

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

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# 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
- Corporate Sustainability Reporting (Industry Dependent)
- Commitments to Net Zero

## Global Trends

- EU Corporate Sustainability Due Diligence Reporting
- Investor and Stakeholder 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

# Embedding ESG in RFPs



## Pre RFP Planning

Align requirements with Organisational Goals



## Develop Clear Evaluation Criteria

Weighting / Score or Yes/ No



## 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

# Final Takeaways



- 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

