



GENDER RESPONSIVE PROCUREMENT SUMMIT 2022 OUTCOME DOCUMENT



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INTRODUCTION

The Summit on Gender Responsive Procurement was held in İstanbul on October 21, 2022.

UN Women Türkiye is increasing its focus on no. 5 of Women's Empowerment Principles (WEPs)¹ which calls for enterprise development, supply chain and marketing practices that empower women. KAGİDER, the Women Entrepreneurs Association of Türkiye is the pre-eminent non-governmental organization aimed at strengthening women entrepreneurs in the country. UN Global Compact Türkiye (UNGC) is a development, sharing and cooperation platform for Türkiye's sustainable development with its multi-stakeholder member structure.

Within this context and building on the success of the Expo 2021 that was organized by UN Women's Europe and Central Asia Regional Office, UN Women Türkiye, KAGİDER, and Global Compact Türkiye, convened the first Gender Responsive Procurement (GRP) Summit in İstanbul on October 21, 2022. The Summit was designed as a satellite event of the Women's Entrepreneurship Expo 2022, organized by UN Women Regional Office on 16-17 November 2022.

The first Expo took place in 2021 and brought together more than 500 participants from 50 countries on a multilingual platform, engaging over 200 entrepreneurs. It established a market space for over 100 Expo booths by entrepreneurs, which gained close to 2500 visits. At Women's Entrepreneurship Expo 2021 over 40 new partnerships were formed between the private sector, civil society organizations and UN Women.

Women's Entrepreneurship Expo 2022, saw a series of business building and networking activities, allowing businesses, investors, and women entrepreneurs of the European and Central Asian Region to learn from and network with each other. The Expo took place virtually over two-days and involved an exhibition space for showcasing products and services, conferences, B2B and B2C networking, masterclasses, exchange of ideas, inspirational examples and success stories of women entrepreneurs and businesses.

In the same vein, Gender Responsive Procurement Summit's aim was to create an opportunity to network, exchange information, and develop sustainable partnerships among women entrepreneurs, civil society organizations, private and public sector and to set up a new platform in Türkiye to discuss Gender Responsive Procurement (GRP) in all its facets, both in the private and public sectors.

The Summit was designed in such a way that it allowed plenty of time for formal and informal networking, information exchange and foundation laying for sustainable partnerships among women entrepreneurs, business leaders, civil society, and public authorities. The Summit created an atmosphere where participants could exchange ideas on how to tap into the potential of women entrepreneurs in a more effective and systematic way.

The GRP Summit was funded by Sweden through the Swedish International Development Cooperation Agency (SIDA), within Advancing Gender Equality and Women's Leadership in Political and Business Life in Türkiye project, implemented by UN Women Türkiye.

This document summarizes ideas and reflections raised during the Summit. It includes a section presented at the opening of the Summit, followed by panel discussions, paired panels and reflections about potential enhancements in public procurement for the benefit of women entrepreneurs.

As indicated below, this document is distinct in purpose and structure from other Summit materials.

The content below reflects the trends and intersections of participant comments and feedback. At the end of the document, recommendations are given as a conclusion for the future of the Gender Responsive Procurement (GRP) in Türkiye and how UN Women can support its adoption.

The speeches and panel discussions made during the summit were interpreted from two perspectives in this document:

- Successful studies and examples of GRP so far in Türkiye
- Future studies and suggestions on GRP

After the priority areas were highlighted in the opening remarks, separate evaluations were made in terms of the summit participants, civil society organizations and research institutions, women entrepreneurs (as suppliers), private sector leaders (as buyers), media and public authorities.

1 www.weps.org

I. Opening Remarks:

Asya Varbanova

UN Women Türkiye Country Director

Ms. Varbanova highlighted that procurement – the buying of goods and services – represents a very significant part of a country's GDP, with public procurement representing approximately 10-15% of the Gross Domestic Product (GDP) in developed countries and over 30% of the GDP in developing countries. At the same time, Ms. Varbanova highlighted that women owned businesses account for a very small part of the money spent by large corporations and governments for acquiring goods and services, even though women own about 1/3rd of the businesses worldwide. This shows us the magnitude of the untapped potential for women in business going forward. This Summit is an opportunity to bring together public and private sector representatives, procurement specialists and women entrepreneurs that aim to become suppliers to the industry and build lasting partnerships.

