

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.

1. General Information
1.1. G20 Country
Mexico, Germany and Chile (guest country during 2018)
1.2. Project / Initiative / Policy name/title:
Regional integration to strengthen sustainable production and consumption within the members of the Pacific Alliance (Triangular cooperation project)
1.3. General objective
<p>Sustainable production and consumption practices (including resource-conserving production processes, sustainable procurement policy and corporate responsibility) are increasingly widespread in the Latin American free trade area of the Pacific Alliance.</p> <p>The project sought to promote the regional integration of sustainable production and consumption (SP&C) through:</p> <ul style="list-style-type: none"> • Development of national SP&C programs; • Establish mechanisms and instruments for the promotion of SP&C in the public and private sectors; • Incorporate sustainability criteria in public procurement for common goods and services; and • Create a campaign that promotes environmental awareness and stimulates environmental behaviour.
1.4. Expected results <i>(output-level: number of BoP engaged, jobs created, services delivered, etc.)</i>
<p>One of the main achievements of the project, after analysing and evaluating the results in the consultancies carried out in each country and at regional level, was the agreement of the four countries in the identification of three (3) products (printing and copying paper, vehicles and office furniture) and two (2) strategic services (food services and printing services) where sustainable public procurement can be fostered.</p> <p>Specific results by country were:</p> <p>Chile</p> <ul style="list-style-type: none"> - Developed the “Manual for Sustainable Public Procurement” that includes environmental criteria on the prioritization of products by the Ministry of the Environment. - Established the Sustainability Committee, a mechanism for coordinating, implementing and monitoring the commitments of different ministries.

- Elaborated a list for public buyers with “Recommendations for the decision to purchase lamps, paper, light vehicles and heating products”, incorporating environmental and energy efficiency criteria.

Colombia

- Fostered the Training Program for Sustainable Production and Consumption, where academic institutions conducted a diagnosis about the current situation, as well as the sustainable production and consumption curricula in higher education.
- Designed the Sustainable Procurement Manual to demonstrate economic, social and environmental benefits.
- Strengthened business technical capacities for the development of the sustainable production process.

Mexico

- Conducted a diagnosis on the progress, improvement opportunities and the main obstacles of the sustainable public procurement.
- Based on that, it was elaborated the "Guide for sustainable procurement labels" that includes the identification and certification of diverse goods and services commercialized in the country.
- The Guide has been presented in workshops, offered by public and private sector, and with the consumer organizations and the civil society.

Peru

- Made a proposal of Strategic Action Lines to promote Sustainable Consumption, and developed a communication and diffusion strategy for public and private sectors and civil society.
- Analysed the current situation of Sustainable Public Procurement, based on social and environmental sustainability as one of the principles that govern the regulation of public procurement.
- Implemented social and environmental sustainability evaluation factors for procurement of goods, works and services.

By carrying out triangular cooperation within the context of the Pacific Alliance and involving four countries in the region, the project has provided a unique opportunity to make use of synergies through regional exchange.

1.5. Intended impact *(outcome-level: income generated or increased, health/education/housing improved, etc.)*

The programs were designed to help the economies of the recipient countries to reduce greenhouse gas emissions, use resources more efficiently and reduce waste. Additionally, social responsibility – both on the part of producers and among public and private consumers – is expected to be strengthened.

2. Legal framework

2.1. Does the Project / Initiative / Policy have an associated regulatory or legal framework?

- National Program of Sustainable Consumption and Production of Chile 2016
- National Policy of Production and Sustainable Consumption of Colombia
- Special Program of Production and Sustainable Consumption 2014-2018 of Mexico
- National Plan of Environmental Action - PLANAA of Peru 2011-2021

