

NETpositive Procurement: The 5 principles behind our approach

This brief document outlines the thinking that shapes the work of NETpositive Futures in relation to procurement. If you are new to us or our work it provides a little background about how we work and what drives our approach, if you know us already it will come as no surprise at all!

1. NETpositive Sustainability helps us to consider *all* of our impacts

All of our work is built on the concept of NETpositive sustainability.*

Very simply sustainability is about considering the social, environmental *and* economic impacts of our activities, both positive and negative. Thinking about positive impacts as well as negative impacts has now become accepted in the sustainability world; the Social Value Act being an example that procurement teams will be familiar with.

The NETpositive Approach is central to our consultancy. It is also woven throughout the tools we have developed to help organisations put some of this thinking into practice.

2. Sustainable Procurement and Excellent Procurement is the same thing!

Excellent procurement is about effectively questioning and researching before making sound decisions based on a clear rationale. Exploring the full range of impacts related to the subject matter of a particular product or service is simply part of that process.

Engaging suppliers has always been central to procurement excellence and our support for teams brings this to the fore. Using the NETpositive Supplier Engagement Tool (HE) simply offers a practical way of delivering this.

3. Impact and value need to be demonstrated

We know that ensuring 'Value for Money' is absolutely essential.

Sustainable procurement offers a way of demonstrating value by understanding the opportunities to have a positive impact through spending decisions. Our work is about demonstrating value beyond financial value. We believe that procurement teams and the procurement function are a key contributor to delivering sustainability excellence for their institutions. Using the Supplier Engagement Tool (HE) also helps teams to go even further; communicating the importance of sustainability with their value chain and building this into the procurement process.

* We originally developed the Net Positive approach in the US – you can read more about the background [here](#).

4. The future is supplier development

We always want to go that little bit further! And we enjoy working with teams who share our approach.

We share our learning, we innovate and we work on approaches that move sustainability forwards.

Leading organisations are going beyond compliance, they understand the risks but see them as opportunities. Procurement teams understand that they need to engage with suppliers to mitigate supply chain risks; excellent teams want to go further, developing their supply chains for mutual benefit.

Our work with teams positions them to make this shift, our Supplier Engagement Tool has been designed to move from supplier assessment towards supplier development.

5. We collaborate to maximise impact

We are a small consultancy but love working with people who share our ethos.

We work *with* teams in a variety of ways but often work alongside them creating bespoke solutions and inputs as we get to know them and better understand their needs.

Collaborations with HEPA have helped us to provide free guidance to the procurement sector; things we know work and want everyone to be able to benefit from.

Partnership with the purchasing consortia has also helped our Supplier Engagement Tool reach a wider audience.

If you are interested in working with us, accessing consultancy support, as a partner or collaborator or you just want to find out more about our NETpositive Supplier Engagement Tool (HE) we would love to hear from you.

If you want more detail about how our approach fits into procurement process and practice, we have other guidance materials [you can access here](#).