3 years?
- Are there any current gaps in resources, skills, and/or know-how in your social enterprise that may impact your ability to achieve these goals? If so, what support or actions do you need to address these gaps? Please elaborate.
- What are your top three challenges in growing your trading revenue through social procurement?
- Where is the head office location for your social enterprise?
- If selected for this program, who would be the key contact and what is their role within the organisation? Please provide their contact details (email and phone)
- Do you currently supply, or have you ever been a supplier to Mirvac?
  - If yes, please describe the size and scope of the contract and if it is ongoing or now complete.
  - If no, have you ever attempted to win work with Mirvac and were unsuccessful? What do you see as your social enterprise's key product or service offering to the [Mirvac business](#)?
- Select your objectives for participating in the Supplier Development Program [select all that apply in order of priority]
  - Insight into the Mirvac business
  - Mentoring with relevant Mirvac staff
  - Introductions to Social Traders Business and Government Members
  - Promotion to Social Traders Business and Government Members
  - Personal Account Management
  - One-on-one advisory and market intelligence
  - Referrals to Social Traders partner network.

**I confirm that if accepted into the Supplier Development Program, my nominated social enterprise is able and willing to commit the required time to participating as fully as possible, based on the guidelines provided earlier in this EOI document.**

**Please complete the Expression of Interest using this [link](#).**