

Social procurement quick guide

Social procurement in government is when buyers use their purchasing power to generate social value in addition to the goods and/or services they require such as procuring from social enterprises and Aboriginal and Torres Strait Islander businesses.

When done effectively, social procurement provides an opportunity to positively transform people's lives without compromising on the quality of goods or services provided.

Policy in practice

The Queensland Procurement Approach is built upon five foundational pillars designed to optimise the Queensland Government's procurement practices. Social Procurement is recognised in the [Queensland Procurement Policy 2026](#) (QPP) in particular:

- Pillar 1 focuses on Value for Queensland through delivering value for taxpayers' money and ensure fair and open competition.
- Pillar 5 focuses on achieving practical, economic, environmental, and social outcomes by promoting sustainable procurement practices and fostering a diverse supplier base, including support for social enterprises and Aboriginal and Torres Strait Islander businesses.

How to undertake social procurement

There is always an opportunity to undertake social procurement.

The tender evaluation process ensures buyers only enter in to contract with suppliers that demonstrate value for money and meet business requirements. By simply asking prospective suppliers to demonstrate their social value, buyers can:

- deliver added social value, consistent with government objectives (Queensland Procurement Policy (QPP) 2026
- support the long-term wellbeing of our community and
- help shape a more inclusive economy all while still achieving value for money.

Social benefits can be generated:

- directly - procuring goods and services from Social Benefit Suppliers (SBS); or
- indirectly - by requesting mainstream suppliers to demonstrate their social value.

Social Benefit Suppliers (SBS) include Aboriginal and Torres Strait Islander businesses, social enterprises, female-owned businesses, businesses owned by people with a disability and veteran owned businesses.

Direct engagement

Buyers can source SBS information from:

- [Supply Nation](#) and/or [Black Business Finder](#) for Aboriginal and/or Torres Strait Islander businesses
- [Social Traders](#) and People and Planet First via [Queensland Social Enterprise Council](#)
- [Buyability](#) for businesses that employ people with disability
- [WEConnect International](#) for female-owned businesses

Indirect engagement

Many mainstream suppliers are already delivering social benefits to disadvantaged Queenslanders and their communities. If there are no SBS in the market providing the required goods/services, simply ask your mainstream suppliers to demonstrate their social value and commitment to advancing government's social objectives.

How to demonstrate social impact

A mainstream supplier can demonstrate their social responsibility and deliver social value in several ways, including, but not limited to:

- providing employment and/or training opportunities for disadvantaged or marginalised jobseekers
- utilising the services of SBS in their supply chain
- providing pro bono support and assistance to a domestic violence shelter
- making donations to a registered charity; and/or
- delivering internal programs that support workforce diversity and wellbeing (e.g. mental health awareness training).

The [Social Value Procurement Clauses Guide](#) provides a list of questions buyers can ask the market.

Scores can be applied across three main criteria areas:

Social evaluation criteria	Score		
	Low Score	Medium Score	High Score
Supplier attributes	Mainstream supplier	Supplier is utilising the services of an SBS in their supply chain	SBS Supplier
Social benefits	% workforce employed >12 months from disadvantaged or marginalised backgrounds – score increases as % increases		
	Number of people from disadvantaged or marginalised backgrounds employed if awarded contract – score increases as number of people employed increases.		
Supplier's social responsibility (SSR)	Minimal evidence of SSR	Track record of SSR but not specifically related to contract	Track record of SSR and additional commitments specific to the contract

More information

For support and assistance on how your next procurement activity can support people from disadvantaged or marginalised backgrounds or procurement from social enterprises, please email

socialprocurement@hpw.qld.gov.au