

Sustainability Matters: What Can BSR Membership Do For You?

Sustainability Matters Webinar
November 2017



BSR®

The Business of a Better World

Today's Speakers



Laura Gitman

- Senior Vice President

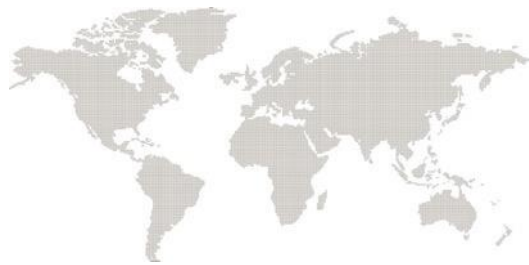


Elisa Niemtzw

- Managing Director

Global Nonprofit Business Network

We are a global nonprofit organization that works with our network of more than 250 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.



- Copenhagen
- Guangzhou
- Hong Kong
- New York
- Paris
- San Francisco
- Shanghai
- Tokyo

 <p>250+ Member Companies</p>	<p>1 Mission</p> <p>We work with business to create a just and sustainable world.</p>	 <p>120+ Global Staff</p>	<p>75+ Project Locations</p>
	<p>8 Offices</p>	<p>20+ Collaborative Initiatives</p>	
<p>6 Areas of Expertise</p>	 <p>25 Years of Experience</p>		

Why BSR

Mission-Driven

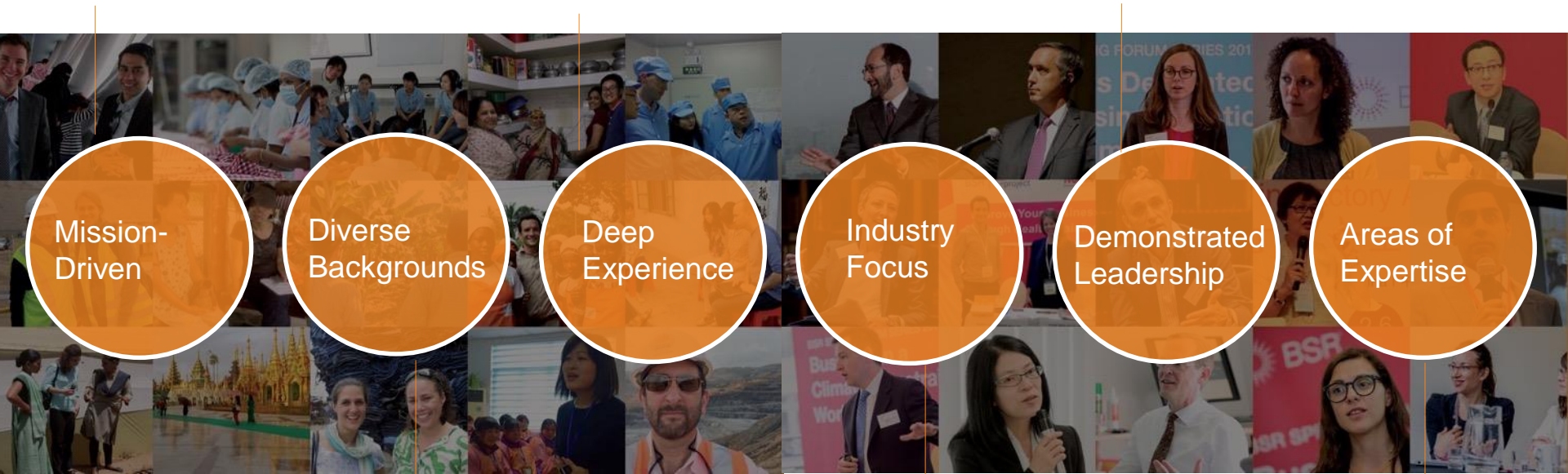
Our mission-based approach and nonprofit status guide our consulting services to focus on innovation, impact, and long-term, positive change.

