

Better Buying™ Deep Dive Summary



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Win-Win Sustainable Partnership

Win-Win Sustainable Partnership includes both the internal alignment on buyer staff on corporate social compliance goals and the buyer's contribution to reducing industry-wide audit duplication. The Win-Win Sustainable Partnership section of the Better Buying Purchasing Practices Index™ (BBPPI) examines these conflicting demands and the social, environmental, and financial impacts they have on suppliers and their workers. This category of the BBPPI also covers audit harmonization, a practice that is often considered to be outside the realm of responsible purchasing practices, but which is included in the category by Better Buying™ and considered a "High Impact" practice because in our research, suppliers continue to stress how impactful audit requirements are on their business.

Key Takeaways

1. Audit harmonization is an important part of any responsible purchasing agenda. The time, financial, and other resources dedicated to auditing detract from other workplace improvements that both directly and indirectly benefit workers.
2. Speaking with one voice across all internal departments creates the clarity suppliers need to make progress towards sustainability targets. When different departments make conflicting demands, negative sustainability impacts are likely to occur.
3. The use of integrated scorecards that include both commercial and sustainability criteria supports a more holistic understanding of supplier performance and better informed sourcing decisions. Integrated scorecards can also be used to track suppliers' performance and, through at least annual reviews, reward those who are making progress against social and environmental sustainability goals.



How to Improve your Partnerships with Suppliers: Checklist for buyers

- Stop using proprietary company audits and assessments.
- Make sure departments across your business are aligned on priorities and goals.
- Offer company-wide training on responsible purchasing.
- Use integrated scorecards to holistically evaluate your suppliers' performance.
- Offer meaningful incentives - such as premium prices - to motivate your suppliers.
- Communicate transparently with your suppliers - asking them what support they need.
- Share the financial burden with your suppliers.

