

# Sustainability Matters: What Can BSR Membership Do For You?

September 11, 2019



BSR®

The Business of a Better World

# Today's Speakers



**Elisa Niemtzow**  
Managing Director



**David Korngold**  
Director

# Agenda

- About BSR
- How We Work
- BSR Membership Benefits
  - Expertise and Insights
  - Collaborative Solutions
  - Networking

# Sample Member Companies

BSR has a global network of more than 265 member companies from a range of industries and regions.

The full BSR membership list is at [www.bsr.org/members](http://www.bsr.org/members).



Bank of America



Bloomberg



facebook



GENERAL MILLS



Google

HILTON  
WORLDWIDE

Johnson & Johnson

LEVI STRAUSS & CO.

K E R I N G



MAERSK

MARKS &  
SPENCER



Microsoft



NOVARTIS



PEPSICO

SAMSUNG



SONY

TOSHIBA



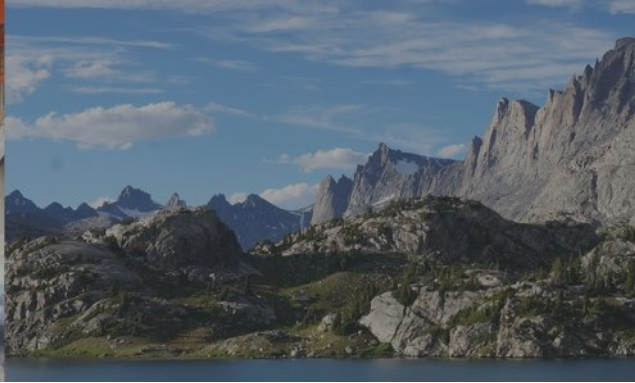
Walmart

# About BSR

# Global Nonprofit Business Network

We are a global nonprofit organization that works with our network of more than 265 member companies and other partners to build a just and sustainable world. From our offices in Asia, Europe, and North America, we develop sustainable business strategies and solutions through consulting, research, and cross-sector collaboration.





# Why BSR

## Mission-Driven

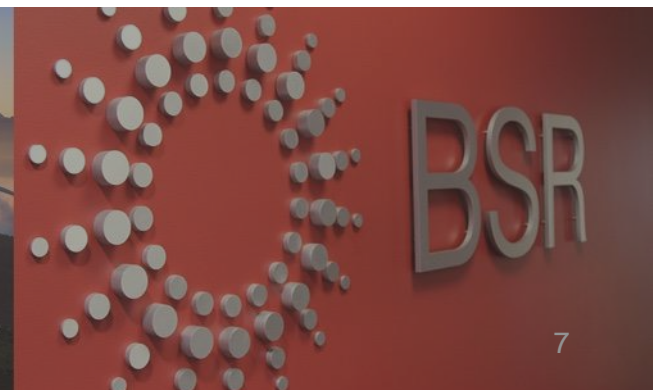
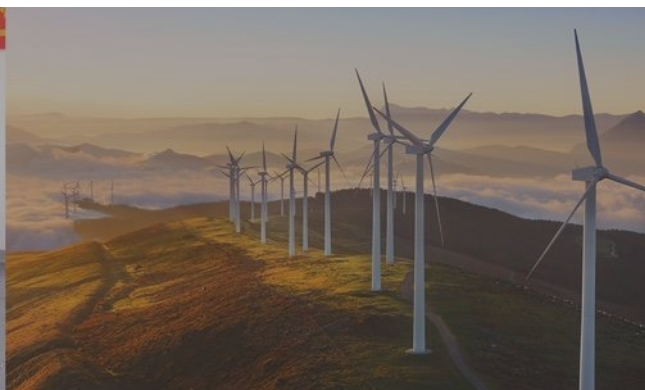
We are a mission-driven non-profit, offering consulting services which focus on innovation, impact, and long-term positive change.

## Deep Experience

We are experienced working across the full range of company operations, enabling us to connect points across the value chain.

## Demonstrated Leadership

Our 25 years of sustainability experience offers members and clients unparalleled expertise and insight.







# Why BSR

## Diverse Backgrounds

Our global staff have backgrounds in business, civil society, consulting, investment, government, law, and policy, bringing innovative and diverse perspectives to sustainability challenges.

