



Grant Agreement n°101121658

## Deliverable 3.2.

### *Study Visits*



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## Introduction

Buy WISELY project aims to enable work integration social enterprises (WISEs) and mainstream businesses (MBs) in the four involved countries to design, foster and implement transactional partnerships, including trade relationships. The consortium develops this in service of a sustainable buy social business-to-business (B2B) market and to respond to several identified needs and address current shortages of the labour market thanks to the adoption of a holistic approach. The specific objectives are:

- To raise awareness on added values of “buy social” B2B markets as well as of WISEs towards MBs;
- To encourage the involvement of MBs to support up/re-skilling pathways of disadvantaged groups to facilitate their access into the ordinary labour market;
- To strengthen the operational and financial capacity of WISEs to cooperate with MBs, the so-called “trade readiness”;
- To develop transactional partnerships through concrete actions between WISEs and MBs.

The project foresees an increase of knowledge of 10 WISEs and 10 MBs about social buying in each participating country, as well as the establishment of 10 partnerships between WISEs and MBs per country, with an increase of 20% of B2B revenues and/or opportunities of WISEs. Through partnerships with MBs ready or willing to buy from WISEs, the project seeks to generate more opportunities for WISEs to enlarge their network with an intention to increase between 5 to 10% of MBs’ expenditures on WISEs’ products. It is intended that an adjustment of MBs

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purchasing policies of 50% can be reached, but, if such policies are not applied or not possible, an increase of social buying intention of 50% will be considered as an alternative result.

To enable such targets, the BuyWISEly has already published a series of booklets with Best practices on B2B partnerships, and composed a report providing a preliminary contextual assessment through surveys sent to both WISEs and MBs in Austria, Ireland, Italy and the Netherlands. It has also implemented focus groups with WISEs and MBs to make sense of their challenges on setting up partnerships and explore synergies to enhance their strategies. All these results can be accessed on the Project webpage [Buy WISEly \(ensie.org\)](http://ensie.org)

This series of Study visits are a natural step in the build-up of strengthened relations between WISEs and MBs, offering the opportunity to showcase the kind of business developed by WISEs, their working methods, processes and governance structure as well as delivered goods and services. Study visits took place in one session per country (Austria, Ireland, Italy and the Netherlands), and were attended by a minimum of 10 MBs in each of them. The results are stated in the relevant language of each country, and gathered in this report.



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All participants involved on the Study Visits were informed about the use of their data, including image, in the framework of BuyWISEly activities, including dissemination and reporting. All participants were asked to inform their consent to share such information.

## Austria – Studienbesuch in der AQUA Mühle

Im Rahmen des Buy WISEly Projektes zur Kooperation von Sozialen Unternehmen und



klassischen Wirtschaftsunternehmen fand am 17. Jänner 2024 ein Studienbesuch bei der AQUA Mühle in Vorarlberg statt. arbeit plus – Soziale Unternehmen Österreich lud Vertreter:innen aus der Wirtschaft, z.B. von planet pure, der Verwaltung, wie der Wirtschaftskammer Vorarlberg und des arbeit plus Netzwerkes zu einem Rundgang durch die industriennahe Fertigung und der Radwerkstatt der AQUA Mühle. Ulrike Schmidt-Santer führte durch das Unternehmen. Besonders beeindruckend war die Größe der Halle zur *Abbildung 2: Führung durch die industriennahe Fertigung ©*

[industrienahe Fertigung](#) sowie die vielfältigen Kooperationspartner aus der Wirtschaft, die in diesem Bereich mit der AQUA Mühle zusammenarbeiten. Auch hier zeigte sich, dass persönliche

Beziehungen, sowie eine gewisse Flexibilität des Sozialen Unternehmens im Hinblick auf Auftragsvolumen wichtige Schlüsselkriterien für erfolgreiche Zusammenarbeit sind. In diesem Teil der AQUA Mühle werden vorbereitende Aufgaben für



*Abbildung 2: Radwerkstatt der AQUA Mühle © arbeit*



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mainstream businesses übernommen. Dazu zählt bspw. die Fertigung von Verpackungen oder auch die Zusammenstellung von Memory-Spielen.

In der [Radwerkstatt](#) konnte vor allem die Tatsache überzeugen, dass die AQUA Mühle als offizieller Reparatur-Bonus Partner des Landes Österreich zählt. So können Fahrräder subventioniert repariert und serviciert werden. Die AQUA Mühle leistet so einen Beitrag zur Kreislaufwirtschaft. Zusätzlich bietet die Radwerkstatt Neuradmontage, Wintereinlagerung und eine Lehrausbildung für Fahrradmechatronik an.