Emine Erdem

KAGİDER President

Referencing the fact that the biggest market in the world is public tenders, but the share of women entrepreneurs in public tenders is only 1%, Ms. Erdem repeated the motto of KAGİDER: "Purchase from women so that the country can win!" In her speech, key points raised in KAGİDER consultation meetings with women business owners were outlined:

- There is a need for strengthening the links between women's solidarity networks and public procurement processes
- We need to open up to different markets and develop different product ranges.
- Participation in national / international fairs should be encouraged
- We need mapping of local female suppliers and establishing acquaintance networks. In this respect, Ms. Erdem encouraged all participants to use <https://www.ticaretinkadinlari.com/>
- Women entrepreneurs need to be trained on tender processes / bureaucratic process and documentation.

Dilek Cesur

UN Global Compact Türkiye Board Member

Ms. Cesur pointed out the large share of SMEs in the supply chain and how important the support from large companies is. When large companies combine their purchasing power with capacity building and supervisory support to these SMEs at the same time, they can lead to transformations in their supply chains.

Gender responsive procurement is a company's use of purchasing policies to promote gender equality and support gender responsive social and economic progress at all stages of the supply chain. Ms. Cesur stated that there is a huge need for companies to know where to start and how to proceed with the implementation of gender responsive procurement. To address this need, the UN Global Compact updated its "Decent Work Toolkit for Sustainable Procurement²", which was published in 2020, with a focus on Gender Responsive Procurement.

Peter Ericson

The Consul General of Consulate General of Sweden in Istanbul

Mr. Ericson highlighted that gender equal societies are more prosperous and more democratic. Putting the spotlight on how procurement, both public and private, can become more gender sensitive is the right thing to do.

There are many companies in Türkiye that have realized that working for equal rights of women in the workplace will contribute to better results for the companies, for their shareholders and their employees. These aspects can - with the right decisions – also become decisive factors in the evaluation of tenders.

² <https://www.unglobalcompact.org/library/5740>

II. Keynote Speech

Alia El-Yassir

UN Women Regional Director for Europe and Central Asia

Ms. El-Yassir underlined the fact that due to structural inequalities and discrimination, women entrepreneurs' access to capital and resources are less than their male counterparts. Women are therefore disproportionately represented at the lowest tiers of the supply chain, carrying out lower-skilled, lower-paid jobs and operating smaller businesses. Procurement can be a powerful strategic lever to accelerate gender equality in the marketplace.

Ms. El-Yassir emphasized women's enormous contributions to economies, whether in businesses, on farms, as entrepreneurs or employees, or by doing unpaid care work at home.

Pursuing Gender Responsive Procurement within a company has many valuable benefits. For example, it creates value-based culture, opens new market opportunities, lowers risks, and improves brand reputation and customer loyalty. By adopting Gender Responsive Procurement, companies leverage their purchasing policies and practices to promote gender equality and encourage suppliers to improve their performance on gender equality and women's empowerment.

In UN Women, we consider that supporting women's entrepreneurship is of vital importance not only from the women's rights perspective, but also from an economic perspective, as it directly contributes to the country's economic growth. At the global level, UN Women promotes gender responsive procurement in the private sector, through a community of practice of 350 stakeholders. At the regional level, we try to fill gaps in the ecosystem, identify the needs of both women entrepreneurs and the private sector companies, and connect them in a structured way. UN Women is putting in practice several extremely important partnerships and creating fruitful cooperation for further advancing women's entrepreneurship ecosystem in Türkiye, through the Women's Entrepreneurship Expo. [The Expo](#), which the GRP Summit is a satellite event of, brings together women entrepreneurs from across the region together with private sector companies, business leaders, investors, and experts. Ms. El-Yassir concluded that joining forces with diverse stakeholders such as those gathered at the Summit to achieve similar objectives can lead to a transformative change soon.

III. Research and Guidelines on GRP

The panel sections of the summit started with the session in which data-based studies were shared. In this session, IPSOS and TÜRKONFED presented the results of two important studies carried out. Both studies created data and thus, allowed for "data-driven advocacy".

i. UN Women – KAGİDER, Gender Responsive Procurement and Investment (GRPI) Project, IPSOS Gender-Sensitive Procurement Research Report dated October 2022

This research aimed to understand how women are positioned in terms of procurement and pinpoint obstacles to gender responsive procurement, as well as investment.

