

SP Summit 2014

What did we accomplish?

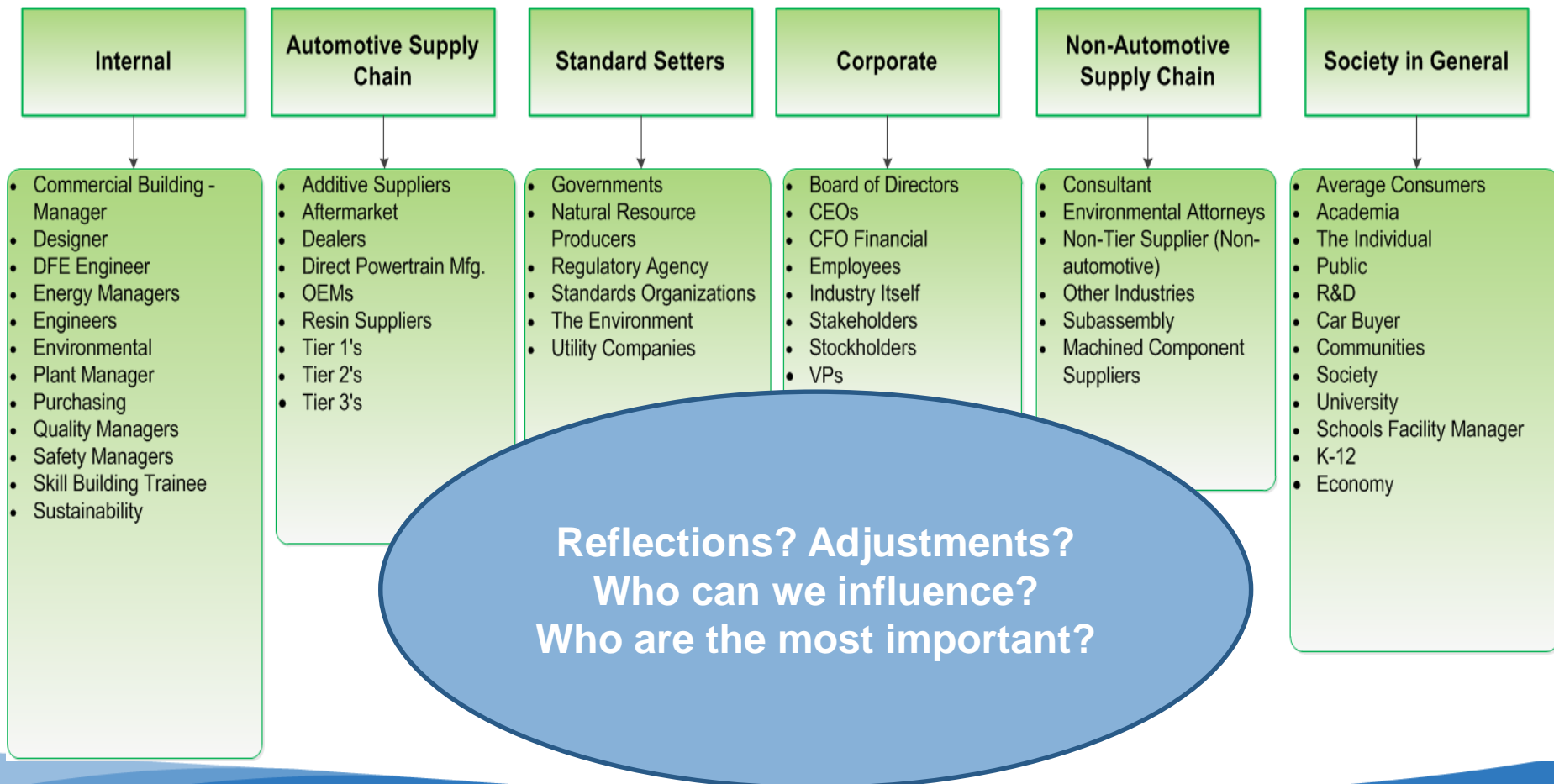
Report Out: Blue Team



Customers & Stakeholders - 2013

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CUSTOMERS/STAKEHOLDERS



Our Top Stakeholders

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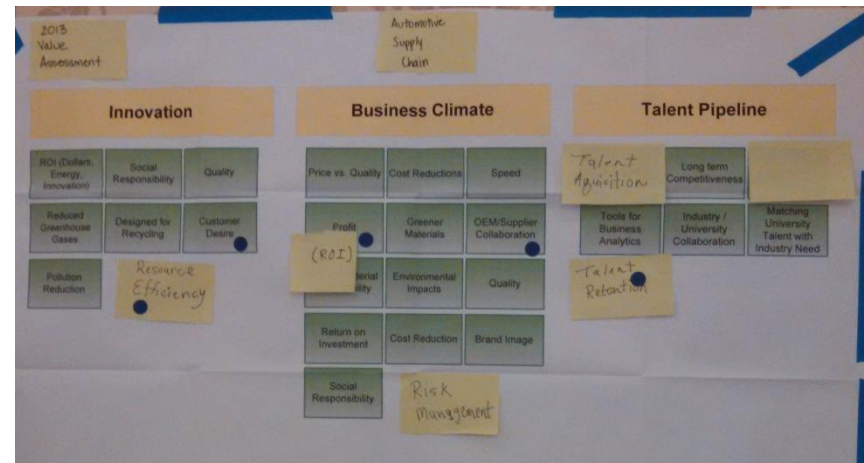
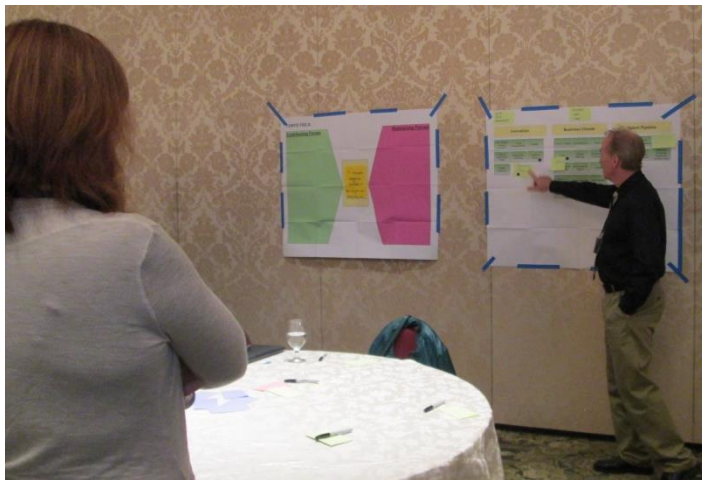
- Auto Supply Chain
- Corp. Buyer/Purchasing
- Society in General
 - Today & Future Generations