### Diskussion und Abendessen im Mühlen Café

Bei einer gemeinsamen Diskussion im Mühle Café wurden Fragen rund um die Themen Kooperation, Arbeitskräftemangel, Kommunikation und zukunftsfitte Unternehmen



besprochen. Basis dafür waren die Resultate der good practice Sammlung und der online Umfrage unter Sozialen und *3Abbildung 3: Gabriele Straßegger und Sabine Rehbichler präsentieren* Wirtschaftsunternehmen aus dem Buy

WISEly Projekt. Diese Ergebnisse zeigen wie wichtig gute und persönliche Kommunikation, aber auch gemeinsame Ziele und Entwicklung und ausreichende Ressourcen auf beiden Seiten für solche Kooperationen sind.



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Abbildung 4: Diskussion im Mühlen Café © arbeit plus

Auch die Frage nach Möglichkeiten von klassischen Wirtschaftsunternehmen ihre Arbeitsplätze an einzelne Personen individuell anzupassen und durch ein dementsprechend inklusives Unternehmensleitbild selbst resilienter, aber auch attraktiver für Mitarbeitende zu werden, war Thema und fand Zuspruch von den verschiedenen Seiten. Der Abend klang mit einem vorzüglichen Abendessen,

zubereitet von der AQUA Mühle, und informellen Austausch aus.



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## Ireland

The study visit took place at the National Sustainability Summit Where WISEs firstly showcased their goods and services and engaged with MBs to promote awareness of social purchasing in the B2B market. Preliminary discussions took place between WISEs and MBs who then adjourned to a dedicated room in round table format.

This provided a forum for WISEs to further present their range of services and products to MBs. WISEs spoke about their integral element of employing specific cohorts of Irish society who experience disadvantage in terms of access to opportunities into mainstream jobs. This opened thinking for participating businesses into their role in facilitating such opportunities. The presentations raised awareness of 'social purchasing' and the role WISEs can play in MBs making meaningful impact in terms of Corporate Social Responsibility (CSR) and in line with ESG responsibilities.





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The meeting was another step towards increasing the understanding and intentions of MBs to establish B2B partnerships and adopt “buy social market strategies”.

In addition, the meeting facilitated confidence and capacity building of WISEs to directly collaborate with MBs in advancing their trade readiness / relations.

Several discussions ensued around potential B2B partnerships between MBs and WISEs. The outcomes of these potential working partnerships will be captured over the lifetime of Buy WISEly.





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## Discussion

The meeting was introduced as to the aims and objectives of Buy WISEly, the funding source, and the aim of the study visit. Introductions followed by each participant. The profile consisted of WISEs, large scale internationally located industries, small and medium national enterprises, job related skills development organisation and government funded industry support organisation.

To increase awareness, WISEs introduced their businesses, their working methods, organisational structures and products and services. The wider variety of products across the sector was discussed along with capacity to deliver by WISEs.

WISEs spoke of the broad range meaning under the label of “disadvantaged” employees and spoke of the diversity of needs and challenges experienced by specific communities of interest. For example, awareness was created around the sometimes limited choices of people with a disability or the barriers and limitations to employment for people with a criminal history or substance misuse background.

Industry related participants raised some questions for consideration:

- Can we meaningfully deliver what is being asked?
- Can we help social enterprises to prosper?
- We have to be careful as a large organisation as to what we promise.
- At what point do we trade off profits for environmental or social good?

MBs gradually turned their thoughts to:

- This is about creating awareness of social enterprises and how they can be involved in the supply chain.



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- How can we get them involved in the supply chain?
- We have a role in creating employment, what are the avenues of employment, locally, regionally, nationally?
- There is a perception of scalability, that social enterprises would not have the capacity to deal with scale, what can be done about this?
- What is the middle piece that we could be working on to close these gaps?

