

FUTURE of SOURCING AWARDS

CELEBRATING INDUSTRY INNOVATORS

NOMINATIONS

Sample Team Nomination

ABSTRACT

This document provides a sample nomination for the Future of Sourcing Awards Team Nomination.

Document Purpose

The purpose of this document is to provide a sample of a nomination for a Future of Sourcing Team Award. The information contained in this sample is fictitious and is not meant to be an indication of the type of project and/or results achieved that are required to win an award.

More Information and Nomination Package

After you have read through this sample, you can [visit our website](#) to submit your nomination or [contact us](#) to answer any questions.

Nomination Sample

Project Title

How to Set and Achieve your ESG Goals

Project Summary

Following a mandate from our corporate offices to increase our responsible sourcing, we embarked on a mission to create a world class, usable methodology by refreshing our existing program. We assessed our current state, scoped our possibilities, reinvigorated our existing best practices, added a dose of industry standards, created journeys for our customers, charted our success, and showcased our return on their investment. The result is a winning program that sourcing professionals and business units are excited to use and cannot live without.

Why did you and/or the company you are nominating embark on this project?

Our company revised our mission statement and goals, creating a greater emphasis on social responsibility. Our executive leaders committed to an organizational policy which addressed how sourcing might achieve this company goal through more responsible buying. They chartered a working group to establish a set of policies, a strategy for implementation, a methodology for governing compliance and a scorecard for success measurement.

How were things handled originally?

Our company had a haphazard approach to corporate social responsibility as it related to the goals of the offices of Finance and Procurement/Sourcing. Where possible, and where there was passion and sometimes high visibility, we pushed to achieve goals for greener purchasing or sustainable suppliers or ethical sourcing. We did not measure our successes or incorporate them into organizational goals. We did promote, internally and publicly, our successes, but not for the goal of creating a consistent program that encouraged additional efforts or created a competitive advantage.

What drivers led to the need for change?

There are many drivers that led to this need for a change. As mentioned above, our corporate offices mandated this change. But more importantly, our own employees were interested in a formal program and our network of innovative suppliers had been pushing for formal recognition and standard guidelines.

What were the goals for this project?

Primarily our corporate offices wanted to comply with guidelines such as the United Nations Sustainable Development Goals and standards such as ISO 26000. Our Sourcing organization wanted to comply with our company's mission. Our formal goals can be summarized as follows:

- Address negative climate change impact from humans by reducing CO₂ emissions
- Partner with experts in best practices to build comprehensive approaches
- Promote diversity and inclusion

Our CFO and CPO were tasked with creating strategies from these goals. Sourcing was tasked with implementing specific objectives for these goals. For example, we hosted innovation workshops on specific sourcing categories in order to understand how optimize the entire supply chain to meet the goal of reducing CO₂ emissions.

How did you and/or the company you nominated assess the risks for the project's strategy?

From the beginning we discussed each of our organizational objectives with our corporate risk offices. We scored specific spend categories, purchases, or projects and assigned risk categories. As we rolled out the initiative, we began with lower risk and less complex items. This allowed us to address any achievement gaps and adjust our approach when we began looking at more complex initiatives.

What were the outcomes achieved, in terms of performance/customer satisfaction/revenue/sales and any other relevant financial gains?

We successfully revised our supplier code of conduct and have an 89% adoption rate. We have revamped our supplier discovery process, incorporating industry standards and supplier feedback. We have implemented new questionnaires for our bidding process, risk categories for our evaluation process, and performance criteria for our scorecards.

How were outcomes measured?

We are measuring our success rate against specific standards as is the case in energy consumption and conservation. We are also using indices provided by companies who benchmark CSR goals like EcoVadis and the Dow Jones Sustainability Index. We are using those external tools as well as our revised scorecards to measure supplier performance and provide real-time analytics to all stakeholders from our own leaders to our supplier community to our consumers.

How did the outcome(s) differ from what was expected and why?

