

# INCLUSIVE BUSINESS

## KNOWLEDGE SHARING TEMPLATE

*The aim of this template is to collect experiences, projects, policies or initiatives at local, country and regional level related to the promotion of Inclusive Business.*

<b>1. General Information</b>
<b>1.1. G20 Country</b>
Argentina
<b>1.2. Project / Initiative / Policy name/title:</b>
100 % Nuestro
<b>1.3. General objective</b>
Promotes the development of hybrid value chains, bringing the productive capacity and the added value of ventures and Cooperatives of the Social Economy, to needs of the public sector and private
<b>1.4. Expected results</b> <i>(output-level: number of BoP engaged, jobs created, services delivered, etc.)</i>
We work with more than 80 Cooperatives and 150 Entrepreneurship of the Social and Popular Economy, generating commercial links and public and private purchases, in the areas of textiles, graphics, food, toys, handicrafts, blacksmithing and carpentry. During the year 2017 we impacted 2,500 families, generating genuine work, from public and private purchases
<b>1.5. Intended impact</b> <i>(outcome-level: income generated or increased, health/education/housing improved, etc.)</i>
The program carries out a work of accompaniment to cooperatives and ventures of the Social Economy with high development potential, for achieve their insertion in formal markets and scale
<b>2. Legal framework</b>
<b>2.1. Does the Project / Initiative / Policy have an associated regulatory or legal framework?</b>
The program operates within the framework of the Procurement and Contracting System in force for the National Public Administration, Decree 1023/2001, with the exception of hiring Social Economy Effectors. There is a Registry, within the Ministry of Social Development, that certifies the socio-economic vulnerability condition of Cooperatives and Entrepreneurship of the Social and Popular Economy, which allow them to participate in Public Purchases, directly.
<b>3. Implementation</b>

<b>3.1. Implementation level</b>	<b>3.2. Implementing agency</b> <i>(including link)</i>
<input checked="" type="checkbox"/> Domestic <input type="checkbox"/> Support of developing and low-income countries <b>(international cooperation)</b>	
<b>3.3. Direct target group</b> <i>(MNCs, medium or large international or domestic company, SMEs, women, youth, rural/urban communities etc.)</i>	
Cooperatives and ventures in socio-economic vulnerability	
<b>3.4. Indirect target group</b> <i>(SMEs, women, youth, rural/urban communities, etc.)</i>	
Companies and Public and Private Sector Areas that make large-scale purchases.	
<b>3.5. Nº of countries involved</b> <i>(if project is Regional/Global)</i>	
3.5.1. City, Country, Region 1: Argentina 3.5.2. City, Country, Region 2: 3.5.3. City, Country, Region 3: 3.5.4. City, Country, Region 4: 3.5.5. City, Country, Region 5:	
<b>3.6. Project status</b>	<b>3.7. Duration</b> <i>(mm/yyyy – mm/yyyy)</i>
<input type="checkbox"/> Under design <input checked="" type="checkbox"/> In progress <input type="checkbox"/> Completed	
<b>3.8. Brief description of the link with the BoP</b> <i>How does the project / initiative / policy include the BoP? How does it benefit the BoP? How does it define the BoP and its role?</i>	<b>3.9. Role of the BoP</b>
	<input type="checkbox"/> BoP as customer <input type="checkbox"/> BoP as distributor <input type="checkbox"/> BoP as retailer <input checked="" type="checkbox"/> BoP as supplier
<b>3.10. Sector</b> <i>(more than one answer possible)</i>	
<input checked="" type="checkbox"/> Agriculture or Food <input type="checkbox"/> Energy <input type="checkbox"/> Health <input type="checkbox"/> Education	<input checked="" type="checkbox"/> Retail, Manufacturing or Consumer Goods <input type="checkbox"/> Information Communications Technology (ICT) <input type="checkbox"/> Financial Services

<input type="checkbox"/> Water, Sanitation <input type="checkbox"/> Waste Management <input type="checkbox"/> Housing or Construction	<input type="checkbox"/> Tourism <input type="checkbox"/> Cross-sectoral <input type="checkbox"/> Other: handicrafts
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**3.11. Topic** *(more than one answer possible)*