3. Implementation	
3.1. Implementation level	3.2. Implementing agency <i>(including link)</i>
<input type="checkbox"/> Domestic <input checked="" type="checkbox"/> Support of developing and low-income countries (international cooperation)	<p>Main actors are the Secretariat of Environment and Natural Resources (SEMARNAT) and the Chilean Ministry for Environment (MMA), which cooperated with representatives of the relevant specialized/technical authorities, in particular the environment ministries of Colombia and Peru. The development agencies of the countries involved (AGCID, AMEXCID, APC and APCI) also made important contributions to implementing the project.</p>
3.3. Direct target group <i>(MNCs, medium or large international or domestic company, SMEs, women, youth, rural/urban communities etc.)</i>	
<p>The project promoted cooperation among diverse public institutions, the private sector and civil society, and encouraged stakeholders to disseminate best practices across the region.</p>	
3.4. Indirect target group <i>(SMEs, women, youth, rural/urban communities, etc.)</i>	
<p>General population of the four countries of the Pacific Alliance</p>	
3.5. Nº of countries involved <i>(if project is Regional/Global)</i>	
<p>3.5.1. City, Country, Region 1: Bogota, Colombia (Recipient Country) 3.5.2. City, Country, Region 2: Lima, Peru (Recipient Country) 3.5.3. City, Country, Region 3: Santiago, Chile (Partner Country) 3.5.4. City, Country, Region 4: Ciudad de Mexico, Mexico (Partner Country) 3.5.5. City, Country, Region 5: Germany (Funding partner)</p>	
3.6. Project status	3.7. Duration <i>(mm/yyyy – mm/yyyy)</i>
<input type="checkbox"/> Under design <input type="checkbox"/> In progress <input checked="" type="checkbox"/> Completed	<p>October /2014 – December / 2017</p>
3.8. Brief description of the link with the BoP <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? The impact that is expected to have in the four countries Similar standards for sustainable public purchases</i>	3.9. Role of the BoP
	<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
3.10. Sector <i>(more than one answer possible)</i>		
<input type="checkbox"/> Agriculture or Food <input type="checkbox"/> Energy <input type="checkbox"/> Health <input checked="" type="checkbox"/> Education <input type="checkbox"/> Water, Sanitation <input checked="" type="checkbox"/> Waste Management <input type="checkbox"/> Housing or Construction	<input checked="" type="checkbox"/> Retail, Manufacturing or Consumer Goods <input type="checkbox"/> Information Communications Technology (ICT) <input type="checkbox"/> Financial Services <input type="checkbox"/> Tourism <input checked="" type="checkbox"/> Cross-sectoral <input type="checkbox"/> Other:	
3.11. Topic <i>(more than one answer possible)</i> (* See Annex for definitions)		
<input type="checkbox"/> Inclusive business models and strategy <input type="checkbox"/> Scale <input checked="" type="checkbox"/> Policy and government <input type="checkbox"/> Finance for inclusive business <input type="checkbox"/> Corporates in inclusive business <input type="checkbox"/> Partnerships <input checked="" 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 checked="" type="checkbox"/> Capacity building <input type="checkbox"/> Data <input type="checkbox"/> Impact investing <input type="checkbox"/> Other: _____	
3.12. Main area of intervention / Type of support provided <i>(What is the project's/initiative's/policy's focus regarding the main challenges faced by inclusive businesses -more than one answer is possible-)</i>		
<input type="checkbox"/> Financial resources <input type="checkbox"/> Rules and regulations <input checked="" type="checkbox"/> Information <input checked="" type="checkbox"/> Capacity		
4. Funding		
4.1. Origin <i>(more than one answer possible)</i>		
<input checked="" 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: _____
4.2. Brief description of funding / contributions (e.g. name of funding institution, type of financing instrument, etc.)
The project was financed by the Joint Mexico - Chile Cooperation Fund and the Regional Fund for the Promotion of Triangular Cooperation in Latin America and the Caribbean from Germany.
4.3. Available funds (optional)
4.4. Value of project
467,621 USD
4.5. Description of financing/procurement process
Technical assistance. GIZ financed the 70% of the project and the Joint Mexico-Chile Cooperation Fund the rest.

5. Monitoring and Evaluation	
5.1.1. Does the project / initiative / policy involve a monitoring process?	5.2.1. Does the project / initiative / policy involve an evaluation process?
<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
5.1.2. Brief description	5.2.2. Brief description (specify type of evaluation - process, outcome, impact – and methodology)
Three workshops among the countries of the Pacific Alliance and GIZ were held to review the progress of the project and re-adjust the activities according to the needs of each of the countries of the Pacific Alliance.	Currently the project is been evaluated by the German Federal Ministry for Economic Cooperation and Development (BMZ)
5.1.3. Lessons learned and results (if applicable)	5.2.3. Lessons learned and results (if applicable)
The four countries shared the achieved results through their internal consultancies. The countries were able through a regional consultancy to identify three common public procurement products: printing and copying paper, vehicles and office furniture and the two (2) strategic services: food services and printing services.	
6. Contact Information	

6.1. Contact Information *(if there is a website of the project/policy/initiative, please include it)*

7. Supporting material

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

- <https://alianzapacifico.net/>;
- http://dsiappsdev.semarnat.gob.mx/datos/portal/publicaciones/Guia_de_Etiquetas_para_un_Consumo_Sustentable%20web.pdf
- http://funcionpublica.gob.mx/web/acciones-y-programas/Contrataciones_Publicas_Sustentables/Entregable%201%20Situaci%C3%B3n%20actual%20de%20las%20compras%20p%C3%ABlicas%20sustentables%20en%20M%C3%A9xico%200.pdf
- http://funcionpublica.gob.mx/web/acciones-y-programas/Contrataciones_Publicas_Sustentables/Entregable%202%20Propuesta%20de%20bi-enes%20y%20servicios.pdf
- http://funcionpublica.gob.mx/web/acciones-y-programas/Contrataciones_Publicas_Sustentables/Entregable%203%20Propuesta%20de%20cri-terios%20sustentables.pdf

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.