

# 13<sup>th</sup> UIC Sustainability Conference

## Industry collaboration for Sustainable Supply Chain



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**90% of CPO' s consider Sustainability a **priority****



....but how do you monitor  
the Sustainability performance of your suppliers  
and engage them into improvements?

*(HEC- EcoVadis - Sustainable Procurement Benchmark - 2009)*

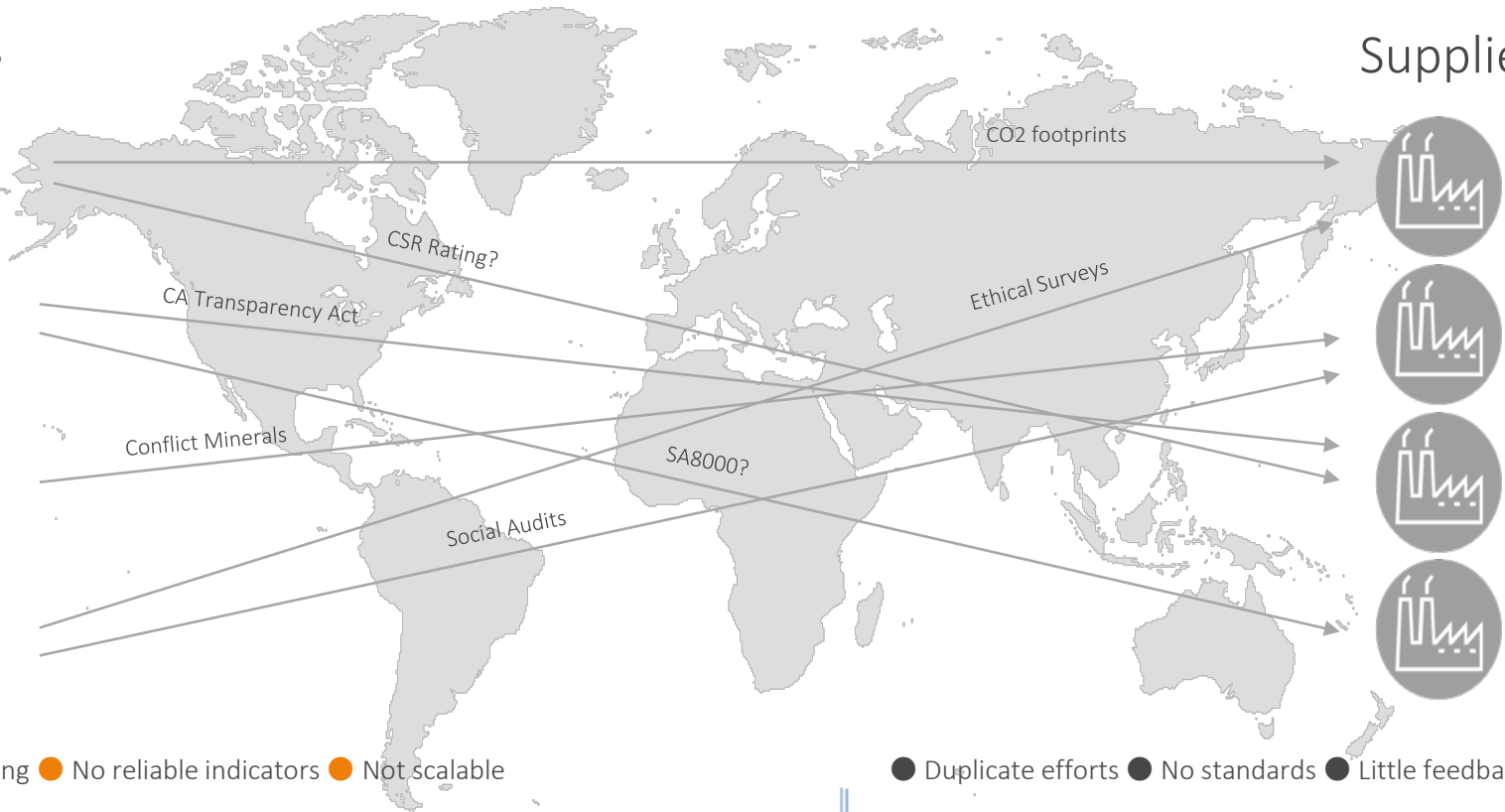


# CSR is a complex challenge (for any industry)



Buyers

Suppliers



● Time-consuming ● No reliable indicators ● Not scalable

● Duplicate efforts ● No standards ● Little feedback



# A Simple Solution: Global, Reliable CSR Ratings



Buyers



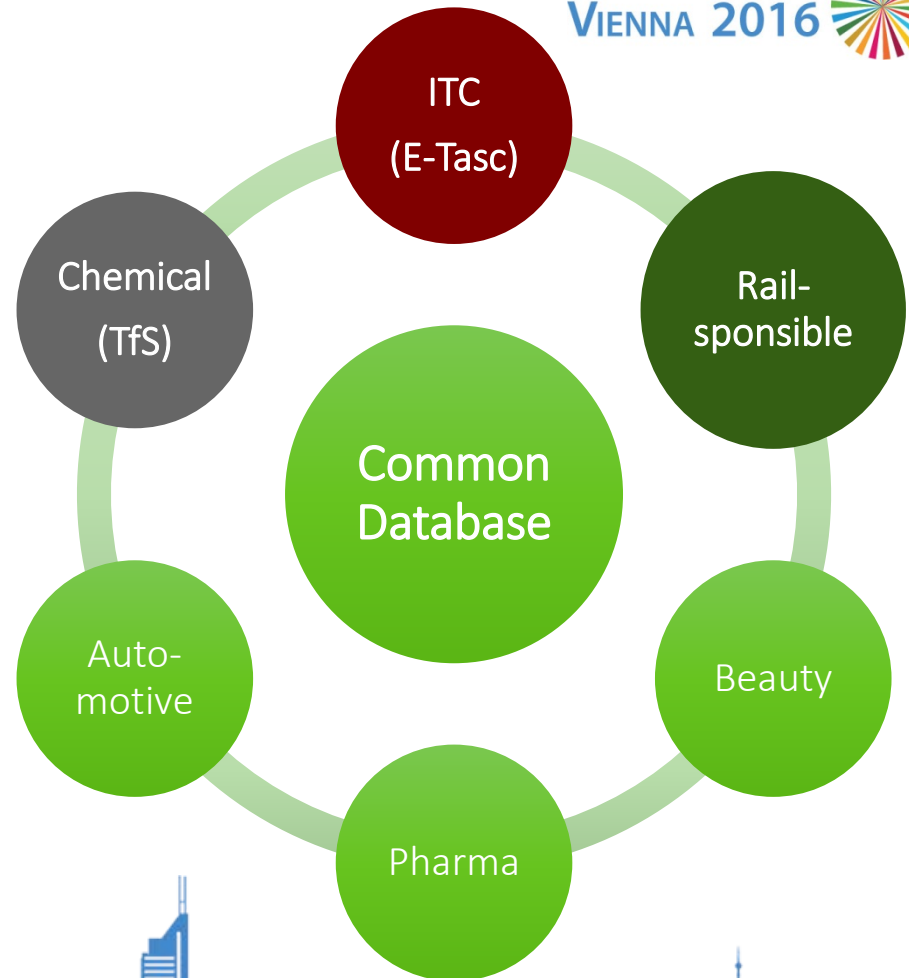
Suppliers



# EcoVadis & Vertical Initiatives & potential



- 1 Global database
- 1 supplier registration
- Industry specific questions
- Benefit from expertise of other sectors
- Focus is CSR only!





# Example Industry Initiative: Telecom (GeSI)



2008 : 1st Telco customer