## Industry Focus

Our consulting teams are organized by industry, creating expert teams that are familiar with industry-specific issues and trends.

## Areas of Expertise

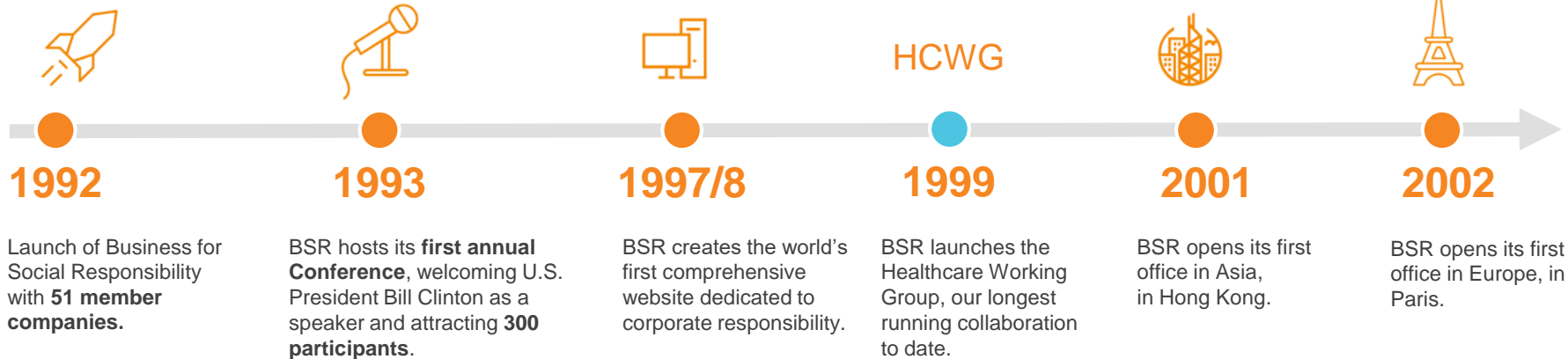
We work across six core areas: Climate Change, Human Rights, Inclusive Economy, Supply Chain Sustainability, Sustainability Management, and Women's Empowerment.



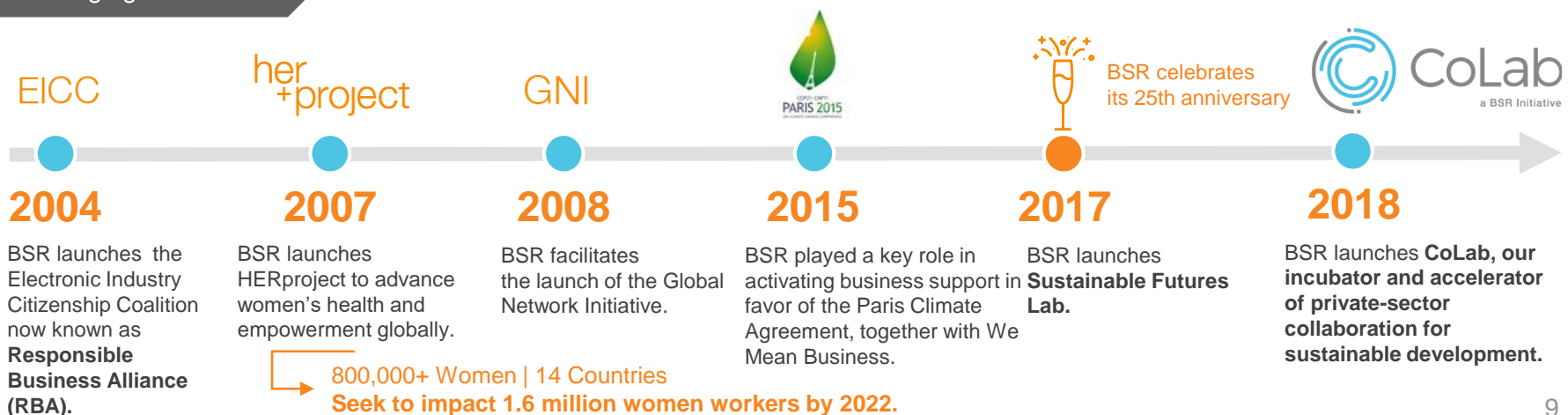


# BSR Today: Looking to the Future

## Early Years



## Leveraging the network



## Looking to the future

# How We Work

# Our Services

We develop sustainable business strategies and solutions through **membership, consulting, collaboration, and research** with our global network of more than 265 member companies.