The shift in thinking was acknowledged and people thanked for their input before the meeting was brought to a close. Overall, the outcomes of the discussion can be summarized as follows:

- Greater awareness of MBs towards the potential and challenges of B2B partnerships with WISEs.
- Increase in understanding by MBs of WISEs and how they operate, their range of goods and services, operating structure and diversity of employee profiles.
- Increase in confidence and capacity of WISEs to work their marketing strategies toward increasing trade readiness.
- Thought provoking conversations with WISEs towards capacity to deliver, potential market avenues and areas for development.
- Thought provoking conversations with MBs as to their input in opening market opportunities and supporting social purchasing.
- Thought provoking conversations creating awareness about diversity of needs and challenges for people labelled as 'disadvantaged' leading to an understanding that 'person centred strategies' need to be considered when aiming to achieve more seamless transition for WISE employees into mainstream employment.
- Broad range of learning towards the needs and challenges of WISEs in building successful B2B partnerships.
- A shift in thinking from limited to growth mindset conversations.



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## Italy – Visita al Consorzio Sociale Abele Lavoro

Nell'ambito del progetto Buy WISEly per la cooperazione tra imprese sociali e imprese commerciali tradizionali, il 13 febbraio 2024 si è svolta una visita di studio presso il Consorzio Sociale Abele Lavoro di Torino. Gli operatori del Consorzio e di alcune delle Cooperative consorziate hanno guidato la visita ai luoghi di accoglienza, formazione e produzione di Via Paolo Veronese in Torino. Erano presenti in totale 26 persone , che rappresentavano 11 aziende profit ed 11 imprese sociali/cooperative, operanti nei seguenti ambiti:

- Servizi educativi e sanitari alla persona
- Servizi di pulizia civile ed industriale
- Servizi cimiteriali e manutenzioni aree verdi
- Grande distribuzione
- Ristorazione
- Raccolta differenziata di rifiuti
- Organizzazione viaggi solidali
- Consulenza informatica
- Manutenzione e riparazione automobilistica
- Logistica
- Trasporti





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Abbiamo visitato la struttura che ospita, oltre al Consorzio Sociale Abele Lavoro, la cooperativa Arcobaleno, la Cooperativa Stranaidea, Abel Nutraceuticals S.r.l., Biosfered S.r.l., Transistor S.r.l., photo B-Otic S.r.l. Presso la struttura ci sono sia gli uffici amministrativi e tecnici che alcuni dei siti di stoccaggio e produzione delle imprese sopra citate. La presenza del Consorzio, che si occupa di Servizi al Lavoro, Formazione e selezione, in questo sito è risultata negli anni strategica per poter collaborare in modo proficuo e diretto con le imprese consorziate e non, in merito all'inserimento e all'accompagnamento nel mondo del lavoro di persone disoccupate, spesso con importanti background di svantaggio, che si rivolgono a noi.





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## Discussione

Partendo dall'assunto che l'economia sociale è caratterizzata dalle attività senza scopo di lucro e di utilità sociale realizzate dalle organizzazioni di terzo settore che nel loro agire sono mosse da principi quali la reciprocità e la democrazia, abbiamo con i nostri ospiti provato a riflettere in piccoli gruppi ed in gruppo allargato sulla sostenibilità ambientale, economica e sociale delle esperienze/imprese presenti alla Study



Visit. Ci siamo fatti condurre da un domanda: Che cosa riteniamo di poter “ottenere” dalla collaborazione tra aziende profit e no profit? Quali convenienze e rischi reciproci? Questi, in sintesi, gli elementi emersi:

- Opportunità di lavoro per le cooperative
- Opportunità reciproca di generare nuove attività, scambio di idee
- Rischio che l'impresa profit utilizzi o tenti di utilizzare la collaborazione con il no profit per fare “washing” vari ed eventuali (pink, disability, green, ecc) o perché “va di moda”
- Rischio che la cooperazione “nasconda” la sua natura, questo incide sulla modalità di ingaggio, sulla sostenibilità e co-responsabilità sociale
- Se l'area commerciale funziona e arrivano le commesse, cosa che consente alla cooperativa di sostenere più persone, siamo poi in grado di evolverci per gestire e voler gestire un più ampio bacino di commesse?



