

**2018** ATEA  
**BOOT**  
**CAMP**

# Välkommen

Dell EMC

Dell EMC beskriver trenden om hur du  
vinner med hållbar upphandling?

Föreläsare:

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Dell EMC



Dear Customers...

**We encourage you to demand and value sustainability when you buy IT solutions**







**population**




**resources**

**WHY?**



**customers**



**employees**



# population



**2 billion** more people on earth over the next 30 years



**3 billion** more people in the middle class by 2030





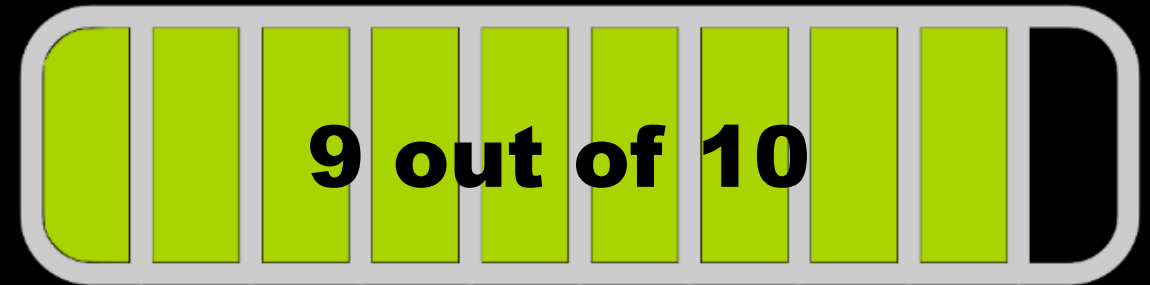
resources



circular



customers



consumers expect companies to do more than make a profit

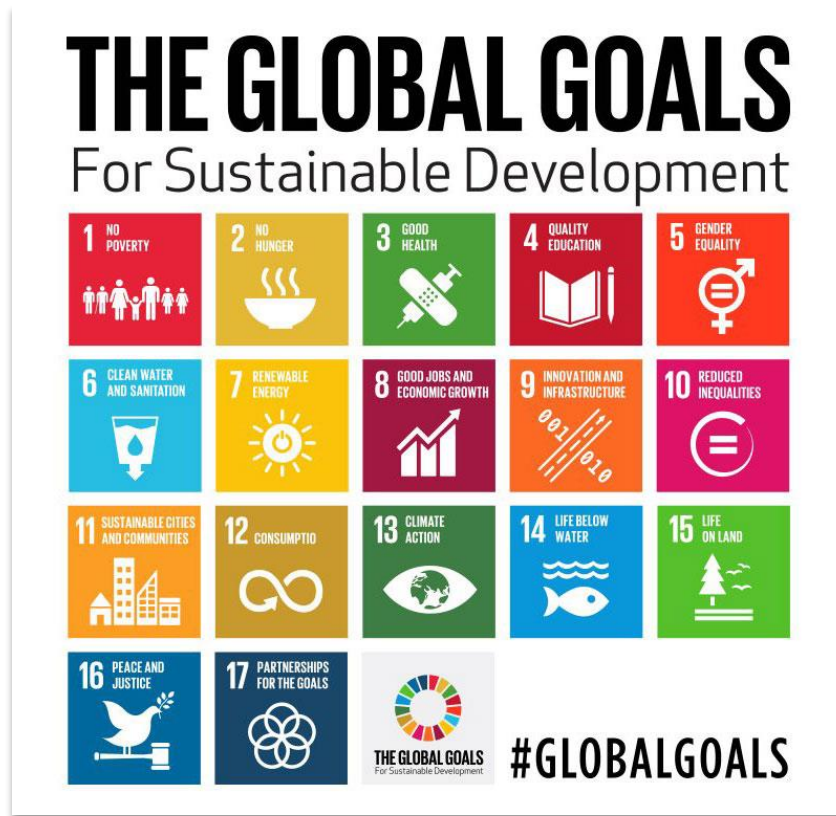
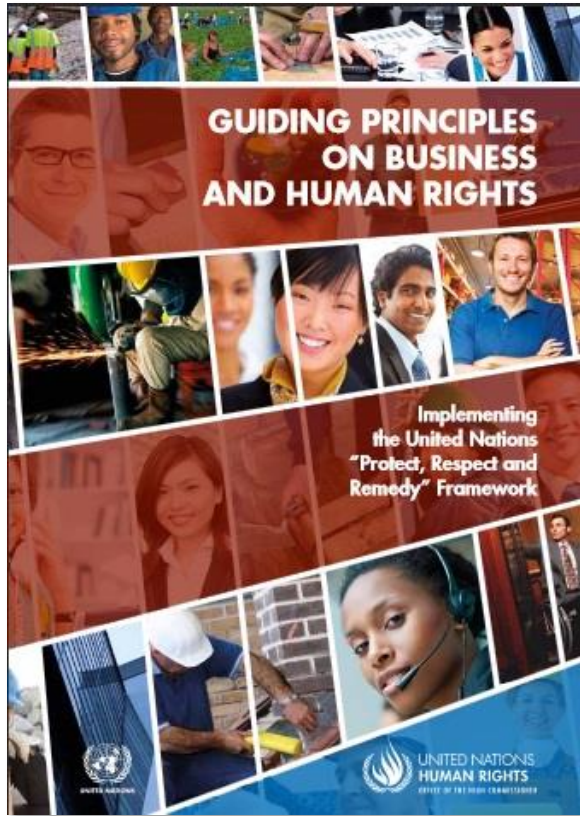
employees