Value – What is important to our stakeholders?

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- Auto Supply Chain
 - Customer Desire
 - Profit
 - Resource Efficiency
 - Talent Retention
 - OEM/Supplier Collaboration
- Corp. Buyer/Purchasing
 - Total Cost
 - Safety
 - Good Scope of Work
 - Global Material Accessibility
 - Quality
- Society in General
 - Match University Talent with Industry Needs
 - Product Safety
 - Environmental Improvements Expected
 - Quality
 - Brand Image



What helps and what gets in the way?

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We want to:
Deliver value to our
Stakeholders to
accelerate innovation
in sustainability.

What helps? What
gets in the way?



Contributing & Restraining Forces – Four themes

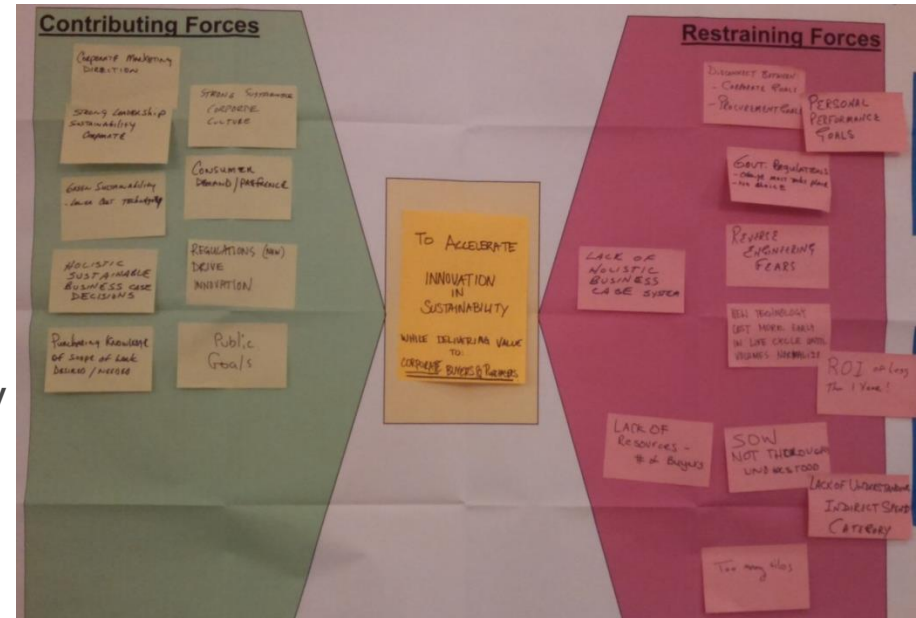
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Contributing

- *Access to Information and Knowledge spurs support for sustainability.*
- Collective persistence and passion to drive sustainable innovation.

Restraining

- Lack of alignment throughout the Supply Chain sustainability goals (among corporate, plants, staff, suppliers, regulators & society).
- Stale Specifications and Regulations



Ideas to Reduce Obstacles & Build on What's Already Working Well

S

Access to information and knowledge spurs support for sustainability

- Provide tools for employees to share passion
- Help people understand what sustainability means to them, how it impacts their work and personal life and those around them.
- Implement mandatory training on sustainability from OEMs throughout supply chain (Automotive Industry Action Group)
- Reward a total life cycle cost approach to projects (especially in procurement process). Long term value vs short term cost.
- Incorporate sustainability metrics into sourcing decisions

Ideas to Reduce Obstacles & Build on What's Already Working Well

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Collective persistence and passion to drive sustainable innovation.

- Provide awards and acknowledgement to those who are passionate about sustainability
- Green Teams and Green Newsletters

Ideas to Reduce Obstacles & Build on What's Already Working Well

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Lack of alignment throughout the Supply Chain sustainability

- Establish common sustainability management guidance for supply chain to adopt/implement with metrics
- Utilize automotive industry “Guiding Principles to Sustainability” to set company policy
- If you don’t have a business case [for sustainability], find it soon.
- Utilize common reporting systems to measure progress (CDP, GRI, CSR self assessment)
- OEMs need to share sustainability goals internally and externally at the start of a meeting (highlight topic)
- Cross functional teams to involve employees to have a stake in product or service

Ideas to Reduce Obstacles & Build on What's Already Working Well

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Stale Specifications and Regulations

- Develop sustainability cross training across industries
- Create mentoring teams to help people understand the WHY of what they are being asked to do (sustainability in action)
- Develop company policies and incentives to drive change
- Tie into personal appraisals at all levels
- Integrate “Company Sustainability Goals” with Personal Goals
- In absence of government regulation, agree upon industry standards/guidelines

Final Thoughts

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