Deep Experience

We are experienced and equally comfortable working across the full range of company operations, and we are uniquely placed to connect points across the value chain.

Demonstrated Leadership

We've shaped the field of corporate responsibility since 1992. Our 25 years of experience dedicated to sustainability brings unparalleled expertise and insight.



Mission-Driven

Diverse Backgrounds

Deep Experience

Industry Focus

Demonstrated Leadership

Areas of Expertise

Diverse Backgrounds

Our unique mix of staff—hailing from around the globe, with backgrounds in business, civil society, consulting, investment, government, law, and policy—bring innovative and diverse thinking to global 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

Our teams focus on six core areas for our consulting, collaborative, grant-funded, and research projects: Climate Change, Human Rights, Inclusive Economy, Supply Chain Sustainability, Sustainability Management, and Women's Empowerment

Our Services

We develop sustainable business strategies and solutions through membership, consulting, collaboration, and research with our global network of more than 250 member companies.



Membership



Consulting



Collaboration



Research

- **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.

Areas of Expertise

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

WHAT

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



Climate Change

We catalyze private-sector action on climate change by helping companies reduce their greenhouse gas emissions, strengthen their adaptive capacity, and build societal resilience.



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 catalyze private-sector action for women's empowerment and deliver value for business through collaboration, research and knowledge-building, and design and implementation of gender-sensitive strategies and solutions.

HOW

Outcomes *How companies and organizations achieve these impacts:*



Supply Chain Sustainability

We work with supply chain, sourcing, and procurement functions to develop supply chains that deliver business value and 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.



Consumer Products



Energy and Extractives



Financial Services



Food, Beverage,
and Agriculture



Healthcare



Information and
Communications
Technology



Manufacturing



Media and
Entertainment



Power and Utilities



Transport and Logistics



Travel and Tourism

Sample Member Companies

BSR has a global network of more than 250 member companies from a range of industries and regions.

The full BSR membership list is at www.bsr.org/members.

- Amazon
- AT&T
- AXA Group
- Bank of America
- Barrick Gold
- Bloomberg
- BT Group
- CVS Health
- Dow Chemical
- Facebook
- General Electric
- General Mills
- GlaxoSmithKline
- Google
- Hilton Worldwide
- Huawei
- IKEA Services
- Johnson & Johnson
- KKR & Co.
- Levi Strauss & Co.
- Li & Fung
- LVMH
- Maersk Group
- Marks & Spencer
- McDonald's
- Merck & Co.
- Microsoft
- NIKE
- Novartis
- PepsiCo
- Rio Tinto
- Royal Dutch Shell
- SABIC
- Samsung
- SAP
- Sony
- Toshiba
- Total
- Unilever
- UPS
- Wal-Mart Stores
- Walt Disney

BSR Member Benefits

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



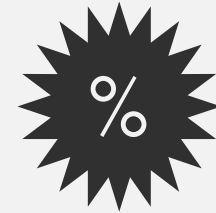
Networking

Networking opportunities
with stakeholders and
peers

BSR Member Benefits: Expertise and Insights

Members have access to BSR expertise to improve company performance:

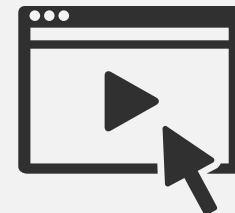
- Dedicated account representative, plus access to global staff
- Customized support (see our [menu of engagement options](#))
- Annual meeting with BSR account team to discuss strategy and emerging trends
- Discount of 33 percent on standard consulting rates
- Unlimited subscriptions to *BSR Insight*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

Expertise and Insights: Engagement Options

Members can choose from any of the following engagement options:

Member Dues	Credit
Dues between 10K-19K	\$5,000
Dues between 20K-29K	\$7,500
Dues 30K and above	\$10,000