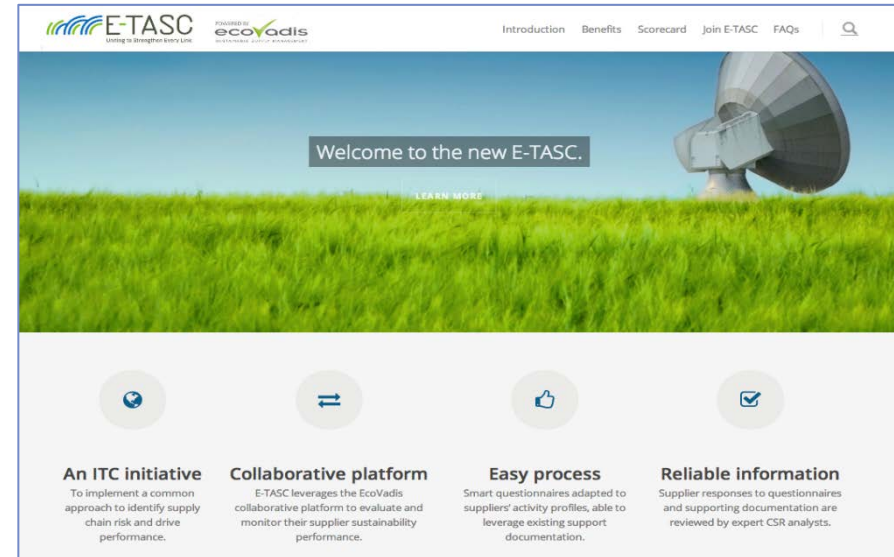
2010 : French Trade Association initiative

2012 : 9 European Operators

2013 : Global Deal (GeSI)

2014 : 22 Telco + 1,000 Suppliers

2016 : 3000+ suppliers, Leadership index

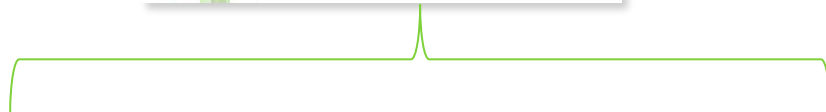


## Specific Workstreams

- Site Audits Management
- SEC Conflict Minerals
- Multi-tier transparency



# Industry Initiatives: Chemicals (TfS)



Bayer



EVONIK  
INDUSTRIES



LANXESS



- 1<sup>st</sup> meeting 2012
- 6 founders → 18 members by mid 2016
- 4000+ Suppliers engaged
- 70% of suppliers improve performance on reassessment



# Industry Initiatives: Rail





## Lessons learned...



- ✓ Don't expand too fast
- ✓ Need Procurement leadership + CSR expertise
- ✓ Aim beyond codes and questionnaires
- ✓ Engage with 10X suppliers than what you would alone
- ✓ Confidentiality / Anti Trust issues can be addressed
- ✓ Tools are now available -> 2<sup>nd</sup> Mover advantage