Methodology: Qualitative Online Focus Group Discussions with 8 procurement professionals in total. Quantitative Online Survey (CAWI): A total of 73 procurement professionals operating in different sectors. These professionals were recruited through KAGİDER, and the research was completed for UN Women.

Some important points from the IPSOS research report:

- Although number of women in all levels in the companies are not high, more than half of the companies do not have recruitment policies that are effectively implemented to increase female employee numbers.
- Most of the companies (%64) do not have recruitment policies to increase the number of female managers/employees for procurement departments.
- Almost all participants state that they would like to have more female suppliers in their supply chains (96%).
- Only 14% of companies have a performance criterion to incentivize establishing collaborations with women owned businesses.
- 64% of participants do not know the ratio of the women owned businesses in their supply chain.
- Women owned businesses constitute 10% or less of their supply chain for the majority among the ones who do know the ratio.
- Gender equality is currently viewed as a less significant criterion in supplier selection. With the current economic situation in Türkiye, "costs" have gained even bigger importance in supplier selection. Engaging in a supply chain collaboration involves making promises to each other, and thus "trust" is an important aspect when choosing a supplier.
- IPSOS research report shows that one of the main obstacles to Gender Responsive Procurement is the belief of low number of women owned businesses in their sector.

Suggestions from the IPSOS Research Report:

- Companies are enthusiastic about creating a more gender balanced supply chain. However, awareness about gender equality practices and gender sensitive procurement is not very high. It is noteworthy that, even though most of the recruited participants are senior level employees, they are not knowledgeable about company practices and the role of women owned business in their supply chain and awareness should be increased.
- Companies and professionals are expecting concrete and applicable guidelines regarding gender sensitive procurement. Any training about this topic should include practical advice that the companies can integrate to their procurement practices.
- Trainings should be conducted separately for different types of companies. Companies which have gender equality practices and gender-sensitive procurement in place can be trained together and can be directed about how to improve their practices. On the other hand, companies that do not currently have such practices can be trained separately and can be given guidance on how to implement such practices in the first place.
- There is a need for following up on how companies comply with gender sensitive procurement practices and an online platform where results/actions can be tracked might be a good solution.
- This online platform should include good practices from which companies can learn from.

ii. TÜRKONFED - UN Women - İş Bank: “Women’s Power in Enterprise” Project, Gender Responsive Procurement Handbook, July 2022

The aim to empower women should not only be present in the business world but in all areas of life. TÜRKONFED acts with this policy with 47 women’s associations within 300 associations that are members of TÜRKONFED.

TÜRKONFED and UN Women have prepared a GRP Handbook that can be used by women owned businesses in Türkiye with the following main headings:

- The importance of women’s empowerment in social and economic fields,
- Gender barriers in business and the concept of Gender Responsive Procurement
- The situation and challenges of women-owned businesses
- GRP applications in the world and in Türkiye
- Tools that women-owned businesses can use to participate in tenders

The GRP handbook is currently being prepared for publication and will be shared with the relevant parties soon.

IV. Women Entrepreneurs (as suppliers)

During the paired panels of the Summit, a wide spectrum of women entrepreneurs ranging from molecular biological product producers to women’s cooperatives producing textile products, from modular pipe representatives to Beko white goods dealers to contracted women farmers and women entrepreneurs who set up their own brands shared their stories. The suggestions made by women entrepreneurs, who are public and private sector suppliers, for the development of GRP are given below:

To increase the number of women entrepreneurs that are suppliers to the public sector, supportive applications like networking activities, B2B meetings, trainings etc. can be offered to women entrepreneurs in tenders.

Buyers always want to work with the suppliers they are used to. If this situation is not changed via encouraging the buyers for welcoming new suppliers and/or for innovation in buying decisions, chances of the women suppliers in tenders will continue to be very low.

Female suppliers need to be supported by a temporary quota until their participation rates equal that of male suppliers.

There is an established bias against small and newly established companies, which hinders the participation of women entrepreneurs in large corporations’ and public institutions’ supply chains.