- **Insights** gained from our research and collaborative partnerships strengthen our consulting work.
- **Our real-world experience** working closely with member companies informs our research.
- **Our cross-sector efforts** build on our extensive network of members and stakeholders.



Sustainable business strategies  
and solutions

# Areas of Expertise

Our teams focus on **six core areas** for our consulting, collaborative, grant-funded, and research projects.

## IMPACTS

**What** we want to see achieved in the world



### Climate Change

We help companies to reduce greenhouse gas emissions and build resilience to climate impacts throughout business operations and value chains.



### Human Rights

We draw on a global network of partners from business and civil society to tackle human rights challenges and ensure that companies in all sectors meet and exceed global human rights standards.



### Inclusive Economy

We work with companies and partners to build an economy in which all individuals and communities participate in, benefit from, and contribute to global and local economies.



### Women's Empowerment

We work with business to empower women, delivering value for companies across their operations and supply chains through collaboration, research and knowledge-building, and design and implementation of gender-sensitive strategies and solutions.

## OUTCOMES

**How** companies and organizations achieve these impacts



### Supply Chain Sustainability

We work with supply chain, sourcing, and procurement functions to develop more sustainable value chains that are inclusive, resilient, and transparent, creating long-term benefit for all involved stakeholders.



### Sustainability Management

We help companies structure a sustainability management approach that mitigates risk and captures emerging opportunities, creating mutual benefit for both business and society.

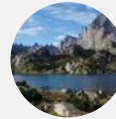
# Industry Focus

BSR provides consulting services through teams that specialize in **11 major industries**. Our team has extensive experience developing and implementing sustainability strategies and programs in these industries.

## Industry Focus

- Consumer Products
- Energy and Extractives
- Financial Services
- Food, Beverage, and Agriculture
- Healthcare
- Industrials and Utilities
- Information and Communications Technology
- Media and Entertainment
- Transport and Logistics
- Travel and Tourism

## Areas of Expertise



Climate Change



Human Rights



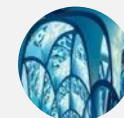
Inclusive Economy



Women's Empowerment



Supply Chain Sustainability



Sustainability Management



# Membership

As a BSR member, your company will gain access to a powerful global network of member companies, thought leaders, peers, and stakeholders—all focused on creating viable sustainability solutions.





# What Do Our Members Value

- Access our global network
- Draw upon our expertise
- Participate in business-focused convenings
- Collaborate for systemic solutions
- Phone a friend (us)
- Take advantage of formal member benefits
- Stay ahead of trends and emerging issues
- Drive visibility and gather inputs for your company's sustainability efforts
- Find your next colleague (BSR Job Board)
- Shape the future of sustainable business

# BSR Member Benefits

BSR provides exceptional value for member companies by combining engagement from the BSR team with opportunities to collaborate with companies and other partners in our network.



## Expertise and Insights

Access to BSR expertise  
to improve company  
performance



## Collaborative Solutions

Collaborative Initiatives  
to solve system-wide  
challenges



## Networking

Networking opportunities  
with stakeholders and  
peers

# BSR Member Benefits: Expertise and Insights

Members have access to BSR expertise to improve company performance:

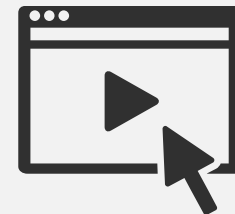
- Dedicated account representative, plus access to global staff
- Customized support (see our [menu of engagement options](#))
- Annual meeting with BSR account team to discuss strategy and emerging trends
- Discount of 33 percent on standard consulting rates
- Unlimited subscriptions to *BSR Insight* newsletter and participation in members-only Sustainability Matters webinars held year-round



