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GENDER-RESPONSIVE PROCUREMENT IN ASIA AND THE PACIFIC

AN OPPORTUNITY FOR AN EQUITABLE ECONOMIC
FUTURE

**Katja Freiwald, UN Women Regional
Lead Women's economic empowerment**

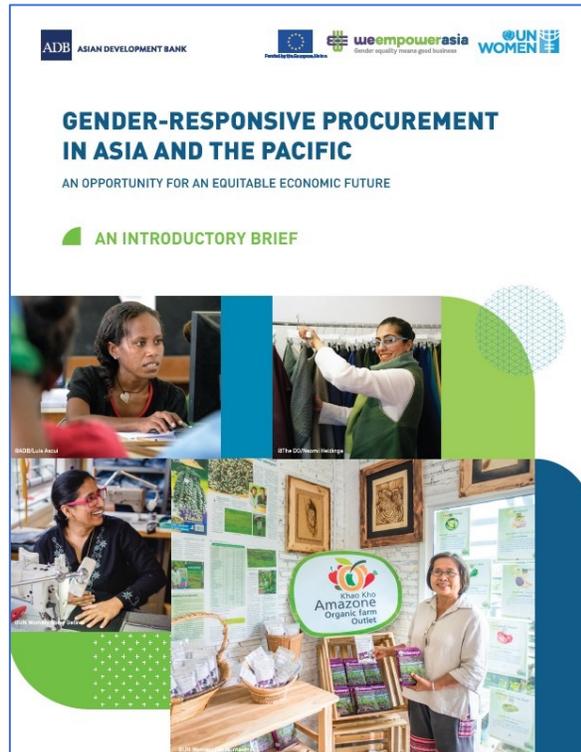


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Introduction Report



- Clarification of Definitions around Gender-Responsive Procurement
- Create an understanding where the Region stands
- Share good public and private best practices around GRP
- Business Case for GRP
- Recommendations for Practical Actions

<https://asiapacific.unwomen.org/en/digital-library/publications/2022/03/gender-responsive-procurement-in-asia-and-the-pacific>



Definitions

GENDER RESPONSIVE PROCUREMENT

Gender-responsive procurement is “the sustainable selection of services, goods, or civil works that takes into account the impact on gender equality and women’s empowerment.”²



Women-owned Businesses

- ≥ **51%** owned by women
- ≥ **20%** owned by women
- ≥ **1** woman in leadership
- ≥ **30%** of the board composed by women.

IFC definition



Gender-responsive Suppliers

- Gender-Commitment and Strategy in place, including:
 - Anti-discrimination policies
 - Equal pay commitment
 - Safe and fair workplaces, childcare, and health services
- Gender balance in leadership
- ...etc



Supplier Diversity and Inclusion is a key entry point for advancing Gender Responsive Procurement with private sector

What we know and what we do not know?

Global procurement is estimated to generate up to 13 trillion annually

Read more on how GRP can advance inclusive economic growth in Asia and the Pacific.



Gender Responsive Procurement (GRP) makes business sense!

A 2018 report estimated that advancing women's equality could add a total of **\$4.5 trillion** to Asian and Pacific economies between then and 2025.

[McKinsey, 2018]



Gender Responsive Procurement is a largely untapped opportunity to accelerate gender-equality in Asia and the Pacific.



- Despite this, women owned businesses (WOBs) receive **only 1 per cent** of both public and private procurement spending
- Structural gender inequalities impede women from gaining equitable access to networks, finance, and markets, **including procurement markets**
- Women overrepresented at the lowest tiers of the supply chain, operating smaller businesses and carrying out lower-skilled, lower-paid jobs

Topline Recommendations from the Report

Recommendation 1: Raise awareness of the business case for GRP

Recommendation 2: Collect sex-disaggregated data to track and monitor

Recommendation 3: Develop provisions in procurement laws to enable GRP

Recommendation 4: Tailored solutions should be provided to each country or company's needs to promote GRP

Recommendation 5: Incentivize private sector companies to report publicly on gender indicators and disclose their diversity and inclusion policies



Recommendation 1 – Business Case



1. Companies practising GRP benefit from **increased revenue and reduced procurement spend**, owing to a broader range of suppliers, many of which become customers.



2. Amid a challenging global context with increased supply disruptions, GRP gives companies the tools to build **greater supplier availability and resilience**.



3. GRP **strengthens companies' brands** to customers, peers, investors and employees, which drives business and brand loyalty.



4. GRP is correlated with **more innovation and adaptability**, allowing companies to better respond to customers' needs.



5. GRP helps spur the influx of new diverse talent, which can **improve service delivery**, i.e. increases in efficiency, customer service and productivity.



6. Companies adopting GRP principles contribute to **strengthened markets through economic development and inclusive growth**.

Recommendation 2/5 – Track Data and incentivize reporting

WE DON'T KNOW HOW MANY WOMEN OWNED BUSINESSES THERE ARE

If there was a database we could start connecting more women to market opportunities and move towards closing the gender gap.



- **Establish sex-disaggregated SME Data-Bases** (governments or industries)
- **Conduct GRP Assessments for your organizations:**
 - Report developed a **GRP Assessment tool** which will be available from January to Women's Empowerment Principles (WEPs) signatories – www.weps.org



THANK YOU!