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- Il cambio culturale e la contaminazione come opportunità
- Attenzione a non snaturare e perdere l'identità, la storia che fa le competenze
- Importante darsi dei tempi
- Intercettare i bisogni

### Offerta CSAL: servizi di politica attiva del lavoro e consulenza aziendale

Per una impresa riuscire a trovare il lavoratore più adeguato per una certa posizione, la “persona giusta al posto giusto” è una delle cose più importanti. Abele Lavoro dispone di migliaia di curricula raccolti attraverso gli sportelli, dove abbiamo scelto di incontrare personalmente tutti i candidati. Quando proponiamo una persona



ad una impresa ciò non deriva solo da matching informatico, ma dall'aver incontrato chi è alla ricerca di lavoro. In sintesi ci occupiamo di:

- Attività di ricerca e selezione di candidati per posizioni operative e intermedie
- Gestione completa dei tirocini e di tutte le pratiche
- Consulenza e assistenza fino alla piena operatività del candidato



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- Progettazione volta all’inserimento di lavoratori svantaggiati e/o disabili
- Tutoraggio e accompagnamento del lavoratore svantaggiato e dei tutor aziendali che ne curano l’inserimento

Il Consorzio Sociale Abele Lavoro è anche una Agenzia Formativa. Tutti i percorsi formativi sono progettati sui bisogni specifici dell’azienda attraverso un approccio partecipativo, con una fase preliminare di analisi dei bisogni e delle aspettative e attraverso metodologie didattiche fondate sull’innovazione. Abele Lavoro è inoltre in grado di sostenere l’impresa nella ricerca di canali di finanziamento della formazione attraverso i fondi interprofessionali o altri strumenti. Al termine della presentazione dei nostri servizi, abbiamo avviato un momento di discussione in merito alla loro “utilità” e agli spazi di implementazione e miglioramento degli stessi.





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## Netherlands

### Rondleiding langs sociale firma's

In samenwerking met het MKB Amsterdam heeft Stichting De Omslag een rondleiding georganiseerd langs twee Amsterdamse sociale ondernemingen. De rondleiding is onderdeel van het Europese project Buy WISEly om de handelsrelatie tussen reguliere bedrijven en Werk integratie sociale ondernemingen te vergroten. In De Hallen in Amsterdam West kregen de aanwezige bedrijven een uniek “kijkje in de keuken” bij sociale firma's Recycle en Beeldend Gesproken.

De middag begon bij [Recycle](#), een bijzondere fietsenwinkel en sociale firma van moederbedrijf Roads dat zich specifiek inzet voor participatie en re-integratie van mensen met een afstand tot de arbeidsmarkt. Manager Danielle Driest legt uit dat deelnemers weer onderdeel van het arbeidsproces worden bij Recycle op die manier krijgen zij (weer) perspectief op een werkzame toekomst. Bedrijven kunnen hier eenvoudig hun social return verplichting invullen door het kopen van fiets(product)en of fietsonderhoud uit te laten voeren.



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Na een groepsfoto liep de groep door naar de volgende rondleiding bij kunstuitleen Beeldend Gesproken.





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Directeur Esther Vossen vertelde dat de galerie kunst exposeert van kunstenaars met een psychische kwetsbaarheid. Met een collectie van 2.000 kunstwerken van 130 kunstenaars kunnen bedrijven kunst huren voor hun bedrijfspand of de galerie afhuren voor vergaderingen. Zo kunnen zij ook hun social return op een kunstzinnige manier invullen.

De rondleiding eindigde met een netwerkborrel met hapjes geserveerd door Restaurant Freud, een sociale firma en ook onderdeel van Roads. Dit restaurant begeleidt wekelijks 70 mensen met een psychische kwetsbaarheid. Het restaurant is een erkend leerwerkbedrijf dat ook catering voor bedrijven op locatie kan verzorgen.



Jack Stuijbergen vertelde tijdens de borrel nog kort over het ontstaan en geschiedenis van sociale firma Breedweer. Ook werden de aanwezigen geïnformeerd over de EU-richtlijn Corporate Sustainability Reporting Directive, ofwel CSRD. Deze richtlijn verplicht grote bedrijven om over duurzaamheidsprestaties te rapporteren over hun impact op mens en klimaat. De regels gelden



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sinds 2024 voor grote bedrijven, maar ook kleine mkb-bedrijven krijgen er nu al mee te maken omdat de bedrijven moeten rapporteren over de hele keten.

De middag werd afgesloten met een netwerkborrel en prijzen van Recycle en Beeldend Gesproken voor de aanwezigen. Met deze rondleiding hebben de aanwezige bedrijven kennis opgedaan met praktische voorbeelden over hoe zij sociaal in kunnen kopen, hun social return binnen hun organisatie kunnen invullen en tegelijkertijd hun netwerk kunnen uitbreiden.