**Consulting discount of  
33 percent**



**Member-Only  
*BSR Insight* newsletter**



**Access to BSR expertise**

# Examples: How Companies Use Expertise

- In regular contact with BSR to help **answer day-to-day questions**
- Request **off-the-shelf resources** before they spend time producing
- Hold **quarterly calls with BSR** and at least **one in-person meeting per year**
- **Share their overall strategy** and multi-year objectives
- Ask BSR to present at **internal meetings and webinars** to support their case
- Involve **senior level leadership in meetings** with BSR issue experts
- Has come to know directly a **variety of BSR expert staff** on diverse topics
- Share BSR insight with **multiple contact points** at company

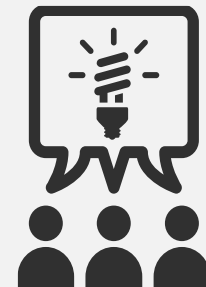
# BSR Member Benefits: Collaborative Solutions

Members can join Collaborative Initiatives to generate sustainability solutions:

- Access to a suite of [Collaborative Initiatives](#) to learn, work, and drive change across topics, regions, and functional areas
- Participation in a designated BSR [Collaborative Initiative](#) at no extra cost, or use of credit to participate in any other BSR initiative
- Opportunities to participate in global, grant-funded Collaborative Initiatives and [research](#)



**Global, grant-funded  
sustainability initiatives  
and research**



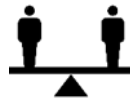
**BSR Collaborative  
Initiatives**

# How to Engage



## Climate Change

- Clean Cargo Working Group
- Future of Fuels
- Future of Internet Power
- Green Freight Asia
- Renewable Energy Buyers Alliance\*
- We Mean Business\*
- Sustainable Air Freight Alliance



## Human Rights

- Building Responsibly
- Human Rights Working Group
- Global Business Coalition Against Human Trafficking
- Tech Against Trafficking
- Partnership for Global LGBTI Equality



## Supply Chain

- Railsponsible
- Southeast Asia Reptile Conservation Alliance



## Inclusive Economy

- Global Impact Sourcing Coalition
- Healthcare Working Group
- Healthy Business Coalition



## Sustainability Management

- Future of Reporting
- Maritime Anti-Corruption Network
- Net Positive Project
- Responsible Luxury Initiative



## Women's Empowerment

- Business Action for Women
- HERproject



# Shared Solutions to Global Challenges

Our powerful global network of member companies, cross-sector collaborative initiatives, and grant-funded partnerships ensure that no company is alone in addressing sustainability challenges.

## BSR's collaborations benefit from:



### Experience and Expertise

Our collaborative initiatives build on and continuously develop our deep subject-matter and industry expertise, while benefiting from our 25 years of experience.



### Business-Driven Solutions

Our ongoing work from farm to factory to boardroom ensure that we translate ideas into practical and actionable solutions that deliver value for business and society.



### Global Networks

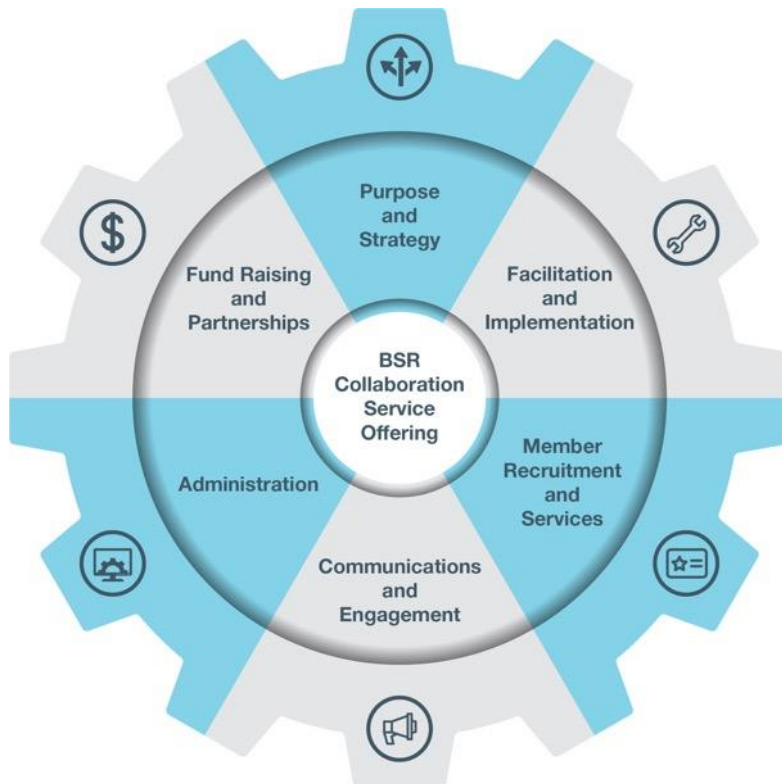
Our global presence and mindset, as well as our business networks and stakeholder partnerships, enable us to identify the right partners for a Collaborative Initiative.

