



OUT FRONT: Supplier Diversity Goes Global & Green



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Supplier Diversity Goes Global & Green

Supplier Diversity may have started as a U. S. based government compliance program, but it has transformed into a cutting edge supply chain initiative that is keeping pace with emerging supply chain issues.

Supplier Diversity is now Global and Green. . .





Supplier Diversity Goes Global

Supplier Diversity is now Global.

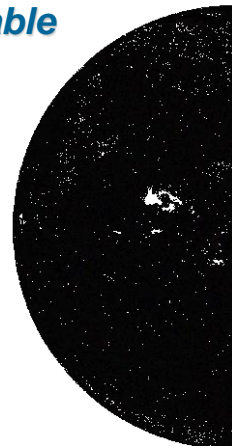
As corporations with strong Supplier Diversity Programs globalized their supply chains, they soon realized that if they didn't globalize their Supplier Diversity Programs many key procurement opportunities would no longer be available to diverse suppliers



Supplier Diversity Goes Global

Supplier Diversity is now Global

Offshore Does Not Mean Off the Table





Supplier Diversity Goes Global

Global Supplier Diversity is led by Global Corporations

- *Hewlett Packard*
- *IBM*
- *Accenture*
- *Dell*
- *Walmart*
- *Cisco*
- *Alcatel Lucent*
- *Marriott*
- *Ernst and Young*
- *AT&T*



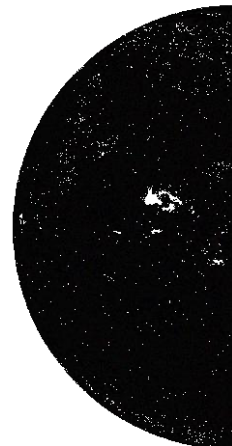
Supplier Diversity Goes Global



WE Connect International
Helps corporations take their WBE
Programs Global



NMSDC: Global Link
Helps corporations take
their MBE Programs Global





Supplier Diversity Goes Global

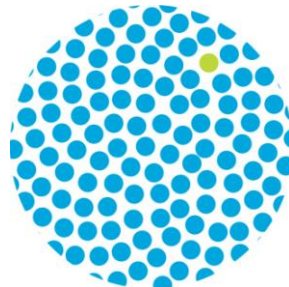
International Economic Development Organizations Promote Global Supplier Diversity as Well

- World Bank
- Vital Voices
- International Trade Centre
- United Nations
- APEC
- OECD



Diverse Suppliers Go Green

1. Corporations increasingly require suppliers to support sustainability/green initiatives
2. Diverse Suppliers Go Green
3. Diverse suppliers are leaders in supporting corporate green supply chain
4. Diverse suppliers are following the growth of green business opportunities.





CEO opinion: by the numbers

93%

93% of CEOs believe that sustainability issues will be critical to the future success of their business.

72%

72% of CEOs cite "brand, trust and reputation" as one of the top three factors driving them to take action on sustainability issues. Revenue growth and cost reduction is second with 44%.

91%

91% of CEOs report that their company will employ new technologies (e.g., renewable energy, energy efficiency, information and communication technologies) to address sustainability issues over the next five years.

96%

96% of CEOs believe that sustainability issues should be fully integrated into the strategy and operations of a company (up from 72% in 2007).

88%

88% of CEOs believe that they should be integrating sustainability through their supply chain. Only 54% believe that this has been achieved within their company. An almost identical performance gap is seen for subsidiaries.

