

# Sample of SDG Impact – *Engaging the BOP as Producers or Suppliers*



- Empower individuals to lift themselves out of poverty by engaging them as suppliers, providing an increased or more stable (e.g., promised) source of income



- Increase agricultural productivity of small-scale food producers by providing access to resources and training
- Instruct suppliers to produce goods more effectively and/or preserve goods longer



- Ensure suppliers have the technical and vocational skills necessary
- Instruct suppliers on sustainable production practices, providing the knowledge and skills needed to promote sustainable development
- Reduce time and effort required to produce goods, freeing up time for children to learn



- Engage women (e.g., artisans) as suppliers, enabling them to support themselves and become financially independent



- Teach producers sustainable practices to minimize the release of hazardous chemicals into the water supply and increase water-use efficiency



- Stimulate per capita economic growth in the region(s) by stimulating full and productive work for the local, engaged suppliers
- Promote safe and secure working environment for suppliers, given international spotlight on fair working conditions particularly for large companies
- Provide access to financial services (e.g., credit), enabling suppliers to grow their businesses



- Promote inclusive and sustainable industrialization by engaging suppliers in the value chain and partnering with governments to build required infrastructure



- Enable suppliers to increase their incomes, contributing to income growth in bottom 40% of the population at a rate higher than national average
- Support the “economic inclusion of all” by engaging BOP suppliers in the value chain that might not otherwise be engaged in the formal economic sector



- Train producers in the sustainable and efficient use of natural resources, enabling businesses to certify products and command a higher price
- Facilitate reduced food losses along production and supply chains



- Help suppliers plan for climate-related hazards and natural disasters
- Reduce the climate change impact of suppliers by training them in sustainable production practices



- Contribute to the sustainable use of terrestrial ecosystems by training suppliers to sustainably use their land

# Sample of SDG Impact – Engaging the BOP as Distributors



- Empower individuals to lift themselves out of poverty by engaging distributors as employees or third party vendors, providing them with an increased or more stable source of income



- Train distributors on healthcare and nutrition, improving their own well-being and also enabling them to better provide the product or service; fast-moving consumer goods such as sanitation products are simple to distribute and require some frequency



- Instruct distributors, providing them the technical and vocational skills for employment, decent jobs and the possibility for entrepreneurship
- Train BOP as educators through paraskilling, enabling them to increase quality education opportunities available for their communities
- Contribute to families' increased income, better enabling them to send their children to school



- Engage women as distributors of goods (e.g., sanitation products) or services (e.g., education) enabling them to support themselves and become financially independent



- Stimulate per capita economic growth in the region(s) by engaging local distributors
- Support higher levels of economic productivity as well as full productive work for the engaged distributors



- Promote inclusive and sustainable industrialization by engaging distributors in the value chain and partnering with governments to build the required infrastructure
- Design innovative distribution methods given challenges associated particularly with rural distribution



- Enable distributors to increase their incomes, contributing to income growth in the bottom 40% of the population at a rate higher than the national average
- Support the “economic inclusion of all” by engaging BOP distributors in the value chain



- More sustainably and efficiently distribute products, preserving natural resources
- Reduce spoilage along the supply chain by employing local distributors who can better manage supply



- Help distributors plan for climate-related hazards and natural disasters
- Reduce the climate change impact of distributors by keeping the distribution networks local

## Sample of SDG Impact – *Engaging the BOP as Customers*



- Provide customers with access to basic goods and services, appropriate technology or financial services



- Offer food or nutritional supplements, promoting access to safe, nutritious and sufficient food all year round and contributing to the end of malnutrition



- Supply healthcare products or services – from vaccines to basic sanitation products — that reduce global maternal mortality, end preventable deaths, and combat disease
- Improve quality of life through access to services (e.g., healthcare professionals) and goods (e.g., sanitation products)



- Provide educational materials or platforms for children or adults, particularly through modularized learning programs and services



- Engage women as customers, offering products or services that improve their wellbeing or quality of life
- Empower women through microfinance



- Facilitate adequate and equitable sanitation and hygiene for all through a product or service offering



- Expand affordable, reliable and modern energy services (e.g., electric grid) to reach BOP customers
- Provide innovative products (e.g., clean cook stoves) for BOP customers that enable them to access affordable and clean energy
- Provide products or services that increase the share of renewable energy in the global energy mix



- Promote productive activities, job creation, and entrepreneurship by offering products and services to BOP customers, including access to financial services



- Provide products (e.g., solar lamp) and services (e.g., telecom) that contribute to income growth of the bottom 40 percent of the population
- Support the “economic inclusion of all” by engaging BOP customers in the value chain



- Enable BOP customers to access adequate, safe and affordable housing and basic services

*Note: A company’s specific contribution may vary depending on what product or service the company offers. The list above is a sample of possible contributions.*