

Inclusive Sourcing: A Key Pillar of Sustainable Procurement

29 May, 2013 – 10:00 AM EST

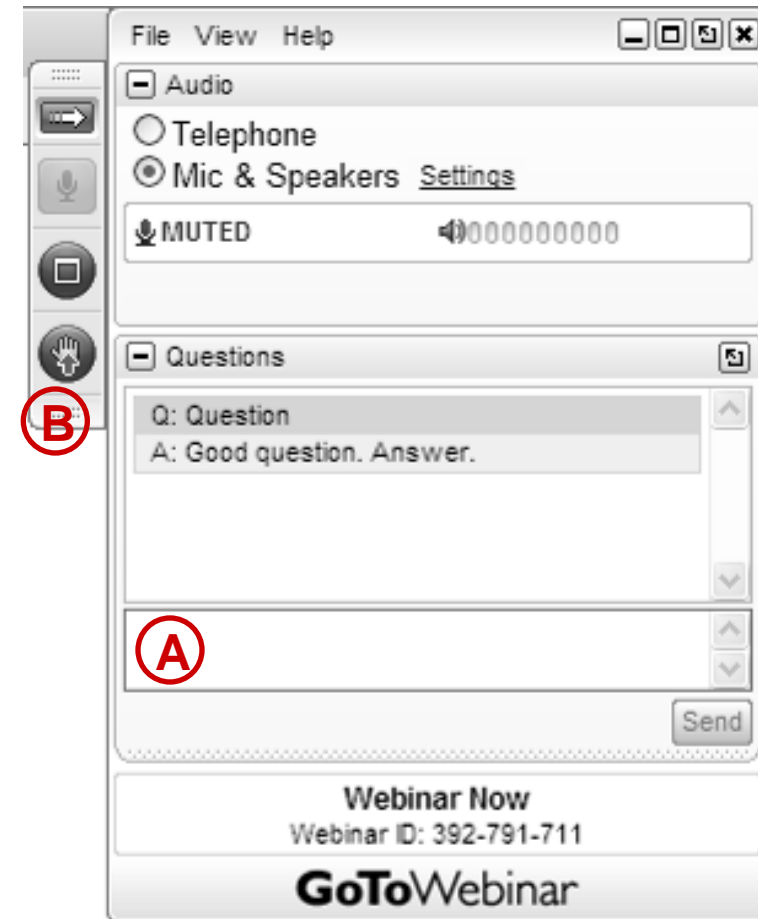


Questions

Technical Difficulties: If you have technical issues, please let us know by typing a message in the Questions pane (A). You can raise your hand (B) if we do not respond.

Q&A: We will be taking questions on content at the end, but you can send them to us throughout the webinar by using the Questions pane (A). Please specify to whom the question should be directed.

Example: *Question for John Doe: What are the Guiding Principles?*

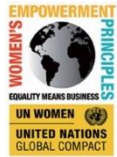


Agenda



Introductions

Lauren Gula, Human Rights and Women's Empowerment, UN Global Compact



The Women's Empowerment Principles

Laraine Mills, Private Sector Partnerships Specialist, UN Women



Why Inclusive Sourcing is Important

Elizabeth Vazquez, CEO and Co-Founder of WEConnect



Company Examples

Hilary Parsons, Public Affairs Manager, Nestlé



Marcela Navarro, Corporate Banking Division, RBS



Women Vendors Exhibition and Forum

Meg Jones, Women and Trade Programme Development Manager, ITC

Discussion/ Q&A

Introductions



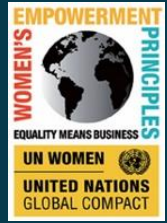
Women's Empowerment Principles



WEPs in Brief:

1. Establish high-level corporate leadership for gender equality.
2. Treat all women and men fairly at work – respect and support human rights and nondiscrimination.
3. Ensure the health, safety and well-being of all women and men workers.
4. Promote education, training and professional development for women.
5. Implement enterprise development, supply chain and marketing practices that empower women.
6. Promote equality through community initiatives and advocacy.
7. Measure and publicly report on progress to achieve gender equality.

Principle 5: Implement Enterprise Development, Supply Chain and Marketing Practices that Empower Women



Enterprise Development, Supply Chain and Marketing Practices

- Expand business relationships with women-owned enterprises, including small businesses, and women entrepreneurs
- Support gender-sensitive solutions to credit and lending barriers
- Ask business partners and peers to respect the company's commitment to advancing equality and inclusion
- Respect the dignity of women in all marketing and other company materials
- Ensure that company products, services and facilities are not used for human trafficking and/or labour or sexual exploitation



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May 29, 2013





Why Women at Global Level

- According to the IFC, women-owned businesses represent 32-39% of all private businesses globally
- Women do 66% of the world's work, receive 10% of the income, and own 2% of the property
- Women make over 70% of consumer purchasing decisions and impact over US\$20 trillion in annual global spend
- Women represent 50% of the world's population, but they are almost invisible in global value chains as suppliers with just 1% of the spend on vendors by large corporations and governments





About WEConnect International

- Mission is to empower women business owners to succeed in global markets
- 501(c)(3) global non-profit incorporated in 2009 based on the WBENC model, WEConnect International's official U.S. partner
- Represents over \$700 billion in annual purchasing power
- Board of Directors elected by and from corporate members
- In countries that represent over 50% of the world's population including Australia, India, China, Canada, top markets in Europe and Latin America, and plans for expansion into Africa and Indonesia in 2013





WEConnect International Corporate Leadership





Supplier Diversity and Inclusion

- Supplier diversity is the proactive business process of sourcing products and services from previously under-used suppliers
- The process of inclusive sourcing helps to sustain and progressively transform a corporation's supply chain to reflect the demographics of the communities in which it operates
- Examples of diverse businesses include companies owned by: women, ethnic minorities, people with disabilities, veterans, and lesbian, gay, bisexual, or transgender people





Global Business Case

- Grow revenue
- Create more competitive and dynamic supply options
- Reduce costs and demonstrate ROI
- Improve total value of offerings
- Drive innovation
- Enhance image / brand with customers
- Contribute to economic opportunity in target markets
- Help ensure healthy families and communities because women reinvest most of their income into their families and communities

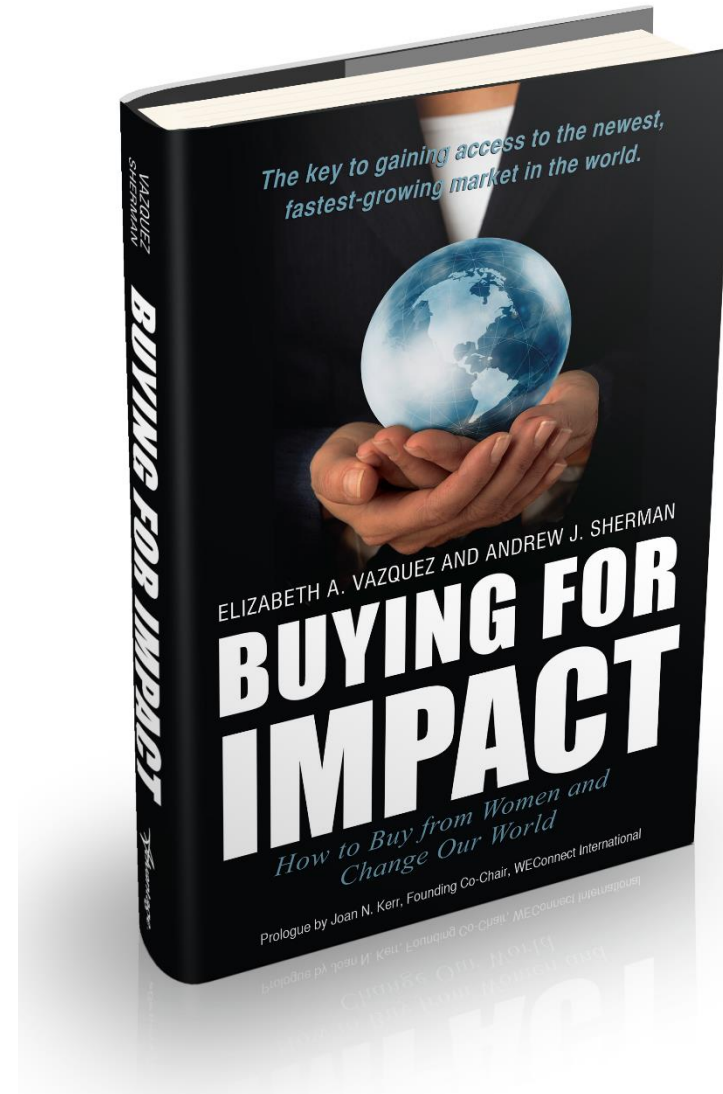




Contact

info@weconnectinternational.org

www.weconnectinternational.org





Nestlé in society: Empowering women in our supply chain

Hilary Parsons
Public Affairs Manager

Nestlé at a glance

- 
- Founded in 1866 in Switzerland as an infant nutrition company
 - CHF 92 billion in sales in 2012
 - 339,397 employees
 - 468 factories in 86 countries
 - 32 R&D and technology centres
 - 2,000+ brands
 - more than 1 billion Nestlé products sold every day

Nestlé in society: Creating Shared Value and meeting our commitments

Creating Shared Value: The Definition

*"For a company to be successful over time
and create value for shareholders,
it must also create value for society"*

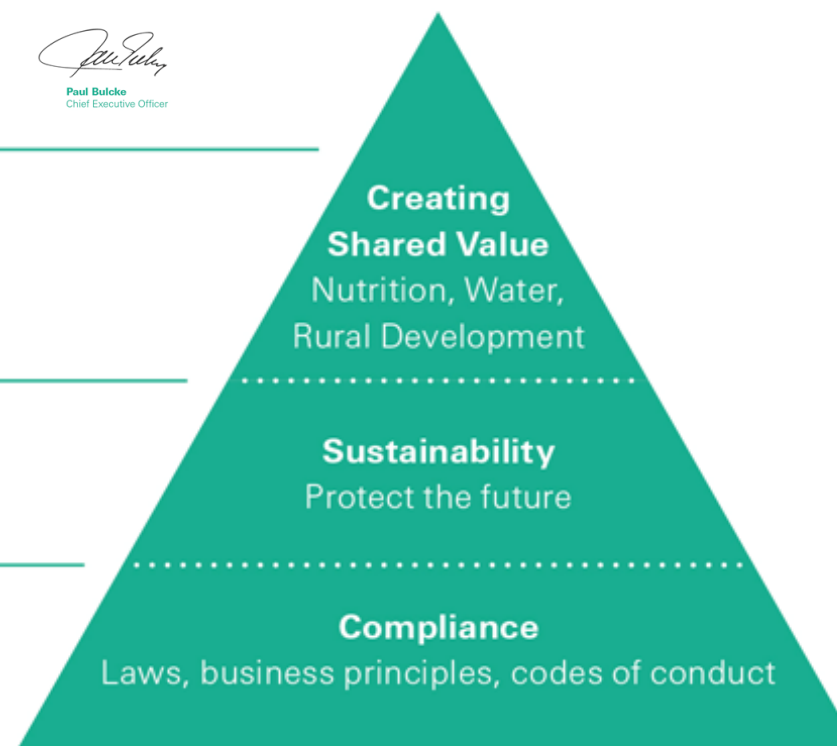

Peter Brabeck-Letmathe
Chairman of the Board


Paul Bulcke
Chief Executive Officer

"... beyond sustainability, to create value for shareholders and society - integrally linked to our core business ..."

"... meet the needs of the present without compromising future generations ..."

"... comply with the highest standards ..."



Women in our supply chain



- Working directly with more than 690,000 farmers
- Our Rural Development Framework includes a gender component
- We have Responsible Sourcing Guidelines covering 12 key commodities
- Our action plan on cocoa is the first commodity-specific plan but work will be extended to cover milk and coffee
- Have expressed to UTZ and Fairtrade our willingness to work together to help address gender issues through certification

Our milk supply chain



- Working directly with 456,000 small-scale dairy farmers in more than 30 countries
- Support for women farmers in India and Pakistan including technical assistance, free veterinary service, provision of subsidies and loans
- 217 clean drinking water facilities for more than 100,000 children in village schools in our dairy districts in South Asia

Our cocoa supply chain

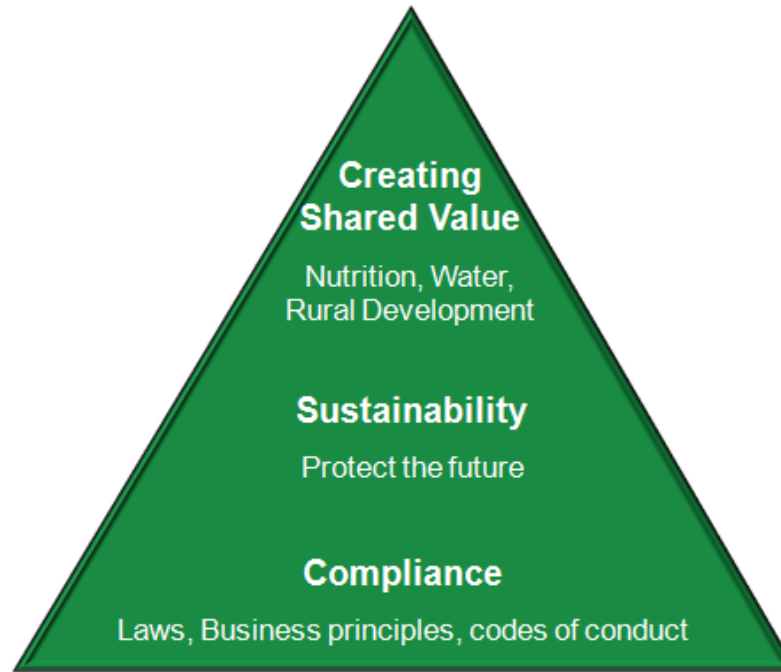


- Working directly with 43,000 cocoa farmers
- Launched an action plan to promote and support lives of women in our cocoa supply chain
- FLA's assessment of our cocoa supply chain in Côte d'Ivoire in Spring 2014 will include gender issues
- Aim to progressively integrate gender aspects into the Nestlé Cocoa Plan, which covers approx. 25% of Nestlé global cocoa usage

Our coffee supply chain



- Working directly with 190,000 coffee farmers
- Support for farmers aimed at increasing crop quality and productivity, as well as increase in farmer income
- In 2012, Nestlé incorporated a lighthouse approach to tackle the empowerment of women and youth as part of our existing initiatives within the community.



More available at: www.nestle.com/csv

The Royal Bank of Scotland

Marcela Navarro
London, May 29, 2013

The Royal Bank of Scotland

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*“The social responsibility of a company was
to increase its profits”*

Milton Friedman

The Royal Bank of Scotland

[Successful companies are] “organisations which serve the needs of their customers, provide a rewarding environment for those who work for them, ..[...].., and support the development of the communities in which they operate”.

Financial Times Columnist, John Kay, 1998

Royal Bank of Scotland

Reconnecting with Society

The Royal Bank of Scotland

- *Established in 1727*
- *Serves over 30 million customers*
- *Employs 115,000 people*
- *Supports over 25% market share in SMEs in the UK*
- *Lent over £60bn of gross new lending to SMEs the last two years*

RBS.. a British poster child for what went wrong in banking

BUILDING TOMORROW™

*Balance
sheet*

*On the eve of its financial collapse RBS had a
balance sheet of £1.6 trillion*

Capital

Resting upon a wafer thin capital base

*... and the
small matter*

£45bn taxpayer

Top tier competitive position in enduring customer franchise

BUILDING TOMORROW™

Retail

#2^[1] UK current accounts (13m); 11.7m savings accounts

UK Corporate

#1^[2] SME Bank, #1^[3] Corporate Bank; c1.2m customers

Wealth

#1^[4] UK Wealth Management Provider

M&IB

Top tier cash management provider (#1 UK^[5], #4 Western Europe^[5] #6 Global^[6])

Top tier book-runner of syndicated loans (#1 UK, #5 EMEA; #10 Global)^[7]

Profitable at all levels

BUILDING TOMORROW™

Q1 2013

Profitable at all levels



Reconnecting with Society

BUILDING TOMORROW™

- ① Keeping our customers at the heart of what we do
- ② Supporting underserved sectors
- ③ Enabling SME and other minority suppliers to compete
- ④ Collaborating to multiply value

Moving from safety back to trust and relevance

Reconnecting with Society

BUILDING TOMORROW™

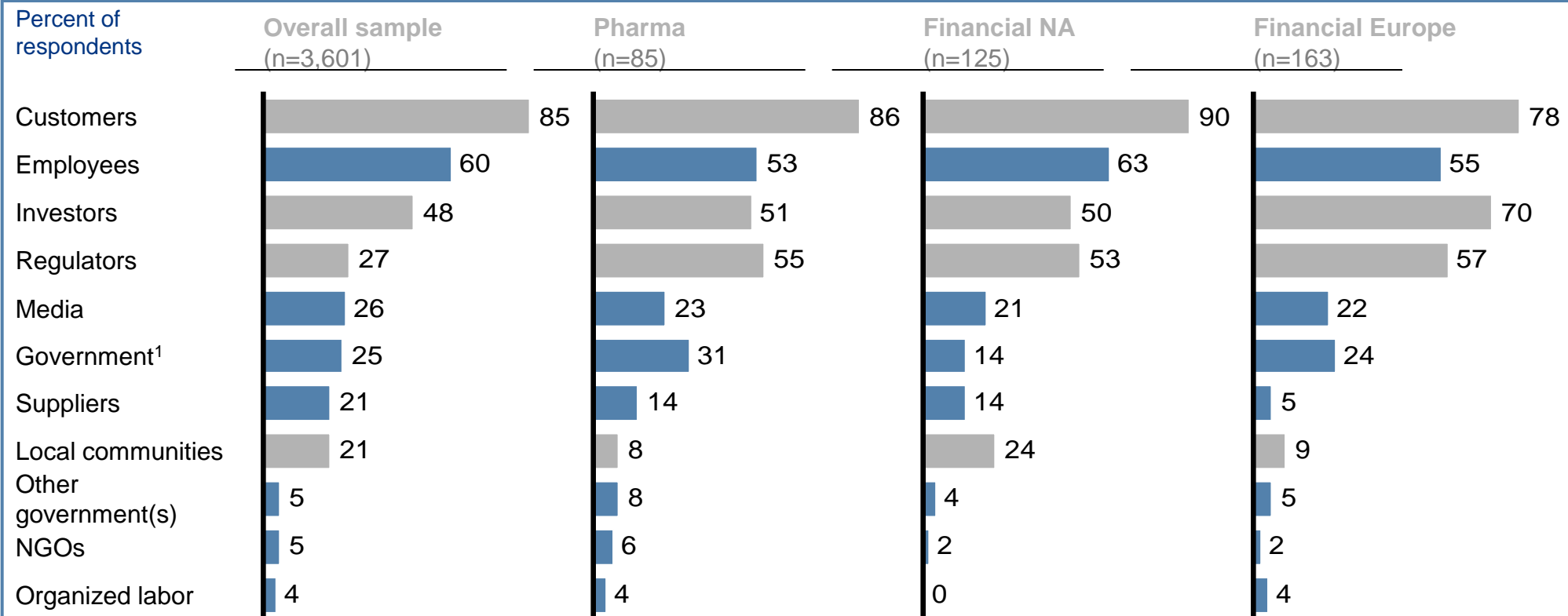
- ① Keeping our customers at the heart of what we do



Keeping our customers at the heart of what we do

BUILDING TOMORROW™

As your company manages its reputation among stakeholders, which groups does it consider the most important to address (all that applies)?



SOURCE: McKinsey Corporate Reputation survey, 2012

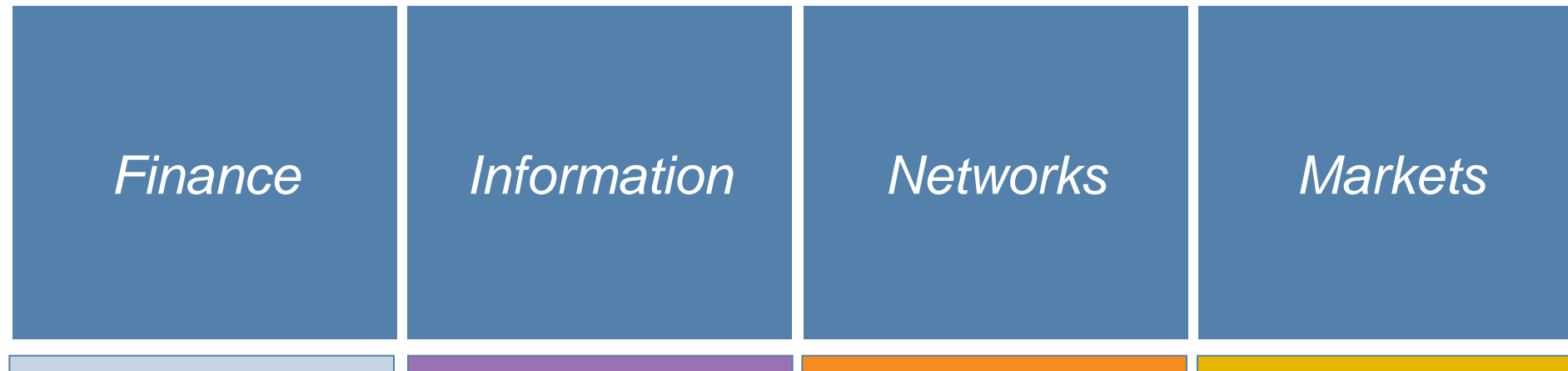
Note: Context slides prepared by McKinsey

Reconnecting with Society

BUILDING TOMORROW™

② Supporting underserved sectors

RBS Women – key elements



RBS Women – Key elements

BUILDING TOMORROW™

Information

RBS Ahead for Business
The Royal Bank of Scotland

Business Skills - Procurement Previous Next

Welcome to your Business Skills eLearning course on Procurement

Training Day objectives

CAUTION

Page 1 of 38 Exit | About | Help

RBS Women – Key elements

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Markets



BIZCROWD HELPS
YOU TO **CONNECT**
WITH OTHER **SMALL**
BUSINESSES HERE
IN THE **UK** FOR FREE

- ③ Supporting SME and other minority suppliers

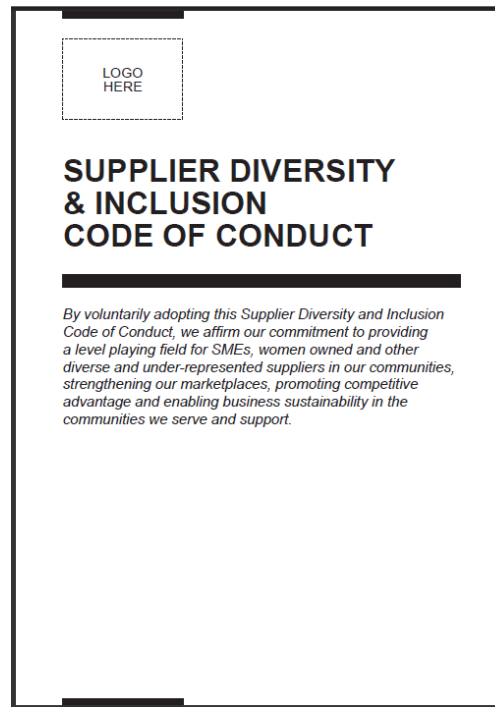
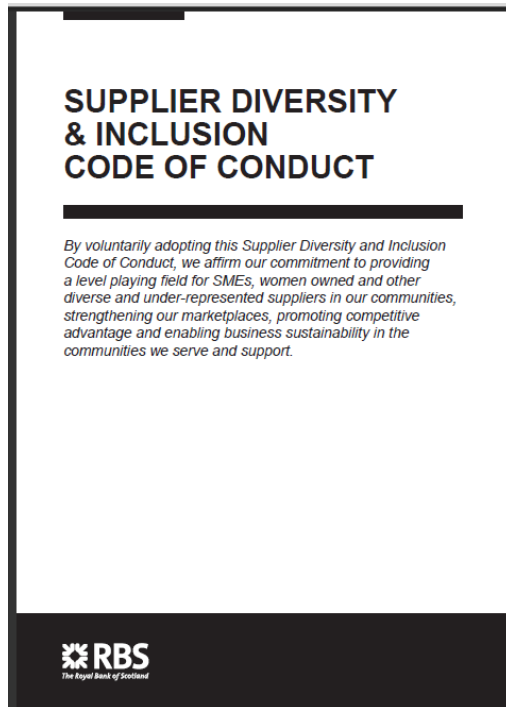
SUPPLIER DIVERSITY & INCLUSION CODE OF CONDUCT

By voluntarily adopting this Supplier Diversity and Inclusion Code of Conduct, we affirm our commitment to providing a level playing field for SMEs, women owned and other diverse and under-represented suppliers in our communities, strengthening our marketplaces, promoting competitive advantage and enabling business sustainability in the communities we serve and support.

Reconnecting with Society

BUILDING TOMORROW™

③ Supporting SME and other minority suppliers



Reconnecting with Society

BUILDING TOMORROW™

③ Supporting SME and other minority suppliers

Review of sustainability themes 2012

Sourcing of ethical suppliers

The RBS Group Ethical Code for Suppliers is based on the UN Global Compact, and informs all of the Group's supplier relationships. This code outlines a commitment to engaging only with suppliers who run their operations to the same high standard that RBS does, including in relation to human rights. As a minimum, RBS expects that suppliers should support and respect the protection of internationally proclaimed human rights and make sure they are not complicit in human rights abuses. They should not be complicit in discrimination, child labour, or any form of forced or compulsory labour. These expectations are built into RBS Group's supplier on-boarding, and annual supplier review processes by means of risk evaluation.

Supplier diversity

As a large organisation with thousands of suppliers RBS is committed to developing a diverse and inclusive supply chain that is reflective of the markets we serve. We are developing a Supplier Diversity Programme and adopting an associated Supplier Diversity & Inclusion Code of Conduct, which are aligned with our guiding principles of Inclusion, Development, Compliance and Continuous Improvement.

Reconnecting with Society

BUILDING TOMORROW™

④ Collaborating to multiply value

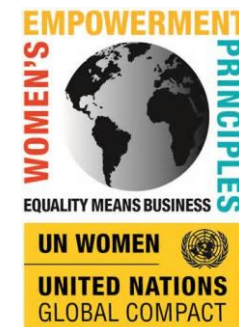
Local and International Collaboration to aggregate value to women-owned business



An Inspirational Journey

Chartered Banker
Leading financial professionalism

Endorsed by



The Royal Bank of Scotland

“A crisis can be a real blessing to any person, to any nation. For all crises being progress. Creativity is born from anguish, just like the day is born from the dark night. It’s in crises that inventive is born, as well as discoveries and big strategies. Who overcomes crisis overcomes himself, without getting overcome.”