Our efforts are still being measured, but our success rate is so much higher than what was anticipated. What has been fantastic is the volume of suggestions from our supplier community. We are now formalizing many of our discovery and innovation processes so that we can identify additional opportunities and benefits. Finally, the most pleasant surprise has been how sourcing has made a direct impact on the company's competitive advantage. Through social media and traditional media, my sourcing team can see the direct impact of their efforts to reduce our supply chain carbon footprint. They know that our consumers are choosing our brand over our competitors because our IT category team has reduced the carbon footprint of our data centers by 20% as profiled in *Wired* last week. They know that our facilities team worked with our suppliers for two years to build a low-impact, community friendly, zero-emission office in our new downtown Nairobi location because they saw pictures in our Twitter feed. The stories are endless and propel our team in such a way that they often think first about how to "purchase green" instead of thinking of it as an afterthought in the supplier evaluation phase.

How transformative has this been as a strategy within the organization?

For many years, the sourcing industry struggled for a seat at the table. As we learned to demonstrate consistent savings through concepts like lean purchasing, we got that seat the table. Now we are facing another revolution, where sourcing is seen as key to creating a competitive advantage. Consumers are shown to prefer products and services from companies that prioritize and promote social responsibility. Since our organization is proving our efforts are essential to social responsibly purchasing, we are seen as positive change makers. We walk around here with our heads held high, welcomed into the offices and meetings of our business units.

How are employees dealing with the change?

It has been a bit difficult to initiate change in our procedures - no one likes building out new policies, questionnaires and KPIs. But once we started realizing the feel-good aspect, especially watching some of the stories of our impact on local communities, it got much easier to sit in meetings where we hashed out measurements and categorized suppliers and spend. Now we look for opportunities to effect change. It's like making donations during the holiday season. You feel so much better giving than getting. You end your work day having felt like you did something really good. Even if it was just helping a supplier answer the questionnaire, or if it was conducting a symposium on how to build a better gadget.

How will you/the company nominated ensure that the new model remains relevant and adapts to the future needs of the market?

Our center for excellence in supplier innovation is tasked with conducting several workshops each year to look for efficiencies and opportunities in the categories and initiatives we have prioritized. Our standards group will be charged with updating our internal controls based on guidelines from the UN, standards from ISO, industry benchmarking efforts, and our own internal analysis.

How will emerging technologies or approaches be applied to deliver further value?

We are constantly using technologies to ensure adoption, measure success and identify weaknesses in order to gain opportunities. For example, we built our questionnaire into our P2P platform and we regularly analyze the results of the CSR-related questions. Everything from how our suppliers respond to how long they take to respond. We regularly attend conferences for our sourcing industry as well as conferences for corporate citizenship and responsible sourcing.

What is being done to safeguard the future benefits?

We are making every effort to generate awareness of our efforts, both internally and publicly. We have a consumer-facing effort which includes data for public consumption. We have an internal effort to showcase our corporate as well as divisional goals. We have an educational roadshow for our offices across the globe. We provide training in our onboarding process for both our employees and our suppliers. We provide incentives for our suppliers and for our employees. Finally, we use our available tools to build our goals into the process of purchasing. For example, when our end users hit our catalog to make a purchase, our CSR-friendly suppliers are ranked higher in search results and have a special designation that can be filtered.

How did you/the company nominated make a business case for this project?

We are constantly making the business case for socially responsible sourcing to our business units. Depending on the initiative or category, we will bring different approaches. For contract items available in our catalog, we might make the case by allowing end users to select ranked suppliers. For our services spend, we might include details about how we have categorized suppliers who provide less risk to our brand and our methodologies.

How will the outcomes of this project help you/the sourcing organization at the nominated company gain a seat at the executive table?

In this case, it would be nearly impossible for our corporation to reach goals such as a reduction in CO₂ emissions without working with sourcing to identify green manufacturers or builders or energy providers. However, for other, less straight-forward initiatives, our efforts have helped raise awareness with key executives. They want to be part of the positive impact we are making.

Will the outcomes of this project create a competitive advantage for the company?

It has been shown that 66% of consumers will pay extra for a product or service that is offered by a socially responsible company. We have a clear understanding not only from our own observances but from our corporate mandate that brand loyalty is something we must never take for granted. Consumers today are loyal to a brand they know cares, that spends their dollars wisely and invests in our people, our community and our globe. So yes, we believe and we see, our efforts resulting in a competitive advantage.

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