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## Annexes

### I.Austria

#### Agenda

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*17.01.2024, 14:30 – 19:00 Uhr*

*AQUA Mühle, Obere Lände 5b, 6820 Frastanz*

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<b>Time</b>	<b>Timer</b>	<b>Details</b>	<b>Speaker</b>
14:30	70 Min	Visit: AQUA Mühle Frastanz (Industrial manufacturing, bicycle workshop)	Ulrike Schmid-Sandtner
15:40	20 Min	presentation WKO, arbeit plus und Buy WISEly Projekt	Gabriele Straßegger, Benedicte Hämmerle, Sabine Rehbichler
16:00	90 Min	presentation results of Buy WISEly good practices and survey discussion “cooperations of WISEs and MBs”	Benedicte Hämmerle, Sabine Rehbichler
18:00		Dinner at Mühlencafe	















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List of attendees

**study visit AQUA Mühle**  
**Signature List**

17.01.2024, 14:30 – 19:00 Uhr  
AQUA Mühle, Obere Lände 5b, 6820 Frastanz

Name	Last Name	Organization	Signature
		AMS	
		arbeit plus	
		arbeit plus	
		AQUA Mühle	
		Planet Pure	
		WKV	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		arbeit plus	



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Lead Partner	Lead Name	Co-partners	Signature
		Kaplan Bonetti	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		arbeit plus	
		FAV	
		WKO	
		Wirtschaftsbund	
		arbeit plus	
		Huber Holding	

J  
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A

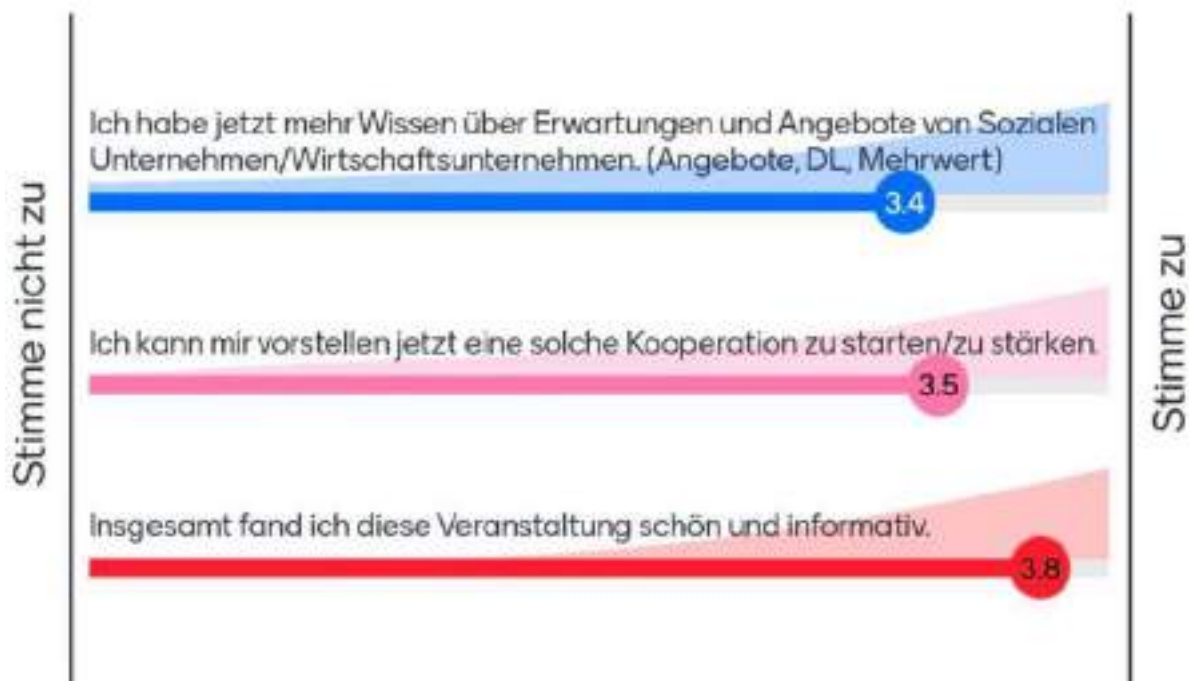
JUTZBA  
 AGW  
 WKO  
 Fuchs Bundesrat  
 arbeit plus  
 Christian  
 Arbeit plus  
 planet pure



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## Feedback questionnaire

Im Anschluss an die Diskussion wurde mit einer Umfrage über das Tool mentimeter Feedback eingeholt. Der Großteil der Personen hat angegeben nun mehr Wissen über die Erwartungen und Angebote der jeweils anderen Unternehmen zu haben. Über 85% können sich nach der Veranstaltung sogar vorstellen eine solche Kooperation zu starten bzw. bestehende Zusammenarbeit zu stärken.



