

GreenSCOR: the Next Level

Or:
How to improve your business, your environmental footprint, and your bottom line all at the same time

Who is SRA?

SRA is dedicated to solving complex problems of global significance for clients in national security, civil government and global health. With three decades serving these clients, SRA delivers the expert knowledge, technical tools and trusted solutions for missions that matter – to us, our clients and the world.

- Headquartered in Fairfax, VA. Regional Office Scranton, PA
- Named to FORTUNE Magazine's "100 Best Companies to Work For" list for 9 consecutive years
- Profitable every year since inception with growth at an average annual rate of over 15%
- More than 6,400 employees located around the world

What is SCOR?

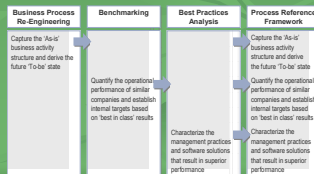


Supply Chain Operations Reference Model

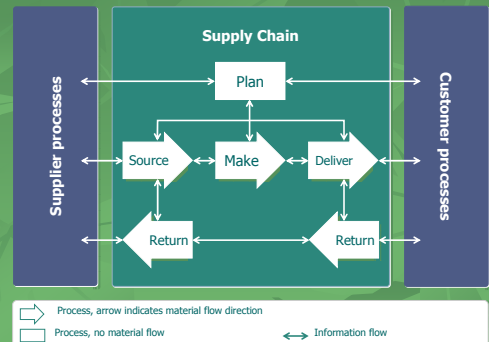
- Over 10 years old | 1200 Companies
- End to End Supply Chain Segmentation
- Key Players in each Segments
- Core Processes each Key Player performs
- How those Core Processes interrelate

• SCOR Uses the best practice of a Business Process Reference Model to analyze and measure company supply chains.

- Standard nomenclature
- Over 300 metrics
- Over 400 best practices



SCOR Framework?



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What's a Supply Chain?



- Suppliers of raw materials
 - Actual, tangible things like lumber, steel, electronic components, generated power
 - Intellectual property (product information, news facts, graphic images, music)
 - Finished products (toasters, clothing, DVDs, iPods, snow blowers, vehicles)
- Your processing
 - Manufacturing
 - Writing/creating
 - Your sales process
- Your customers

What Does This Have To Do With Green?

- Finds ways to reduce environmental footprint
- Looks back into the manufacturing and design process
- Builds reductions into products from inception
- Saves more energy/resources
- SAVES MONEY!
- *Satisfies customers!*

- Over time, all businesses change
- Change is tough:
 - It works the way it is
 - We've always done it this way
 - What if it doesn't work?
- Not changing is tougher
 - Hard times cause problems
 - New laws cause more
 - The old ways don't work any more
 - It's too expensive to resist

- Supply chain generates impact
- Impact generates cost
 - Compliance
 - State
 - Federal
 - Local
 - Emissions
 - State
 - Federal
 - Local
 - Remediation
- Reduction of cost improves bottom line
- Reduction of impact improves bottom line

Through GreenSCOR, industry can:

- Reduce its environmental footprint
 - Reduce emissions
 - Ensure compliance with regional/governmental standards
 - Manage remediation

At the same time, it can:

- Improve supply chain management in the areas of:
 - Procurement
 - Transportation
 - Management of inventory
 - Production

- SCOR uses best practices to establish standards for businesses
- GreenSCOR incorporates green supply chain best practices to arrive at standards that:
 - Improve efficiency
 - Lessen environmental impact
 - Reduce costs
 - Compare apples to apples



- SCOR is a generic framework that allows standards to be used across multiple industries
- Using SCOR as a foundation ensures green standards that can be used in a wide variety of business applications
- When the two are combined, beneficial change can be measured in ways that are easy to understand and build on
- Because GreenSCOR is built on the SCOR framework, it can't be skipped, dismissed, or forgotten

- Access to supplier environmental data
 - Patagonia
 - Switched to organic cotton
 - Eliminated agricultural chemical use on its products
 - Reduced chemical pollution of earth, air, water
 - Created garments with better feel
 - Satisfied chemically sensitive customers
 - Incorporated recycled polyester
 - Reduced quantity of petrochemicals required for raw materials
 - Reduced quantity of petrochemicals required for manufacturing process
 - Achieved energy savings of 84% in manufacturing process
 - Used recycled soda bottles
 - Reduced quantity of petrochemicals ending up in landfills
 - Created useful and attractive garments from "waste" materials



Some GreenSCOR Best Practices



- Access to supplier environmental data (continued)
 - Benefits to hotels/resorts
 - Energy efficiency in refurbished areas
 - Less waste
 - New business opportunities
 - Support of local agriculture



Some GreenSCOR Best Practices



- Consider environmental impacts
 - Hewlett Packard
 - Constantly works on its supply chain
 - Requires suppliers to report on energy and resource use
 - Recycles consumer goods, even others' products
 - Large offices and stationery/office equipment suppliers
 - Reduce waste generated
 - Create good will for customers
 - Satisfy recycling/disposal requirements



Some GreenSCOR Best Practices



- Identify recyclable/reusable materials
 - Interface
 - Designs products to be recyclable
 - Repeat business from customers
 - Constant source of raw materials from "trade-ins"
 - Works on the principles of the "Seven Fronts"



Some GreenSCOR Best Practices



- Identify recyclable/reusable materials
 - Retail
 - Reusable bags
 - Can be sold
 - Can be given as premiums
 - Work as free long-term advertising
 - Won't end up in landfills
 - Recyclable products



Some GreenSCOR Best Practices



- Enable customer direct shipments
- Bundle deliveries
- Avoid returns beyond economic repair
- Consider emissions in transportation decisions
- Identify green products
- Identify take-back programs
- Include product's environmental attributes
- Minimize packaging
- Utilize high-efficiency vehicles
- Utilize non-wood or recycled pallets



A Few More Suggestions



- Suppliers who carry made-in-USA products
- Suppliers nearby
- Energy-saving fixtures
- EnergyStar-compliant, recyclable computer systems
- Web-based research
- Networking and remote working for employees

- Hospitals
 - Food
 - Local
 - Organic
 - Healthier
 - Supports regional producers
 - Linens/laundry facilities
 - Organic
 - Recyclable
 - Lower water consumption
 - Less energy use
 - Biodegradable detergents
 - Power generation
 - Other opportunities

- Carbon offsets: low-cost tools that
 - Offer the opportunity to reduce your business's carbon footprint even before you change your processes
 - Are determined by using an online calculator to evaluate your business's emissions
 - Allow your business to support projects like reforestation, renewable energy development, and research on energy efficiency

- Just learn to look at things through green-colored glasses!



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