The causes a company supports is the 3rd-most important factor for going to a company, behind core products and culture.





# The Responsibility & Opportunity for (Public) Procurement to be a driver of sustainability



# EU Directive for Public Procurement – new opportunities to include sustainability in procurement



## Article 76

### Principles of awarding contracts

1. Member States shall put in place national rules for the award of contracts subject to this Chapter in order to ensure contracting authorities comply with the principles of transparency and equal treatment of economic operators. Member States are free to determine the procedural rules applicable as long as such rules allow contracting authorities to take into account the specificities of the services in question.

2. Member States shall ensure that contracting authorities may take into account the need to ensure quality, continuity, accessibility, affordability, availability and comprehensiveness of the services, the specific needs of different categories of users, including disadvantaged and vulnerable groups, the involvement and empowerment of users and innovation. Member States may also provide that the choice of the service provider shall be made on the basis of the tender presenting the best price-quality ratio, taking into account quality and sustainability criteria for social services.



EU public procurement:  
**2.3 trillion Euro**



Sweden public procurement  
**600 billion SEK**



# Changes in tender design can focus on both environmental and social criteria

## Environmental criteria *(non-exhaustive)*

## Social criteria *(non-exhaustive)*

<b>Technical</b>	<ul style="list-style-type: none"> <li>• Characteristics of the final product (e.g. electric consumption)</li> <li>• Practices during manufacturing (e.g. energy efficient production)</li> <li>• Transport of equipment</li> </ul>	<ul style="list-style-type: none"> <li>• Companies must specify work to be done by and contact details for sub-contractors</li> <li>• Sub-contractors must respect environmental and social legislation</li> <li>• Supplier auditing</li> </ul>	<b>Transparency</b>
<b>Life-cycle costing</b>	<ul style="list-style-type: none"> <li>• Maintenance costs / reparability (e.g. average time between failures, replaceable battery)</li> <li>• End-of-life disposal costs</li> <li>• Environmental externalities (e.g. carbon footprint, carbon offset &amp; waste handling)</li> </ul>	<ul style="list-style-type: none"> <li>• Responsible sourcing of materials (e.g. metals such as Tantalum or Cobalt, linked to armed conflict)</li> <li>• Employment footprint in geography of purchase (country level and local)</li> <li>• Manufacturing footprint</li> </ul>	<b>Responsible sourcing and locality</b>
<b>Ecolabels / social labels</b>	<ul style="list-style-type: none"> <li>• TCO Certified (Edge)</li> <li>• EPEAT labelling</li> <li>• Blue Angel (Der Blaue Engel)</li> <li>• European Ecolabel</li> <li>• Nordic Swan</li> <li>• Energy Star</li> </ul>	<ul style="list-style-type: none"> <li>• Antidiscrimination policies (disability, gender etc.)</li> <li>• Staff training opportunities</li> <li>• ISO 26000 recommendations</li> </ul>	<b>Employment</b>

A city skyline at sunset with a prominent tower, overlaid with white text.

