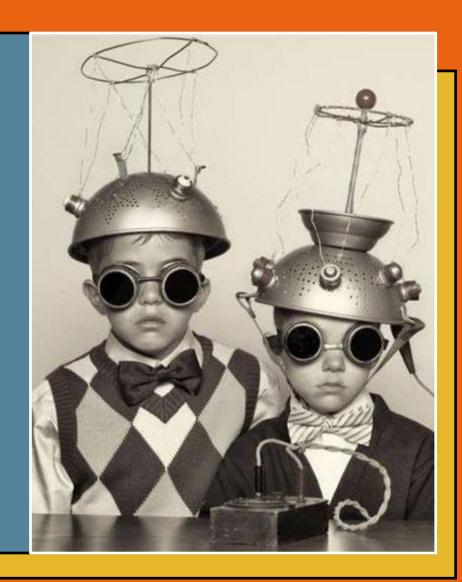
Incorporating ESG
(Environmental, Social, and
Governance) Principles into
Requests for Proposal (RFPs)

David Hurrell



## Relevance of ESG to RFPs

Critical point to engage suppliers



Don't ask for what you will not measure



# Regulatory & Market Inclusions in RFP

#### **Australian Context**

- Modern Slavery Acts
- CorporateSustainability Reporting(Industry Dependent)
- Commitments to NetZero

#### Global Trends

- EU Corporate
  Sustainability Due
  Diligence Reporting
- Investor andStakeholder Pressure
- US Deregulation

## Consequences of Failure

- Supply Chain Disruption
- Fines
- Reputational Damage

### ESG Criteria to Include in RFPS

#### **Environmental:**

- Carbon footprint and reduction targets
- Sustainable materials and waste management
- Environmental certifications (e.g., ISO 14001)

#### Social

- Modern slavery risk assessments
- Workplace diversity and inclusion
- Indigenous participation and community engagement
- Local suppliers

#### Governance:

- Anti-bribery and corruption policies
- Data protection and cybersecurity
   standards
- Ethical sourcing and third-party oversight



#### Pre RFP Planning

Align requirements with Organisational Goals



Develop Clear Evaluation Criteria

Weighting / Score or Yes/ No

# Embedding ESG in RFPs



Templates and Clauses

Ensure ESG Obligations are in the contract



Due Diligence

Evidence – Policies/ certification / Proven Performance



Supplier Engagement

Make expectations clear - Listen to suppliers bring them on the journey



ESG is a must-have, not a nice-to-have



• Clearly define and evaluate ESG in RFPs





• Invest in capability to assess ESG responses



Monitor and enforce post-award compliance



Collaborate, inform & communicate with Suppliers

# I appreciate you taking the time to listen today

David Hurrell