5Abbildung 5: Ergebnisse der Feedback-Umfrage ©arbeit plus



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## Presentation

[https://www.ensie.org/Portals/ensie/OpenContent/Files/11713/WP3\\_Buy\\_WISEly\\_presentation\\_AT.pptx](https://www.ensie.org/Portals/ensie/OpenContent/Files/11713/WP3_Buy_WISEly_presentation_AT.pptx)



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## II.Ireland

### Agenda

### *T3.2 Agenda Study Visits*

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*23<sup>rd</sup> April 2024*

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Time	Time	Details	Who/ When
09:00	ongoing	Registration  Sign In Sheet	
09:20	ongoing	Introductions	WISEs, MB, ISEN
09:30	ongoing	Introductions/ Photos  WISEs introduced their business models, governance structures, goods and services and identified potential contracting MB's.	WISEs, MB, ISEN



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		MB,s introduced their businesses and discussion ensued re. social clauses and contracting.	
11.00	4hrs	Conversations continued between WISEs and MB's see attached Event Management App Leads networking WISEs and MBs.  WISEs initiated conversations by targeting visiting relevant MBs to pitch and refine their USP.	WISEs, MB.s
16:00	0	END	



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### List of attendees

**T3.2 Study Visit  
Signature List**

23<sup>rd</sup> April 2024 10:00 to 4pm  
Procure Ireland, Royal Dublin Society (RDS), Dublin

First Name	Last Name	Organisation	Signature
		Third Space	<i>[Signature]</i>
		RDS	<i>[Signature]</i>
		The Green School	<i>[Signature]</i>
		We Make Good	<i>[Signature]</i>
		Trident / Centre for the Care	<i>[Signature]</i>
		and Group	<i>[Signature]</i>
		Blue Cleaning Services	<i>[Signature]</i>



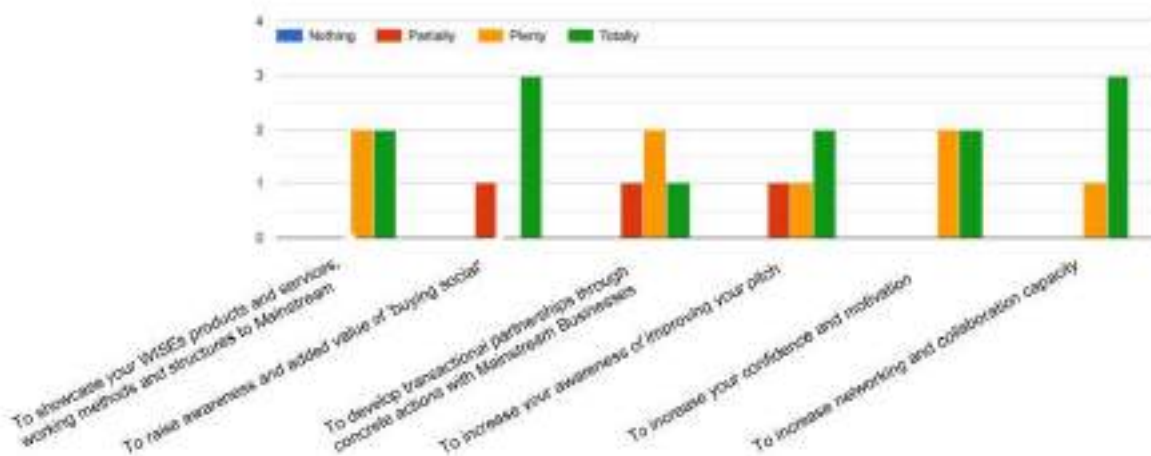
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## Feedback questionnaire



### Summary Feedback

To what extent do you think that the objectives of the activity have been achieved?



### What worked particularly well in this activity for you and your WISE?

- Meeting interested people and organisations
- It was great to talk to large companies and get rapid feedback on our product and service
- Showcase product & services and meet mainstream businesses
- Access to companies, I might never have known existed!



