

**Worksheet 2**

# PROCUREMENT READINESS CONSIDERATIONS

REQUIRES	CONSIDER	SCORE 1 – 5* AND STEPS TO IMPROVE
<b>Mission</b>		
<p>You have a clear organizational purpose.</p>	<p>Your organization’s primary purpose is a social, cultural and/or environmental mission that provides a public or community benefit. This is clearly articulated.</p>	<p>Score: Steps:</p>
<b>Market</b>		
<p>You sell goods or services in the marketplace</p>	<p>Your product or service offering is clear</p>	<p>Score: Steps:</p>
<p>Your goods and/or service is priced competitively</p>	<p>You have a clear understanding of the cost it takes to deliver your product, and your pricing is competitive and sustainable.</p>	<p>Score: Steps:</p>
<p>You have a track record in providing your product or service to other businesses.</p>	<p>You have buyers and a market for your product or service, as well as the experience and capability to deliver B2B contracts.</p>	<p>Score: Steps:</p>

You know your competitors	Your offer provides a distinct advantage in terms of price, quality, environment and/or, of course, social.	Score: Steps:
You have the capability to contract	You have a good understanding of the minimum and maximum contract sizes you are able and willing to take on and deliver successfully.	Score: Steps:
You are visible and have a professional presence	Your website and materials are accurate and up to date.	Score: Steps:

**Manage**

You have robust governance and a skilled team	You have stable leadership, a solid governance model, and the business acumen necessary to win and deliver contracts.	Score: Steps:
You have the capacity to deliver	Your team and resources are available to grow and deliver on desired contracts. There are options for capacity building and collaborations.	Score: Steps:

**Money**

The financial aspects of your business practices are in place	You have active accounting, billing, record keeping processes.	Score: Steps:
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You have potential to access the financial resources	You have connections with a bank or other options that will allow you to gain access to finance	Score: Steps:
<b>Measure</b>		
You can explain and demonstrate your social value	You can measure and share your blended value, business and social value, story.	Score: Steps: