



Behind the scenes: how to apply international social conditions

Sustainability in Supply Chains October 27, 2017
Warsaw



INTRODUCTION

- CATEGORY MANAGEMENT
- BUYING ICT HARDWARE FOR DATA CENTRES OF THE DUTCH GOVERNMENT
 - > SERVER
 - > STORAGE
 - > NETWORKING
- WE DID RESEARCH ON INTERNATIONAL SOCIAL CONDITIONS
- WE SOUGHT EXTERNAL ADVICE (CENTRE FOR RESEARCH ON MULTINATIONAL CORPORATIONS)



RESEARCH RECOMMENDATIONS

- INTEGRATION IN CONTRACTMANAGEMENT PROCESS
- HANDLING SOCIAL CONDITIONS IN EACH STEP OF THE PURCHASING PROCESS
- DEVELOP A INITIATIVE WITH THE MARKET
- CLEAR OBLIGATIONS TO MAKE EFFORTS FOR THE SUPPLIERS
- USE BEST PRACTICES
- CONNECT WITH INDEPENDENT ORGANISATIONS



WHAT?

- PUBLIC TENDER FOR DATA CENTRE HARDWARE CALLED ROAD2016
- ESTIMATED VALUE €144 MILLION
- 42 PARTICIPANTS
- INCLUDING CONCRETE AND MEASURABLE SUSTAINABILITY REQUIREMENTS IN THE AWARD SYSTEM CRITERIA



HOW?

AWARD SYSTEM CRITERIA (RATIO: QUALITY 60%/ PRICE 40%)

WILL YOU:

- | | |
|---|-----------|
| 1. Dialogue with parties from the chain | Y/N (5%) |
| 2. Organizing a theme meeting | Y/N (5%) |
| 3. Transparency of origin | Y/N (10%) |

PROGRAMME REQUIREMENTS

YOU MUST:

1. DO A RISK ANALYSIS
2. ANNUAL REPORT ON SOCIAL CONDITIONS



AND THE CHALLENGE IS...

- OBSERVE IN THE CONTRACT MANAGEMENT PHASE
- GO STEP BY STEP
- DEFEAT RESISTANCE BY SHOWING SUCCESS



TIPS

- TRY TO FOCUS
- CONNECT
- WORK TOGETHER
- SHOW AMBITION!
- INCREASE YOUR KNOWLEDGE





TO ALL OF YOU

WE CAN **CHANGE** THE WORLD
AND MAKE IT A BETTER
PLACE. IT IS IN YOUR HANDS
TO MAKE A **DIFFERENCE**

NELSON MANDELA