In general, there is a belief that women-owned businesses are generally operating at “gender-appropriate” sectors and this results with buyers believing that their sectors are more appropriate for males³.

3 IPSOS, Gender-Responsive Procurement Research Report, October 2022.

Automotive sector is a highly technical and globalized supply chain with very demanding supplier requirements. A buyer of Automotive Sector, Bant Boru - Ms. Seda Ece Hekimoğlu stated that they hope that buyers in every sector will be able to benefit from the quality products and services that women offer to the market with their meticulous approach by observing world standards. Automotive sector supplier Ms. Hatice İmer provides a good example in this regard and proves that women entrepreneurs in male dominated sectors should also be given chances by their respective industries.

““When I started working with the online sales platform (Hepsiburada), I experienced that it is a very supportive environment and companion for women entrepreneurs. They provided significant support in the marketing and distribution process. They also provided mentorship and it was possible to ask questions about all aspects of the business to all involved in Hepsiburada. The low commission rates that Hepsiburada offers to women entrepreneurs are also a great financial support. This should be extended to other online sales platforms as well.”

Women Entrepreneur, Ayşe Selin Varol

V. Private Sector Companies (as buyers)

At the paired panel section of the summit, representatives of Arçelik, Bant Boru, Hepsiburada, Migros, P&G, Yıldız Holding purchasing departments shared both their experiences with women businesses and good practices they have implemented as corporates. The common feature of these companies is that they have the sensitivity and practices of “Diversity and Inclusion”.

Arçelik:

Arçelik is one of the leading industrial companies of Koç Holding, which is one of the leaders of the Generation Equality Forum⁴ set up by UN Women. As a global company they believe that they have responsibilities on Gender Equality. Arçelik is implementing several projects related to gender quality and gender responsive procurement. For the dealers of Beko, which is an Arçelik brand, “100 Women Dealers” project was started, for which 20,000 women entrepreneurs applied.

Additionally, Arçelik Innovation Hub has an objective of a total of 4 million USD financial support to 5000 women entrepreneurs until year 2026.

Bant Boru:

Even though the automotive sector is a male-dominated sector, care is taken to increase the employment of

female employees and increase the number of women in the management level. Bant Boru has been working on Women’s Empowerment Principles (WEPs) since 2018 and is a signatory of both WEPs and UN Global Compact.

It is thought that it is necessary to review the low rate of women among the suppliers with a sustainable perspective and work on gender equality. A Code of Ethics is being written to share with all stakeholders in 2023. On this document there will be enhancements on the supplier side to be sensitive to gender equality. There are some criteria to be a supplier to the automotive industry such as having a successful business model and relevant certifications, quality of the business and teamwork. It is believed that women who satisfy these criteria will be successful in supply chain management in the demanding automotive sector.

Hepsiburada:

Established by a women entrepreneur, Hepsiburada supports women entrepreneurs and rural women’s cooperatives in the field of e-commerce with the “Technology Power for Entrepreneurial Women Programme”, which started in 2017. In this context, more than 35,000 women entrepreneurs, more than 154 women’s cooperatives, and 51 NGOs have been supported.

Hepsiburada is acting with the idea which is formulated as “purchase from women and let the country win!”. Hepsiburada works in collaboration with KAGİDER. 50% of the entrepreneurs who registered with Hepsiburada

4 <https://forum.generationequality.org/action-coalitions>

in the first 6 months of 2022 are women entrepreneurs. It supports women's efforts with a sustainable perspective and in a holistic way (not only financially but also through technical advice, expertise and guidance)

Migros:

As a gender equality advocate, Migros supports women producers via social responsibility projects. In 2020, "Women Entrepreneur Development and Acceleration Program in Agriculture" was held in partnership with KAGİDER.

In the context of this program, which was held for the third time this year, 15 people selected among 60 women entrepreneurs participating in the camp are given mentorship support for one year, following an intensive training program. Migros offers all entrepreneurs participating in the camp and producing in accordance with quality standards, the opportunity to sell their products in stores all over Türkiye.