# BSR's Collaboration Services: What We Offer

BSR creates, manages, and helps companies and partner organizations take existing collaborations to scale.

## Managing Collaborations: Our Service Offering

## Creating and Scaling Collaborations



**BSR provides strategic leadership and secretariat support services for companies and other partners to collectively address critical issues for sustainable development.**

All collaborations benefit from six core services, which are customized to the unique needs of each initiative.

BSR collaborations are incubated through our IDEAS process (Ideate, Design, Explore, Accelerate, Scale), a rigorous framework for partners to work through the full lifecycle of a collaboration.

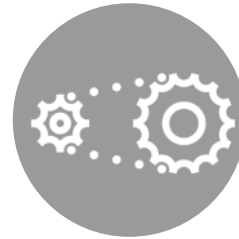
# BSR Collaborations: Theories of Change

Our collaborations aim for organizational, market, and systems-level change and are supported by a range of partners that drive further impact



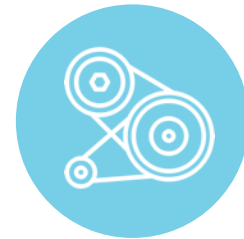
## Organizational Capacity Building

Building the capacity of individual organizations to more effectively manage sustainability opportunities and risks.



## Market Improvement

Improving the way industries and their business partners address common sustainability issues through industry-wide cooperation and standard setting.



## System Change

Coordinating the actions and investments of multiple sectors to make fundamental changes across a system of policies, power structures, behaviors, and/or norms to improve sustainability outcomes.

Some of our collaboration partners:



# BSR Collaborative Initiatives + SDGs

More companies are aligning their strategies with the SDGs, and private-sector collaboration can be a driving force to achieve them.

BSR CI	SDG	BSR CI	SDG
Maritime Anti-Corruption Network	  	Future of Reporting	 
Business Action for Women	  	Global Business Coalition Against Human Trafficking	 
Clean Cargo Working Group	    	HERproject	  
Healthcare Working Group	  	Green Freight Asia	  



CoLab is BSR's incubator and accelerator of private-sector collaboration, mobilizing the collective power of business to solve some of the world's biggest sustainability challenges.

- Eliminate ocean plastics
- Solve the anti-microbial resistance challenge
- Significantly reduce air transport emissions
- Create a more sustainable supply chain for batteries

### Collaborative Solutions to Sustainability Challenges



### The Right Partners in the Right Roles

- Companies
- Academics
- Governments
- NGOs
- Rightsholders
- Communities
- Donors

### Innovative Ideation and Design Methodologies

- Workshops
- Online ideation
- Systems thinking
- Design thinking
- Horizon scanning
- Scenario planning



# BSR Member Benefits: Networking

Members receive networking opportunities with peers and stakeholders:

Participation in regional, industry, and issue-based [events](#) year-round



Discount on the [BSR Conference](#) and select events





# Upcoming Events

## [Building A 'Future of Work' That Works for Women](#)

Thursday September 19, 2019 8:00 am-9:00 am Pacific Time | Webinar

As companies prepare for and respond to the changes brought about by the 'future of work,' we need business action to ensure that women can not only participate, but lead in the workplaces of the future. Join BSR and Women Deliver in this timely discussion.

## [The Unicorns Go Public: What Now for Corporate Responsibility and Sustainability](#)

Thursday September 19, 2019 8:30 am-11:00 am PT | San Francisco

This event intends to bring together companies that have recently (or will soon) go through an IPO with the investors they will increasingly interact with and companies whose experiences they can learn from.

## [BSR Connect | Happy Hour in Paris](#)

Thursday September 19, 2019 5:30 pm-7:30 pm CEST | Paris

Join BSR senior leadership, members, friends, and partners at this happy hour as we mark the Global Climate Strike.

