How to Win Support for a Sustainable Purchasing Program

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Challenges

1. Size of our company
2. Active database of over 23,000 tier 1 suppliers from 61 countries
3. Fear of hurting our suppliers and small businesses
4. Hard to quantify cost benefits
   - When “green” goods don’t have cost parity, following the lifecycle savings often gets difficult.
   - In the A&D industry, we don’t refresh our products on short cycles, so we have fewer chances to harness incremental improvements of “green” components.
   - Majority of environmental footprint is within major subsystems with specific mission requirements that offer few alternatives, not e.g. office supplies
5. Cultural alignment – go beyond cost, quality, and delivery
6. Multi-tier supply chain – issues may be tiers deep
7. Cost of setting up program
Solutions

- **Solution 1:** Ensure that executive leadership is first and foremost the primary driver
- **Solution 2:** Learn to phrase sustainability in supply chain language
- **Solution 3:** Hold a stakeholders prioritization event
- **Solution 4:** Engage and align with your primary customers on their sustainability goals and expectations
- **Solution 5:** Win support from your suppliers for sustainability
- **Solution 6:** Make sustainable supply chain EASY for your procurement community
- **Solution 7:** Set policies
Use these solutions to make the case that: Sustainable purchasing efforts tend to lead to better supplier visibility, less unknown risks, and higher probability of distinguishing on ESG issues.