Procter & Gamble (P&G) Türkiye:

P&G is working on mapping the companies with female ownership and female management for a diversified supplier pool. A reporting and tracking system was created to expand the diversified supplier pool. Mapping study will also provide data to P&G Global. P&G Global aimed to make 30% of purchases from a diversified supplier pool until 2030. P&G Türkiye office requested from top 100 suppliers to continue and expand their activities in the field of equality and inclusion. The most important target of P&G Türkiye for the year 2022 is to complete the mapping phase.

One of the most important problems of buyers is to reach the right women suppliers. The aforementioned mapping work will try to reach these women. Support of institutions such as the UN is also needed to achieve this goal.

Yıldız Holding:

Economic empowerment of women is very important for economic sustainability. With the understanding of a "win-win" approach, Yıldız Holding Women's Platform was established in 2021. The platform aims to support women to be represented more in business life, to increase the number of women in senior management and critical positions, and to ensure equality of opportunity in the business world.

"The Women Stars of Agriculture Project" is being implemented. In the context of this project; female farmers contracted by Superfresh brand of Kereviş will receive a supply guarantee of 5000 tons of fresh fruit and vegetables until 2025, and a value of 35 million TL will be created. In the project, an incentive of

500.000 TL will also be provided to women farmers by Yıldız Holding Women's Platform.

Yıldız Holding became involved in the Women's Entrepreneurship Accelerator (WEA)⁵ initiative of UN Women. Yıldız Holding companies will accelerate exemplary practices that encourage women's entrepreneurship with the support of UN Women.

VI. 6. Media Impressions of Women Entrepreneurs, Milliyet's Equal Stories Initiative

Gender-responsive procurement is the selection of services, goods and civil works by considering the impact of these choices on gender equality and women's empowerment.

Sharing the positive results and impact of the projects subject to gender responsive procurement is an important communication strategy to disseminate the social impact. Making social development visible in an accessible way by all parties brings with it interest and demand.

The visibility of a company that has been in the market for many years with the publications of media organizations and its use as a factor that increases its credibility will be a factor in the development of GRP in Türkiye and the formation of networks by women businesses by being aware of each other, plus, with a venue where women entrepreneurs and their businesses can shine, it might be encouraging for newcomers in business to provide a track record.

As a gender responsive media company, there are 30% female managers in Milliyet with 72 years of experience in women's empowerment.

Many girls were supported with the campaign "Daddy, send me to school", which started in 2005.

Beginning to cooperate with UN Women in 2021, it is the first media organization to take part in the Generational Equality Forum. Milliyet prepared 11 commitments related to the goals in the forum's action topics. The Equal Stories page was created.

Equal Stories Summit was held on March 18, 2022, in Istanbul. Milliyet continues to include the works of successful business and professional women and women leaders on its pages.

Campaigns and activities covering Türkiye, Europe and Central Asian countries will continue for the empowerment of women and girls, with the "Now It's Our Turn" work carried out with UN Women.

⁵ <https://www.we-accelerate.com/>

Until 2026, at least 500 female students will be mentored.

VII. Enhancements in Public Procurement for the Benefit of Women Entrepreneurs

Initiatives related to the Legal Process

(Av. Nazan Moroğlu):

Public tenders are important for entrepreneurs. To overcome the difficulties, multi-faceted work is required.

Local governments and relevant ministries were consulted while preparing improvement suggestions to the public procurement law.

In the Public Procurement Law, which has been in effect since 2002, there is no direct barrier for women businesses, but there are indirect barriers.

Public procurement law should be made sensitive to gender equality. Women businesses should be defined in laws.

There is a direct procurement clause in the Public Procurement Law. The direct procurement clause should be used by taking it into the scope of the exception for procurement from women businesses.

A document showing the business volume and 15-year turnover is required from the businesses that will enter tenders. If ¾ of the business that will enter the tender belongs to a woman or if the manager is a woman, this article should not be applied.

According to the Article 46 of the Public Procurement Law (1) In tenders, a bid bond in the amount to be given by the bidder, not less than 3% of the bid price, is taken. (2) Before the contract is signed, a performance bond of at least 6% of the tender price is taken from the bidder who won the tender.

With a change in this Law, amount of the bid bonds can be lower for women entrepreneurs.

In bargain tenders, priority can be given by defining a woman enterprise.

For stamp duty, women businesses can be exempt from this tax in the first 3 years of their operation.

Draft offer amending the Public Procurement Law has been prepared and shared with some of the members of the Parliament and related ministries⁶.