## [2019 Concordia Annual Summit](#)

Sunday September 22-Tuesday September 24, 2019 8:00 am-5:00 pm EDT | New York

As the leading non-partisan global affairs forum alongside the UN General Assembly, the 2019 Concordia Annual Summit is taking place at the Grand Hyatt, New York from September 22-24, 2019.

## [Green Freight Asia Annual Forum: E-Mobility Transition in Asia Freight Transport](#)

Thursday September 26, 2019 9:00 am-5:00 pm SGT | Singapore

This year's Green Freight Asia Forum will highlight best practices of e-vehicle implementation in freight.

# Upcoming Events (continued)

## [New Guidance for Business | Eliminating Violence and Harassment](#)

Wednesday October 2, 2019 8:00 am-9:00 am Pacific Time | Webinar

BSR, along with Business Fights Poverty and CARE, will host a webinar to explore the new ILO Convention on the Elimination of Violence and Harassment in the World of Work in more depth. BSR members and partners looking to strengthen their policies on violence, harassment, and women's empowerment should attend.

## [Reducing Poverty through Employment: Connecting SDGs 1 and 8](#)

Thursday October 17, 2019 11:00 am-12:00 pm Eastern Time | Webinar

Join BSR and the Global Impact Sourcing Coalition (GISC) for a practical discussion on how companies can create inclusive opportunities for productive and decent employment that lead to sustainable pathways out of poverty.

## [VERGE 19](#)

Tuesday October 22-Thursday October 24, 2019 7:45 am-5:30 pm PDT (Pacific Daylight Time) | Oakland, CA

Join BSR at the VERGE 19 conference and expo on accelerating the clean economy. This event will bring together 3,000 leaders to explore four dynamic and influential markets driving the transition.

## [BSR Conference 2019](#)

Tuesday November 12-Thursday November 14, 2019 8:00 am-5:00 pm PST (Pacific Standard Time) | San Jose, California

Join us for the 27th annual BSR Conference, one of the longest-running and most prestigious sustainable business events.



## BSR Conference 2019

November 12-14

The Fairmont, San Jose, California

The annual BSR Conference is one of the longest-running and most well-regarded sustainability conferences. We provide a space for thought-provoking conversations, where we work together to identify solutions to our most complex global challenges. We convene more than 800 participants from around the world, including senior executives from Fortune 500 companies, entrepreneurs, foundations, nonprofit organizations, and governments.

For more information, visit [www.bsr19.org](http://www.bsr19.org).



# Recent Thought Leadership

## [How Business Can Build a ‘Future of Work’ That Works for Women](#)

Wednesday Aug 7, 2019

Businesses have a responsibility not only to help workers prepare and transition for the ‘future of work,’ but also enact strategies that create positive change and economic advances for women. This report outlines how to do so.

## [Key Considerations in Managing ESG through a Merger](#)

Tuesday Jul 9, 2019

As business leaders across industries pursue M&A activity, there will be substantial ESG opportunities and risks for the companies involved: opportunities to create more ambitious and resilient sustainability strategies, accompanied by risks that ESG objectives will be sidelined by overwhelming pressures to create short-term value.

## [Human Rights Insights: Trends from the Human Rights Working Group’s Spring Meeting](#)

Monday Jul 8, 2019

In March and April 2019, BSR’s Human Rights Working Group (HRWG) held its first round of meetings for the year in New York, London, and Tokyo.

## [Human Rights Policy Engagement: The Role of Companies](#)

Wednesday Jun 26, 2019

It is increasingly important for business not only to maintain its commitments to respect human rights, but also to find new ways to support the work of governments for such effort

## [The Supply Chain Leadership Ladder 2.0](#)

Wednesday May 15, 2019

The Supply Chain Leadership Ladder 2.0 incorporates learnings from our work with companies where we use the framework to identify their level of maturity and ambition, benchmark their practices against their peers, and develop concrete action plans to improve.

# Next Steps

## BSR Members

- Call / email your relationship manager with any questions
- Think about how you want to use your membership in 2019/20
- Ensure our contact list for your company is up-to-date

## Non-Members

- For more information about membership, email Matthew Charlesworth at [memberservices@bsr.org](mailto:memberservices@bsr.org)



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