

Increasing the Sustainability of Your Products: Lessons Learned from One of America's Greenest Companies

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Session Code: TE

Session Description:

This session focuses on one of ISM's Principles of Sustainability and Social Responsibility – the environment. If one of your corporate goals is to “green” your products, but you're stumped as to what steps to take, it's easy to feel overwhelmed. With hundreds of labels, myriad certification agencies and OEMs touting their environmentally friendly practices, supply professionals are often mystified during the sourcing, comparison, and selection process. In this session, we will hear how Sprint Nextel Corporation collaborated with suppliers and others to help establish a key environmental sustainability label for its wireless devices that's becoming an industry standard. The company is ranked #3 for the second straight year on Newsweek's Greenest U.S. Companies list. Discover what Sprint is doing to green its supply chain “ecosystem,” and the surprising lessons learned along the way.

Biography:

Mary D. Lewis, MA, MBA has been with Sprint Nextel Corporation 30 years in executive, management, and subject matter expert positions and has extensive experience in sourcing, negotiating, and managing complex equipment, software, and services procurement agreements with strategic suppliers. She currently works in Sprint's Procurement & Real Estate organization as a Sourcing Manager, with a dual focus of “greening” Sprint's supply chain and advancing the skill level of the organization's Sourcing professionals.

In addition to negotiating on behalf of Sprint since 1994, for the past twelve years Mary has taught more than a thousand people how to bring out their “inner negotiator” through her seminars and full-day workshops in sourcing, negotiating, contract management, competitive analysis, alternative dispute resolution, and scope of services development. A former graduate-level university adjunct, Mary delivers seminars within Sprint as well as throughout the country for universities, non-profits, companies, and professional organizations.