At Dell, we are committed to driving human progress by putting our technology and expertise to work where they can do the most good for people and the planet.



# Building a Legacy of Good – 22 goals for 2020

**We are committed to driving human progress by putting our technology and expertise to work where it can do the most good.**

## Supply Chain

Driving transparency, accountability and continuous improvement across a responsible supply chain.

- Customer tours
- Supplier audits + training

## Environment

From innovative design to end-of-life recycling and everything in between, we keep the environment in mind.

- Reducing our impact
- Energy efficiency
- Recycling

## People

Attracting the best talent, building diverse and inclusive teams, and winning together. That's the Dell way.

- Employee resource groups
- Flex work programs

## Communities

We apply our funding, technology, and volunteered expertise to help communities grow and thrive.

- Youth learning programs
- Pediatric cancer care

Learn more at [legacyofgood.dell.com](https://legacyofgood.dell.com)



# Sustainability for people and planet at every step

**#1**

Largest takeback program in the world



Recycle



Design

**90%**



**2.3M**

Children given access to tech



Use



Build

**90%**

Suppliers in SER program

**94%**

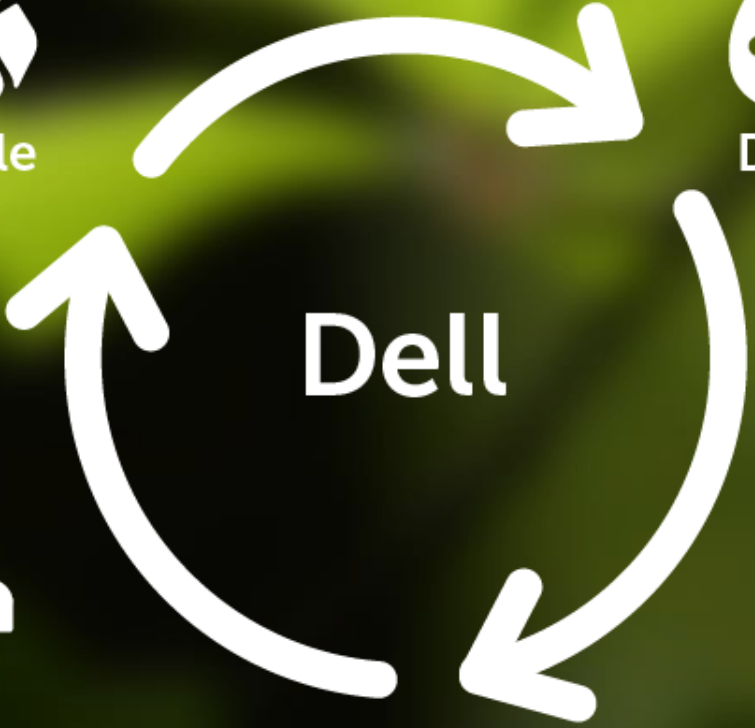
Waste-free packaging



Ship

**99%**

diverted from landfills







2017 **WORLD'S MOST ETHICAL COMPANIES**™  
WWW.ETHISPHERE.COM





# Certified sustainability and performance for our customers

- 90% of products with ENERGY STAR®
- 200+ TCO Certified client solutions
- 300+ EPEAT Certified client solutions





# Dear Customers...

**We encourage you to demand and value sustainability when you buy IT solutions:**

- 1. Engage in dialogue with industry and stakeholders.**
- 2. Make sustainability count – use qualification and award criteria.**
- 3. Use international standards and eco-labels for product performance.**
- 4. Demand supply chain responsibility and transparency.**
- 5. Apply fair and clear criteria for evaluation.**





# Join us in building a Legacy of Good



[legacyofgood.dell.com](http://legacyofgood.dell.com) // [www.dell.com/CSR](http://www.dell.com/CSR)



@Dell4Good



[legacyofgood@dell.com](mailto:legacyofgood@dell.com)





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**BOOT  
CAMP**

# Tack för mig

Företag

Vill du veta mer, registrera dig vid utgången.

Betygsätt gärna passet i appen.

REJTA  
MITT PASS  
I APPEN