



# foresight

MANAGEMENT

## Supplier Engagement

### WHY

Behind every product, there is a supply chain. Each tier of a supply chain accounts for raw and process material inputs, modifications or services performed to a product's specifications. Whether long and complicated, or short and straightforward, we must break down a product's components and map out the full genesis of materials to fully understand the potential impact of a product. Increased pressure for reporting, regulatory compliance, product labels, environmental declarations, and certifications all create a greater need for reliable, verifiable data to achieve a holistic view of a product's impact. We believe systematic, intentional supply chain engagement smooths communication and provides higher quality, consistently formatted information.

### BENEFITS

- Creates a process to disclose information to customers and reporting frameworks
- Saves time and money
- Data for certifications, labels, regulatory compliance, and reporting
- Ensure accurate data collection and management
- Educate your supply chain on data collection for future requests

### HOW

Collecting environmental, social, and governance (ESG) data from each tier of your supply chain can be an arduous task. It's complicated to know precisely who to ask, how to ask, and where to dig for the correct information to generate verifiable reports and disclosures. It requires dedication and perseverance to extract multiple kinds of data from numerous facilities, especially if there is no established precedent for data collection. Partnering with our team will ensure the gathered information is accurate, reliable, consistent and organized.

Our sustainability team begins by identifying your goals to understand the type of data you need over time. Next, we complete a [Scope 3 Screening](#) to determine the most material Scope 3 categories. Once we understand your goals, Within these specific Scope 3 categories, our team will identify top suppliers with whom to engage. As suppliers respond to requests, our team will verify, organize, and aggregate the data. If data isn't readily available, we will help the supplier calculate it and work alongside them to develop a process for collecting this information in the future. When the data set is complete, our team will help you submit it for third-party verification, organize it for a certification, or build accessible visualizations for reporting to stakeholders.

[SAMPLE REPORT](#)

## FREQUENTLY ASKED QUESTIONS

### ***How much does it cost?***

It depends on what is being asked to collect and how many suppliers need to be engaged. Most of the time this service costs between \$250-1,000 per supplier.

### ***Why is supplier engagement better than industry data?***

Data from your supply chain is a primary source, rather than a secondary estimated or aggregated source. This data is more reliable and defensible in reporting.

### ***How long does it take?***

This depends on the number of tiers, companies, and facilities in your supply chain. We can provide a better understanding of time with this information.

### ***How do you educate a supply chain?***

Supply chain education helps bring continuity to data collection. When each facility is collecting and providing data in following the same parameters, format, and frequency, it is easier to aggregate the information when compiled. We can either gather your vendors for a webinar, do one on one meetings with facility directors, or develop training materials based on your preference.

### ***What is the easiest data to get? Or what do I need?***

The easiest data to collect is recycled content and material efficiency (process scrap rates). The complexity increases when you are sourcing information about renewable materials, hazardous wastes, chemical composition, carbon emissions, process water use, solid waste generation, or per component energy spend. Consulting can help you determine your goals for data collection and which pieces of information will be most valuable to pursue.

## CASE STUDY

### ***Client Profile***

Office Furniture Manufacturer

### ***Before Foresight***

In pursuit of a BIFMA LEVEL certification to become a preferred supplier for their customers, this company needed an extensive amount of data from their supply chain. Several attempts to gather data from their partners resulted in inaccurate, unverifiable data. Lacking defensible data, their team could not utilize the information for reporting or certifications. Frustrated with wasted time and efforts, they reached out to Foresight for assistance.

### ***After Foresight***

Our team identified their goals and built custom datasheets which we presented to their supply chain. By clarifying the format and kinds of data needed, we engaged with different team members at each facility and received quicker, more accurate responses. In addition to expediting the process, we collected verified “primary” data instead of estimated data, which increased the validity of their findings. This full suite of ESG information from all tiers of their supply chain supported their pursuit of BIFMA LEVEL Standard. With their annual ESG data readily available, they are now a preferred supplier in their industry. Furthermore, they are set up with systems and processes to personally engage their supply chain, knowing they are asking the right people in the right way for accurate, reliable data.

**DON'T TAKE OUR WORD FOR IT...**

**A TECTONIC SHIFT IN  
SUPPLY CHAIN GOVERNANCE**



To learn more about how your business could benefit from Supplier Engagement, contact:  
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