A New Era of Sustainability

UN Global Compact-Accenture

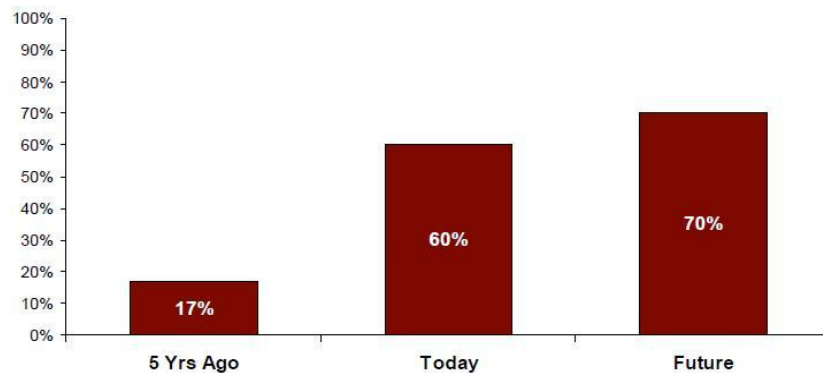
CEO Study 2010

*766 CEOs across the globe participated in survey

AT&T

Being "green and ethical" will no longer be an option, it will be a necessity for all participants in the supply chain

Companies deselecting suppliers for failing to meet sustainability criteria ⁽¹⁾
(% of respondents)



Notes: (1) For more than 5% of sourcing events

Source: A.T. Kearney and Institute for Supply Management™ (ISM) Sustainability Management Survey, January 2007



Diverse Suppliers Go Green

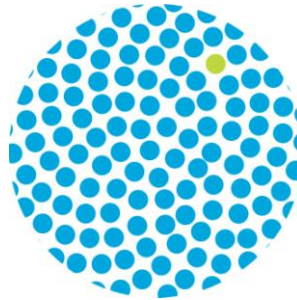
Corporations Increasingly Require Suppliers to Support Sustainability/Green Initiatives

Corporations Collaborate to Drive Green

- The Carbon Disclosure Project
- The Business Roundtable
- Electronic Industry Citizenship Coalition
- Electric Utility Industry Sustainable Supply Chain Alliance (EUISSCA)

Corporate Leaders

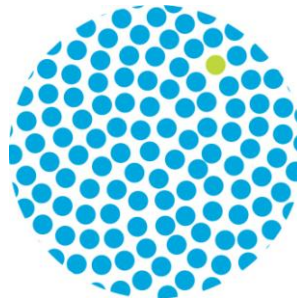
- Wal-Mart
- IBM
- HP
- Pepsico
- P&G
- PG&E



Diverse Suppliers Go Green

What Do Corporations Want from Their Suppliers?

- Full Disclosure
- Ability to Report Metrics
- Understanding of Sustainability Goals
- Active Alignment with Those Goals
- Reductions in:
 - Energy Usage
 - GHG
 - Water Usage
 - Pollution

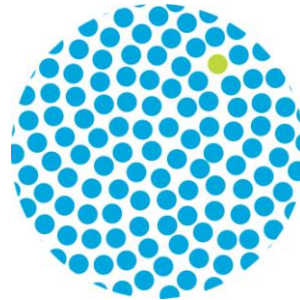




Diverse Suppliers Go Green

PG&E's Green Supply Chain Initiatives Include Diverse Suppliers

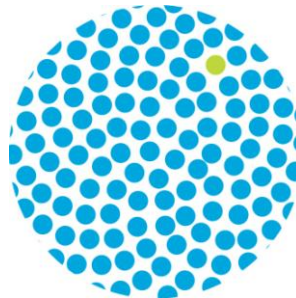
- Green "Report Cards"
- Green Supplier Network Sponsorship
- Electric Utility Industry Sustainable Supply Chain Alliance (EUISSCA) Leadership
- Life Cycle Assessment Research Project
- Diverse Suppliers Go Green



Diverse Suppliers Go Green

Diverse Suppliers Are Leaders in Supporting Corporate Green Supply Chain Programs

- Fong Brothers
- American Logistics
- Pivox
- Zones





Diverse Suppliers Go Green

Diverse Suppliers Are Following the Growth of Green Business Opportunities

- Telamon
- Silverwood Energy Company
- S&S Solutions and Supplies
- PERI Software