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**Did the activity meet your expectations? Please, provide a brief motivation to your answer**

- Yes it was very good - we didn't know what exactly to expect, but there were lots of organisations there that we wanted to talk to, and this event gave us the chance
- Yes it was really beneficial to get the opportunity to talk to potential customers
- Yes it was an amazing opportunity and led to many potential collaborations
- Not exactly, Mostly about selling product, if there was a sustainability angle it got lost in translation!

**Which key results did you gain from the activity?**

- Possibly new partnerships and funding, possibly RTE documentary
- Some leads that we can do further customer discovery with
- Visibility for our social enterprise and connections with businesses /potential clients
- Lot more to be done!

**Comments / Suggestions:**

Rather than just sell product, sell product with an eye on end of life recycling notions: if both are managed at the same time with an eye to future disposal of product, thus leading to a better planned recycling environment. For some companies there should be a dedicated recycling manager or someone that has that remit as part of their job

## Presentation

[https://www.ensie.org/Portals/ensie/OpenContent/Files/11713/Study\\_Visit\\_IE\\_Presentation\\_2\\_compressed.pdf](https://www.ensie.org/Portals/ensie/OpenContent/Files/11713/Study_Visit_IE_Presentation_2_compressed.pdf)



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## III. Italy

### Agenda

13 February 09.00-13.00

Torino Via Paolo Veronese 202

Time	Timer	Details	Speaker
9:15-9:30	15'	<i>Welcome and event presentation</i>	Massimo D'Amico
9:30 - 11:00	90'	<i>Products and Services of Social Economy</i>	Piera Lepore
11:00-11:30	30'	<i>Coffe Break</i>	
11:30-13:00	90'	<i>CSAL offer: active labor policy services and business counseling</i>	Cinzia Miraudò e Fabrizio Devietti
13:00-14:00	60'	<i>Lunch</i>	



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### List of attendees



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### Study Visit Lista firme

13 Febbraio dalle 09.00 alle 13.00  
Torino – Via Paolo Veronese 202 (CSAL)

Nome	Cognome	Organizzazione	Firma
		NATA Coop. Sociale	<i>[Handwritten signature]</i>
		CONSORZIO NATURA E AMBIENTE	<i>[Handwritten signature]</i>
		DALLA FRETTA PARI	<i>[Handwritten signature]</i>
		STRANIDEA	<i>[Handwritten signature]</i>
		COOPERATIVA SOCIALE AUCI	<i>[Handwritten signature]</i>
		COOPERATIVA SOCIALE AUCI	<i>[Handwritten signature]</i>
		COOP PG FRASSATI	<i>[Handwritten signature]</i>
		COOP PG FRASSATI	<i>[Handwritten signature]</i>
		TERMINOIR ORL	<i>[Handwritten signature]</i>
		PRESTIOPRESIPA	<i>[Handwritten signature]</i>
		Di Solution	<i>[Handwritten signature]</i>
		Bi Service	<i>[Handwritten signature]</i>
		AdS TORINO	<i>[Handwritten signature]</i>



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Nome	Cognome	Organizzazione	Firma
[REDACTED]	[REDACTED]	SSA ACLI TORINO	[Signature]
[REDACTED]	[REDACTED]	Coop Ecosol	[Signature]
[REDACTED]	[REDACTED]	Coop Tibesti	[Signature]
[REDACTED]	[REDACTED]	Coop. Soc. L'ACCARACONO	[Signature]
[REDACTED]	[REDACTED]	Accaracono coop	[Signature]
[REDACTED]	[REDACTED]	MORAVIO SOC MIDAS	[Signature]
[REDACTED]	[REDACTED]	Coop PG FRASSATI	[Signature]
[REDACTED]	[REDACTED]	Coop P.E FRASSATI	[Signature]
[REDACTED]	[REDACTED]	Coop LA RESA B.V	[Signature]
[REDACTED]	[REDACTED]	VIAGGI SONDANI	[Signature]



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Nome	Cognome	Organizzazione	Firma
		SATIZ	
		BIG DAT DE TOPOLASI	
		SOTRAL	
		NETWORK LOGICA	
		STRUMENTALE	
		CREATIVA	



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## Feedback questionnaire

A seguito della discussione, è stato raccolto il feedback mediante un sondaggio, utilizzando l'Applicazione Slido.