Public Procurement Authority and State Supply Office:

There are some risks when introducing positive discrimination regulations for women in public tenders. In order not to abuse the issue and considering the risk of deterioration from the consistency of the tender system, the works should be carried out meticulously. The effects need to be well analyzed. While designing policies that support the participation of women-owned businesses in public tenders, the framework of the definition of women owned businesses should be clearly defined. According to the UN Women GRP guidelines, there is no general definition of women-owned businesses. This definition may differ from country to country. The definition should be adjusted according to country realities. Some arrangements can be made to prevent abuse of right.

What is a Woman-Owned Business?⁷

Defining and classifying Women-Owned Businesses helps determining which companies are entitled to preferential treatment. Classification of Women-Owned Businesses will also enable the collection of data, which facilitates the measurement of progress and the effects of gender-responsive policies. An important aspect of a solid definition is that it helps reducing the risk of tokenism and fraud, where women are placed in key position without granting them any managerial power only to obtain preferential status as a Woman-Owned Business. A Woman-Owned Business/vendor should at a minimum include;

- (a) At least 51 per cent independent ownership by one or more women (or woman sole proprietorship),
- (b) Unconditional control by one or more women over both long-term decision-making and the day-to-day management and administration of the business operations, and
- (c) Independence from non-woman-owned businesses.

Suggestions to participate in public tenders in the current situation:

EKAP academy is an official online training platform of the Public Procurement Authority for the suppliers. EKAP academy also publishes a glossary of tender terms and legislative changes.

Under <http://ekap.kik.gov.tr> (an advanced digital platform), easy access to information on public procurement is provided and EKAP⁸ academy contents

⁶ Nazan Moroğlu, Kamu İhale Kanununda Değişiklik Teklifi Taslağı, 2022

⁷ https://www.ungm.org/Shared/KnowledgeCenter/Pages/PT_GRP

⁸ <http://ekapakademi.kik.gov.tr>

can be followed.

As of October 3, 2022, all open tenders and the advertising-free bargaining method tenders must be made through the e-tender method ⁹.

Thus, 90% of the tenders are made by electronically (i.e., e-tender). With this change, there is no need to submit security documents in the first stage, document preparation costs are reduced. Participating in tenders becomes easier. An egalitarian fair environment has been prepared.

Women's employment and the opportunities provided to women in the enterprise are evaluated in non-price opportunities which means if women employment rate is higher than the other competitors of the tender, this will be an opportunity to win the tender. If the lowest prices offered by more than one bidder are equal, non-price factors can be used in determining the advantageous offer¹⁰.

Direct procurement is made through the EKAP digital platform. No collateral required and is an opportunity for women owned businesses. They can participate in tenders by forming joint ventures.

The 15-year condition can be used as an opportunity. The state states that by going back 15 years, the work done that long ago can be accepted.

Women entrepreneurs can be prioritized by the State Supply Office, and advantages and opportunities can be brought to purchase from women entrepreneurs.

The State Supply Office may have separate catalogs and labels for women owned businesses and so they can be featured in searches. A new group can be separated for women entrepreneurs and a price advantage can be provided. The duration of the incentives given to women businesses can also be extended.

Institutional relations with public institutions and the perception of gender equality need to be transformed.

As a result, many of the sentences above in this section can be interpreted as suggestions that have not yet been implemented but can be evaluated in the future.

Union of Municipalities of Türkiye (TBB):

There are 1390 municipalities under the TBB. The head of the union is a woman.

A protocol was signed by TBB and KAGİDER. The women of commerce portal (www.ticaretinkadinlari.com) was announced to member municipalities and it was aimed at including women entrepreneurs in municipal tenders.

Municipalities have quite wide powers and practices according to their own laws and with direct procurement practices. They can carry out many activities and purchases for the development of women's businesses and women's cooperatives.

Social procurement¹¹ considers its social and environmental impact on disadvantaged groups in addition to supply.

Municipal companies can support women businesses with direct procurement for their own use.

CONCLUSION:

Public and private sector buying decisions have great significance in economy. However, it is known that only about 1% of the tenders in the world are won by women-owned businesses¹².

During the Summit, some very useful recommendations were shared by research reports, panel discussions and women entrepreneurs and are included in this Outcome Document.