*(\*) See Annex for definitions*

<input checked="" type="checkbox"/> Inclusive business models and strategy <input checked="" type="checkbox"/> Scale <input checked="" type="checkbox"/> Policy and government <input type="checkbox"/> Finance for inclusive business <input checked="" type="checkbox"/> Corporates in inclusive business <input type="checkbox"/> Partnerships <input type="checkbox"/> Environmental impact <input type="checkbox"/> Gender	<input type="checkbox"/> Results measurement and impact <input type="checkbox"/> "What is IB?" <input type="checkbox"/> Innovation <input type="checkbox"/> Digitalization <input type="checkbox"/> Capacity building <input type="checkbox"/> Data <input type="checkbox"/> Impact investing <input type="checkbox"/> Other: _____
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**3.12. Main area of intervention / Type of support provided** *(What is the project's/initiative's/policy's focus regarding the main challenges faced by inclusive businesses -more than one answer is possible-)*

<input checked="" type="checkbox"/> Financial resources <input checked="" type="checkbox"/> Rules and regulations <input checked="" type="checkbox"/> Information <input type="checkbox"/> Capacity
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**4. Funding**

**4.1. Origin** *(more than one answer possible)*

<input type="checkbox"/> Government / State-owned enterprise <input type="checkbox"/> Multilateral Development Banks (MDBs) or Development Financial Institutions (DFI) <input type="checkbox"/> International Organisations (IOs) <input type="checkbox"/> NGO / Foundation <input type="checkbox"/> Private sector <i>(impact investment fund, private equity fund, venture capital fund, commercial bank, corporation, etc.)</i> <input type="checkbox"/> Other: _____
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**4.2. Brief description of funding / contributions** *(e.g. name of funding institution, type of financing instrument, etc.)*

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**4.3. Available funds** *(optional)*

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<b>4.4. Value of project</b>	
<b>4.5. Description of financing/procurement process</b>	
<b>5. Monitoring and Evaluation</b>	
<b>5.1.1. Does the project / initiative / policy involve a monitoring process?</b>	<b>5.2.1. Does the project / initiative / policy involve an evaluation process?</b>
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>5.1.2. Brief description</b>	<b>5.2.2. Brief description</b> <i>(specify type of evaluation - process, outcome, impact – and methodology)</i>
We develop a process of productive accompaniment to ensure the quality of products and services, in a timely manner.	
<b>5.1.3. Lessons learned and results</b> <i>(if applicable)</i>	<b>5.2.3. Lessons learned and results</b> <i>(if applicable)</i>
<b>6. Contact Information</b>	
<b>6.1. Contact Information</b> <i>(if there is a website of the project/policy/initiative, please include it)</i>	
<a href="https://www.argentina.gob.ar/desarrollosocial/100nuestro">https://www.argentina.gob.ar/desarrollosocial/100nuestro</a>	
<b>7. Supporting material</b>	
<i>Please provide links to or upload any further supporting materials, including: newspaper articles, case studies, toolkits, photographs, and any other relevant materials to help illustrate the project</i>	

## ANNEX

**BoP as customer:** business models that reach low-income consumers (products, services that target low-income consumers).

**BoP as distributor:** business models that reach low-income distributors (distribution, awareness, market building).

**BoP as supplier:** business models that engage source products from low-income workers and suppliers

**BoP as retailer:** business models that sell goods to the consumer, e.g. at the BoP

**Capacity building:** Lessons learned from capacity building programmes.

**Corporates in inclusive business:** corporate business models that engage the BoP.

**Digitalisation:** impact of digitalisation on business and society.

**Data:** Data and inclusive business. Data and the BoP.

**Environmental impact:** inclusive business models that mitigate or adapt to climate change.

**Finance for inclusive business:** finance for inclusive business, e.g. impact investing, accessing funding.

**Gender:** economic empowerment of women, gender issues.

**Impact investing:** publications from impact investors and about impact investing in general.

**Inclusive business:** Inclusive businesses provide goods, services, and livelihoods on a commercially viable basis, either at scale or scalable, to people living at the base of the economic pyramid (BOP) making them part of the value chain of companies' core business as suppliers, distributors, retailers, or customers. In addition to these commercially inclusive activities, businesses may also pursue broader socially inclusive goals. Inclusive business should promote sustainable development in all its dimensions – economic, social and environmental.

**Inclusive business models and strategy:** business-planning tools, assessment of models.

**Innovation:** Innovative business models, importance of innovation and how to be innovative.

**Partnerships:** business-to-business, business to government, or business to NGO partnerships within inclusive business models.

**Policy and government:** policy issues and ecosystem for IB; resources from or for donors and policymakers; policy recommendations.

**Results measurement and impact:** approaches to measurement of results, findings on results of inclusive businesses.

**Scale:** strategies for scale.

**“What is IB?”** : introductory literature on IB, discourse papers that define IB.