In 2015, ENSIE with its members launched the ‘Impact-WISEs’ study in order to measure but also demonstrate the social and economic impact WISEs produce to integrate disadvantaged people into the labour market. This tool is made of 40 indicators among which 8 related to WISEs identification, 10 regarding economic data, 9 concerning human resources, 9 describing the integration pathways and 4 analysing the customers.

The number of national networks participating to the study increases every year and for the 2017 data aggregation, participations reached the highest number of 11 networks. This increased interest reveals national and regional networks’ will to demonstrate the strength of WISEs, their positive social impact, the fact that they have and produce a positive effect for the economy and poverty reduction as they favour the integration of people furthest from the labour market and society.

The results of the study could be seen and used as a strong tool by national and regional networks to defend the national interests of WISEs and obtain more support. This is particularly true in several countries where there is an absence of specific legislation for social enterprises. That phenomenon slows the growth of WISEs.

In 2017, in the 866 work integration social enterprises (WISEs) interviewed, present in 10 countries of the European Union and among the 60,986 disadvantaged workers:

- 65% found a job in the same WISE, in another WISE or in the classic labour market;
- 13% became self-entrepreneurs or found a professional training;
- and 22% have other outcomes such as unemployment, illness or passed away.

These figures demonstrate well the efficiency of WISEs and their success rate.

This study underlines important results:
1. The work integration social enterprises are active at the very core of the economic system, in several sectors of activity and according to the industry agreements of these sectors;
2. The work integration social enterprises have a success rate of 78% of people who have positive outcome after their pathway to integration.
3. Comparing to conventional enterprises, WISEs provide an individual approach which is essential to people presenting social and professional handicaps. Linked to a strong pedagogical dimension, WISEs initiate training and educational programs designed on the basis of existing potential of the target group and develop this individual potential (at professional level and in its participation in society) within the enterprise. This way to proceed is effective for a sustainable integration of disadvantaged people.

For these reasons, it is crucial to first of all support the development of WISEs through measures that increase their access to finance and their access to market. Concerning this last point and in specific public procurement, it is essential at national levels to facilitate the use of the reserve contracts for economic operators integrating disadvantaged people and to encourage the use of social (and environmental) considerations.

It’s important to increase the WISEs visibility in order to create more opportunities of cooperation with conventional enterprises. Finally, WISEs need support to build a continuous dialogue and exchange with the other stakeholders.