- **Collaborative Initiatives:** Participation in any designated BSR Collaborative Initiative at no extra cost, or credit to participate in any other BSR initiative
- **Training:** Up to three free registrations for BSR trainings (repeated throughout the year in Europe and the United States), including pre-Conference trainings at the annual BSR Conference. Examples of trainings include CSR 101 and 301, human rights, and strategy and materiality
- **Emerging Issue Briefing:** Customized research and insights on sustainability trends or issues delivered in a one-hour conversation with your team, via teleconference or in person (depending on location)
- **Report Review and Feedback:** Assessment of your latest sustainability report (published or in draft form) against a number of criteria along with specific recommendations for improvement
- **Consulting Credit:** Credit to apply on any consulting project valued at US\$30,000 or more

Recent Research and Reports

- [The Future of Sustainable Business](#)
- [Future of Supply Chains 2025](#)
- [The Future of Business Ethics](#)
- [Playbook for Sustainable Business in the United States](#)



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

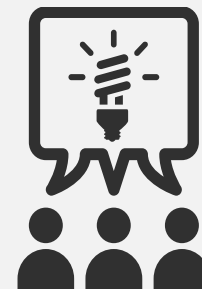
BSR Member Benefits: Collaborative Solutions

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**

Collaborative Solutions: Collaborative Initiatives

Members may opt to join any of the following Collaborative Initiatives. Specific details on objectives, recommended participants, and timing can be found at <https://www.bsr.org/files/2014/bsr-collaborative-initiatives-member-benefits.pdf>

Included in Membership Option

- Clean Cargo Working Group
- Future of Reporting
- Global Impact Sourcing Coalition
- Healthcare Working Group
- HERproject China
- Procurement Leadership Group
- Responsible Luxury Initiative

Apply Credit

- Building Responsibly
- Future of Fuels
- Future of Internet Power
- Global Business Coalition Against Human Trafficking
- Human Rights Working Group
- Maritime Anti-Corruption Network
- Net Positive Project
- Railsponsible
- Value Creation through Natural Capital

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



Event Examples

[How Business Leads in a Changing World \(Global Series\)](#)

In celebration of our 25th anniversary, BSR hosted events in Beijing, Chicago, Copenhagen, Hong Kong, London, New York, Paris, San Francisco, Seattle, Shanghai, Tokyo and Washington D.C, as part of a global series for senior representatives of our member companies and select partners to discuss how business leads in a changing world.

[Accelerating Women's Empowerment: The Role of Business](#)

Join us for networking and discussion on the opportunities for companies to make strides on the advancement of women.

[Responsible Retail Symposium](#)

Workshop on the industry's opportunity to deepen commitments to practices that enhance the well-being and livelihoods of retail employees and local communities, while improving company performance in a rapidly changing business environment.

[Collaborating to End Modern Slavery: The Global Business Coalition Against Trafficking](#)

BSR will host a members-only webinar with co-founders of the Global Business Coalition Against Trafficking to introduce the group's vision and emerging best practice research in the fight to eradicate modern slavery.

[Future of Supply Chains 2025](#)

Tuesday November 28, 2017 2:00 pm-5:00 pm Hong Kong | Hong Kong

Join us for a roundtable event with BSR member sourcing professionals and the BSR global supply chain team.

[Workshop: Strengthening Your Bottom Line through Gender-Inclusive Practices](#)

Wednesday December 6, 2017 1:00 pm-5:00 pm CET | The Hague, Netherlands

BSR and the Ministry of Foreign Affairs of the Netherlands will hold a workshop on gender-inclusive human resources policies and practices.

[The Future of Stakeholder Engagement](#)

Thursday December 14, 2017 9:00 am-10:30 am CET | Paris

The rise of hyper-transparency necessitates stakeholder engagement approaches that are dynamic, responsive, and interactive. Join BSR for a networking discussion event on the future of stakeholder engagement.

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
- Shape the future of sustainable business

Next Steps

BSR Members

- Call / email your account manager with any questions
- Think about how you want to use your membership in 2018
- 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