Getting the most from the School
What is the Supply Chain School?

- a virtual learning environment that aims to help construction suppliers and sub-contractors to develop their sustainability knowledge and competence
- making us all better able to address the challenges our industry face
- and importantly to help suppliers benefit from the many new business opportunities that are emerging for businesses who understand this agenda
The School in numbers

- 7,512 members to date
- 3,742 unique companies to date
- 14,988 resources viewed
- 539 online resources
- 1,260 delegates attending training
- 2,883 delegates attending supplier days
- 2,406 Action Plans created
- 5,182 e-Learning modules have been accessed

85,305 visits to website since launch
45,362 are unique visitors
46.8% are returning visitors
40.79% bounce rate
9.31 average session duration (exc. bounce rate)
5.38 average session duration (inc. bounce rate)
7,964 sessions from mobile or tablet devices
Online learning environment
Across the built environment...

• Construction

• FM

• Infrastructure
Each supplier who becomes a member undertakes a sustainability assessment tailored to their area of supply.
Bespoke action plans for each supplier

After assessment each supplier gets a prioritised sustainability action plan based upon their knowledge and level of sustainability risk in their category.
1000+ sustainability resources across all 3 sectors
Free access to over 50 workshops p.a.
Each supplier who becomes a member gets their own sustainability dashboard to track progress and action plans.
Some key principles

- Its confidential to each supplier
- Its voluntary
- Develop at a pace to suit you
- Its not pre-qualification, but . . .
- Its about your business’s institutional knowledge NOT yours
- Based on trust
- Free at the point of use: lots of free resource
- Lets get started . . .
Award winning
Skanska and the Supply Chain
Sustainability School
Embedding sustainability into supply chains

Dale Turner
Director of Procurement and Supply Chain
The exam questions

Why a sustainable approach?

Why the School?

What are the benefits?
Why?

1. Stakeholder requirements
2. Supports our values and goals
3. Business priority
Construction 2025 industrial strategy

**vision**
- people
- smart technology
- sustainable
- economic growth
- leadership

**targets**
- 33% lower costs
- 50% faster delivery
- 50% improvements in exports
- 50% lower emissions
Why?

1 Stakeholder requirements

Skanska is determined to be the leading ethical and green project developer and contractor

Johan Karlström, President and CEO
Skanska AB

The demand is in the market place and we believe it is a great business opportunity, right for the planet and attractive for our people…
Vanilla: Construction progress or product performance is compliance with law, regulations, codes and standards

Green: Construction process or product performance is beyond compliance, but not yet at a point were what we construct and how we construct it can be considered to have near-zero impact

Deep Green: Construction process or product performance is future proofed – for example, it consumes zero net energy and produces zero waste
Why?

2. Supporting our values and goals
In the UK we spend over 80% of our revenues with our supply chain… to be a leader in safety, green and ethics we need a supply chain that is safe, green and ethical… full stop!

Mike Putnam
President and CEO
Skanska UK

In the UK we spend over 80% of our revenues with our supply chain… to be a leader in safety, green and ethics we need a supply chain that is safe, green and ethical… full stop!
Aligning the supply chain

0. Procurement strategy

1. Customer requirements that will directly impact procurement strategy
2. List of anticipated major purchases and their planned route to market
3. Identification of proposed supply chain options for each package
4. Sustainable procurement impact assessment
5. Procurement schedule detailing key dates and milestones of purchases

Procurement strategy – core elements

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3. Balanced score card

- Safety
- IPE
- Green
- Collaboration
- Cost & Quality
- Operational Efficiency
- Commercial cost

5. Supplier KPI’s & compliance audits

- Safety
- Green
- Time, Cost & Quality
- Operational Efficiency
- Collaboration
Improving performance through the Supply Chain Sustainability School
Skanska global supply chain

United States
- 25% (building)
- 13% (civils)

Sweden
- 24%

Norway
- 12%

Finland
- 6%

Poland
- 7%

Czech Republic
- 3%

United Kingdom
- 10%

£10.5 billion spend

£13 billion group revenue

80% of revenue

supplychainschool.co.uk – building sustainability
Skanska UK supply chain

- 78% of UK revenue
- 65% of spend is SMEs (45% in 2012)
- 78% of supply chain are SMEs (57% in 2012)
- 5,500 suppliers (7,550 in 2010)
Why the School?
Starting the journey for some
Embedding Sustainability in the supply chain
Training the supply chain
Continuous improvement
Benefits

- Collaboration – impact
- Industry step change
- Diversity in the supply chain – growing market
Key messages

**Why Skanska**
1. Stakeholder needs
2. Supports our values
3. Business priority

*Our licence to operate:*
- To win work
- To manage risk
- To attract stakeholders

**Why SCSS**
1. Embedding
2. Training
3. Improvement

*The way we work:*
- Leadership
- Embed into the DNA
- Attract the best supply chain

**Benefits**
1. Collaboration
2. Industry change
3. Diversity

*Meeting requirements:*
- Winning work
- Building communities
- Doing the right thing
Thank you

Questions at the end...
It’s our business to protect your business
Green Compliance Water

Comprehensive range of water hygiene and treatment solutions

- Legionella risk assessment and consultancy
- Water conservation and sustainability
- Legionella awareness training
- Tank cleaning and disinfection
- Water sampling services
- Water treatment including cooling systems, boilers, closed systems and effluent
- Air and ductwork compliance services

It’s our business to protect your business
Initial Interaction with the School

- Invited to join by one of the founding partners
- Engagement from early 2014
- Completed initial assessment
- Attended first supplier event

Outcomes:
- Realised while our business was focussed on sustainability we still had a lot to learn
- School offered opportunity to engage with peers and industry leaders
- Depth and range of resources was excellent
Growing Engagement

• Gave school access to our wider team
• Started to reassess our own approaches to both sustainability and our supply chain management
• Attended additional events both supplier events and training days

Outcomes:
• Set up internal team to address own sustainability
• Started to embed learnings into internal policies and procedures
• Ensured senior leadership buy in as well as attendance at school events
Benefits of the School

• Quality of resources and ease of access
• Simplicity of the Assessment process and the useful tools it highlighted to us to improve our own sustainability journey
• Networking and engagement with peers
• Growth in breadth of school with launch of additional areas – e.g. FM School aligns with our own growth and customer base
• Helped us understand what the market is looking for from its supply chain and what future directions could be
• Helping us shape our own product / portfolio development
Internal Next Steps

• Appointment of Group Head of Sustainability
• Review of internal processes and full group wide roll out of School
• Continue with commitment to 6 monthly reassessment
• Looking at additional areas for accreditation / certification (BS 8903)
• Look at how we integrate our school engagement internally with rest of our own Group
• Complete our own ESOS compliance – we fall outside the remit but want to achieve it
Where we would like to see the Supply Chain School develop?

• Continue increasing the areas of sector focus and also grow subject areas working parties
• Enhance member engagement and ensure that where relevant their sector expertise is tapped into
• Deliver tangible benefits for those suppliers who make the effort to achieve higher awards
• Continue to promote the school and engage with the members as well as looking to engage with other key trade / professional bodies
THANK YOU

ANY QUESTIONS?

@SupplyCSSchool