- Oltre il 60% dei presenti ci ha comunicato che gli obiettivi delle attività della Study Visit, dal loro punto di vista, erano stati raggiunti: - Presa visione e conoscenza dei servizi offerti dal Consorzio Sociale Abele Lavoro - Presa visione e conoscenza dei servizi offerti dalle Imprese Sociali presenti alla Study Visit - Riflessione e chiarimento delle opportunità di avviare collaborazioni tra profit e nonprofit Nei campi aperti, la maggior parte dei commenti, oltre ad esprimere apprezzamento per l'organizzazione dell'attività, sono stati sottolineati due elementi principali:
- La creazione della rete, spesso data per scontata
- La proposta di organizzare ulteriori incontri tra aziende e cooperative ...poi abbiamo pranzato tutti insieme!

## Presentation

[https://www.ensie.org/Portals/ensie/OpenContent/Files/11713/Study\\_Visit\\_IT\\_Presentation\\_1\\_compressed.pdf](https://www.ensie.org/Portals/ensie/OpenContent/Files/11713/Study_Visit_IT_Presentation_1_compressed.pdf)



## IV. Netherlands

### Agenda

#### T3.3 Agenda Study Visits

##### Amsterdam

23<sup>rd</sup> of May @ 16.30 – 19.00 pm

De Hallen, Hanneke Dankbaarstraat, Amsterdam

Time	Time	Details	Who/ When
16:20	10	Registration Sign in Sheet	Jeanice + Ingrid
16:30	10	Welcome @ Recycle: <ul style="list-style-type: none"><li>- Welcome by Corine</li><li>- Buy WISEly</li><li>- Program</li><li>- Participants introduce who they are to all participants</li></ul>	Corine + group
16:40	30	Start tour 1 @ Recycle Explanation of goods and services of Recycle and Roads, working methods & processes, governance structure.	Danielle Driest
17:10	5	Walking time from location 1 to location 2	Everybody
17:15	30	Start tour 2 @ <del>Beeldend Gesproken</del> Explanation of goods and services of <del>Beeldend, Gesproken</del> , working methods & processes,	Esther Vossen



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		governance structure.	
17:45	10	Presentation social enterprise <u>Breedvoer</u> .	Jack <u>Stuitbergen</u>
17:55	5	Presentation by Restaurant Freud	Danielle Driest
18:00	5	Closing	Corine
18:05	55	Start networking with drinks and <u>fingerfood</u> .	Everybody
18:15	0	Prices to win of <u>Recycle</u> and <u>Beeldend Gesproken</u>	Esther, Danielle, Corine and winners
19:00	0	END	



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### List of attendees



### T3.2 Study Visits Signature List

22<sup>nd</sup> of May @ 10.30 – 19.00 pm  
De Hoffen, Harnie Dierhóvrouwstege, Amsterdam

Role	Last Name	Organization	Signature
		Erasmus	
		CARE Consulting	
		Felugand Galim	
		WU-20200	
		Wanamita	
		Mastella	
		Monte NDI	
		Majors	
		Essent	
		WU-20200	
		STANIS.NL	
		Indaneau	
		Mastella	
		ITMA PR	



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Name	Last Name	Qualification	Signature
	Odessa		
	Maddalena		
	DE PIZZINATO		
	wsp/cur		
	My Dora		
	Pizzinato		

### Feedback questionnaire

Na de rondleiding hebben de aanwezigen een schriftelijke enquête ingevuld. Alle aanwezigen waardeerden de informatie tijdens de rondleidingen. Ze gaven aan nu meer kennis te hebben over sociale firma's en hoe zij invulling konden geven aan hun social return. 65 procent, ofwel het gros van de aanwezigen bedrijven, kopen al sociaal in. Voor sommige bedrijven was dit nog niet van toepassing, ze gaven aan dat zij geen verplichting hebben.



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Als verbeterpunt werd alleen genoemd dat een voorstelronde voor de start van de rondleiding, prettig was geweest.

#### KEY INFO

<b>Draft by</b>	<i>Duncan Walker (ISEN), Fiona Callan (ISEN), Corine Van der Burgt (De Omslag), Hemma Pertl (arbeit plus), Sabine Rehbichler (arbeit plus), Piera Lepore (CSAL), Daniela Ferrero (CSAL)</i>	date <i>24-04-2024</i>
<b>Revision by</b>	<i>Ana Hannotte (ENSIE)</i>	date <i>26-04-2024</i>
<b>FINAL VERSION</b>		
<b>Approved by</b>	Ana Hannotte (ENSIE)	date <i>30-04-2024</i>