The public sector, non-governmental organizations, non-profit institutions, and the private sector have a joint responsibility to develop the capacity of women-owned enterprises and to ensure that they benefit their fair share from the resources allocated for procurement.

There was a sense of lack of continuous data generation and comprehensive and up-to-date databases covering women owned businesses at the summit. This was also reflected in how the summit was organized. Mostly the organizing team had to reach the women entrepreneurs first and then trace back their customers to identify the buyers. However, the large cooperations were not immediately able to identify their suppliers that were women owned businesses. This points to a lack of data collection and knowledge also within the businesses. Companies should do a gender analysis of their supply chains

9 <http://ekapakademi.kik.gov.tr/18-mayis-2022-tarihli-mevzuat-degisiklikleri-resmi-gazetede-yayinlanmistir/>

10 https://dosyalar.kik.gov.tr/yaridim/KIK_ElektronikHalelerdeFiyatDisiUnsurUygulaması_KullanımKılavuzu_Idare.pdf

11 https://www.ilo.org/wcmsp5/groups/public/---europe/---ro-geneva/---ilo-ankara/documents/publication/wcms_839945.pdf

12 Vasquez, E.A. & Frankel, B. (2017). 'The business case for global supplier diversity and inclusion: the critical contributions of women and other underutilized suppliers to corporate value chains'. WECconnect International. Washington

and collect this data periodically to monitor how it is performing in terms of GRP.

Gender responsive procurement companies are i) women owned and /or operated by women, ii) operating following the Women's Empowerment Principles (WEPs) and working to further gender equality and women's empowerment, regardless of their ownership structure. Given that the women owned businesses currently are not getting their fair share from procurement, UN Women should aim to prioritize the first group (i.e., women owned businesses and /or businesses operated by women) to increase their share from procurement activities. This should be viewed as a temporary special measure to correct the current market failure. After leveling of the playing field, all purchases from companies following and furthering WEPs should be considered as gender responsive procurement and treated as such. The same kind of prioritization can also be followed in public procurement decisions and in any upcoming GRP legislation changes.

The decisive role of the public sector with a large purchasing budget (300 billion TL/2021) continues in Türkiye. Improvements need to be done for women-owned businesses to get their fair share from the public tenders. For this reason, it is recommended that multi-dimensional and multi-stakeholder initiatives and lobbying efforts be increased and continued.

As it is seen during the Summit, the goals, and efforts of large-scale enterprises for diversity, inclusion and gender equality make a great contribution to the development and success of women enterprises. Continuity of such financial and non-financial support by companies with their own facilities and/or together with non-governmental organizations are extremely important for women-owned businesses.

UN Women's upcoming endeavors can contribute to this lack by generating an informal GRP network through the annual coming together at the GRP Summit. In this way, the GRP Summit can use its convening power to create a space for connections between corporations and women owned businesses annually. This convention can also catalyze the visibility of women entrepreneurs and allow for easier access to markets and customers. To allow for more targeted connections to be made, the summits can be organized around certain themes and/or sectors.

One of the most important efforts to be done in this field is to raise the awareness of decision-makers and

purchasing officials in institutions. These awareness raising activities should be accelerated with trainings, voluntary supplier development studies and relevant temporary special measures.

To give more space to women-owned businesses and to make supplier pools more inclusive, gender mainstreaming studies (incorporating and promoting gender equality in key policies, plans and programs) should be carried out for qualified women-owned businesses in all segments of purchasing processes of the private sector.

Awareness should be raised about the existence of "strong and qualified women entrepreneurs" in all segments of the society through channels such as mapping of women entrepreneurs, public spots, community leaders, news bulletins, conferences and fairs, sub-messages in advertisements, films, and serials.

GRP awareness seminars, panels, creating stands in national and international fairs, organizing speeches are important for increasing interest in the subject and raising awareness in Türkiye. One of the ways is implementing more projects that would be implemented by women NGOs, public sector, and national partners of UN Women in the private sector.

To disseminate the Women Entrepreneurship Expo announcements and to encourage participation, it is recommended to provide information in local and regional organizations of women entrepreneurs' associations.

In addition, it is recommended that women entrepreneurs be informed about the www.ticaretinkadinlari.com and similar network platforms and their involvement in these platforms should be encouraged.