Albert Einstein

The Royal Bank of Scotland

BUILDING TOMORROW™

Thank you

Marcela Navarro – marcela.navarro@rbs.com

Women Vendors Exhibition and Forum

The screenshot shows the International Trade Centre (ITC) website. The browser address bar displays <http://www.intracen.org/projects/women-trade>. The page features a navigation bar with links to EXPORTERS, TRADE SUPPORT INSTITUTIONS, and POLICY MAKERS. The main header includes the ITC logo and the slogan "EXPORT IMPACT FOR GOOD". A sidebar on the left contains a "ITC BY COUNTRY" dropdown menu, a world map, and sections for "PROJECTS" and "ABOUT ITC". The "ABOUT ITC" section lists "MISSION AND OBJECTIVES", "HOW ITC WORKS", "PRIORITY COUNTRIES" (Regions, Least Developed Countries, Land-locked Developing Countries, Small Island Developing States, Multi-country projects), and "PRIORITY COUNTRIES". The main content area is titled "WOMEN AND TRADE" and features a large blue banner for the "Women Vendors Exhibition and Forum (WVEF) 2013" held from "19-21 NOVEMBER 2013" in "NEW DELHI, INDIA". Below the banner, a paragraph describes the event: "Join women business owners and representatives of corporations, governments and trade support institutions at WVEF 2013. This global event provides buyers and sellers in select sectors the opportunity to explore business partnerships, build skills and engage with dynamic public and private sector leaders from around the world." A second paragraph states: "The Women Vendors Exhibition and Forum is the annual event of the Global Platform for Action on Sourcing from Women Vendors; the Global Platform seeks to increase the share of corporate, government and institutional contracts awarded to women-owned businesses. Launched in 2010, the Global Platform has a 10-year strategy to link buyers, sellers and institutions to build the capacity of suppliers to meet buyers' requirements for the ultimate purpose of facilitating sales." A third paragraph mentions: "Over 500 women entrepreneurs, buyers, government representatives and trade support institutions from 48 countries attended the WVEF in Chongqing, China (2011) and Mexico City, Mexico (2012) resulting in". A search bar on the right side of the page is labeled "SEARCH THIS SITE" and includes a "GO" button. Below the search bar is a calendar for May 2013, showing dates from 1 to 31.

International Trade Centre

EXPORT IMPACT FOR GOOD

Request More Information

About ITC > Priority Countries > Multi-country projects > Women and Trade > Events > Women Vendors Exhibition and Forum (WVEF)

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ITC BY COUNTRY
select

PROJECTS

ABOUT ITC

MISSION AND OBJECTIVES

HOW ITC WORKS

PRIORITY COUNTRIES

Regions

Least Developed Countries

Land-locked Developing Countries

Small Island Developing States

Multi-country projects

WOMEN AND TRADE

Women Vendors Exhibition and Forum (WVEF) 2013

19-21 NOVEMBER 2013

NEW DELHI, INDIA

Join women business owners and representatives of corporations, governments and trade support institutions at WVEF 2013. This global event provides buyers and sellers in select sectors the opportunity to explore business partnerships, build skills and engage with dynamic public and private sector leaders from around the world.

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SEARCH THIS SITE

GO

WOMEN VENDORS EXHIBITION AND FORUM

NEW DELHI, INDIA

19-21 NOVEMBER 2013

2013 MAY

			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

For more information please visit: <http://www.intracen.org/projects/women-trade/events/wvef-III/>



Thank You



Thank you for joining us today.

Presentation slides and a recording of the webinar
will be available on the WEPs website:
www.WEPrinciples.org

If you have any additional questions, please contact:

Lauren Gula: gulal@unglobalcompact.org