LIST OF ANNEXES

Annex 1: Agenda of the Summit

Annex 2: Photos from the Summit

Gender Responsive Procurement Summit

21 October 2022, Friday
Goodspaces - Ahi Evran St. 42 Maslak No:6/161 Sarıyer, İstanbul

AGENDA	
09.15 – 10.00	REGISTRATION
10.00 – 10.15	OPENING REMARKS
	- Asya Varbanova, UN Women Türkiye Country Director - Emine Erdem, KAGİDER President - Dilek Cesur, Global Compact Türkiye Board Member - Peter Ericson, The Consul General of Consulate General of Sweden in İstanbul
10.15 – 10.30	KEYNOTE SPEAKER
	Alia El-Yassir, UN Women Regional Director for Europe and Central Asia
10.30 – 11.00	PANEL DISCUSSION ON THE STATUS OF GENDER RESPONSIVE PROCUREMENT (GRP) IN TÜRKİYE
	Moderator: Zeliha Ünalı, UN Women Türkiye Deputy Country Director Panelists: - Öncel Kıcılı, Ipsos Research Manager, Ipsos Public Affairs - Reyhan Aktar, TÜRKONFED Vice Chairperson of the Board of Directors
11.00 – 11.30	COFFEE AND NETWORKING BREAK WITH PROCUREMENT SPECIALISTS
11.30 – 12.35	PAIRED PANELS ON GRP IN PRACTICE - SESSION #1
	Moderator: Pınar Akçayöz De Neve, UN Women Türkiye Private Sector Partnership Lead Panelists: - Pair 1: Pınar Akalın, Sentromer DNA Technologies Founder – Kadriye Akcan, İzmit Çınar Cooperative Vice President - Pair 2: Filiz Mahir, P&G Purchasing Director – Zuhal Oba, P&G Supplier, Arda Dış Ticaret Founder - Pair 3: Esra Rodop, Arçelik Marketing Director – Aysel Kahvecioğlu, Beko Bayi - Pair 4: Seda Ece Hekimoğlu, Bant Boru Head of HSE & Sustainability – Hatice İmer, HTC Temsilcilik Founder - Pair 5: Duygu Aktaş, Hepsiburada Commercial Social Projects Coordinator – Ayşe Selin Varol, Kaptan'ın Ceviz Çiftliği Co-Founder
12.35 – 12.45	MEDIA IMPRESSIONS OF WOMEN ENTREPRENEURS, MİLLİYET'S EQUAL STORIES INITIATIVE
	Pınar Aktaş, Milliyet Gazetesi, Head of News
12.45 – 13.30	WALKING LUNCH
13.30 – 14.45	PAIRED PANELS ON GRP IN PRACTICE - SESSION #2
	Moderator: Esra Bezircioğlu, KAGİDER Board Member Panelists: - Pair 6: Begüm Mutuş, Yıldız Holding Public Affairs General Manager & Women's Platform Ambassador – Zahide Sözsöy, Woman Farmer of Superfresh - Pair 7: Ilgın Yazgan, Accouchée Türkiye – Selen Erdeniz, Founder of Allmug, Board Member of KAGİDER - Pair 8: Emine Çitak, Migros Ticaret A.Ş. Marketing Product Group Manager – Eylem Bozdoğan, Migros Supplier - Pair 9: Tayfun Yılmaz, UN Women Türkiye Communications Lead – Asuman Çiğit and Khtem Kujeh, Sada Women's Cooperative Members
14.45 – 15.15	COFFEE AND NETWORKING BREAK WITH PROCUREMENT SPECIALISTS
15.15 – 16.00	ENHANCEMENTS IN PUBLIC PROCUREMENT FOR THE BENEFIT OF WOMEN ENTREPRENEURS
	- Speech by: Nazan Moroğlu, Lawyer - Speech by: Yasemin Sezgin, Lawyer at the Union of Municipalities of Türkiye - Speech by: Hülya Altıparmak, Group Head at the Public Procurement Authority - Speech by: Muhammed Şahin, Chief of Staff at the State Supply Office
16.00 – 17.00	COCKTAIL - TRIO RECITAL

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Annex 2: Photos from the Summit





UN WOMEN TÜRKİYE

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