The Power of Procurement to drive sustainable development

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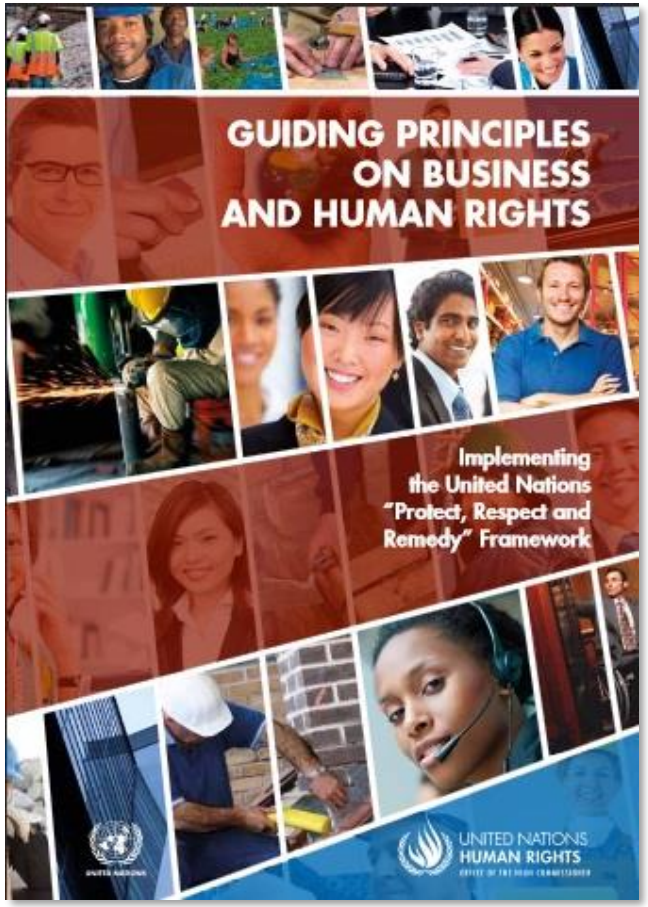
Agenda

1. The potential of public procurement to drive sustainability
2. Sustainability at every step in IT solutions
3. Dell recommendations to our customers

The Responsibility & Opportunity
for Public Procurement to be a driver of sustainable development



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

European Commission

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:

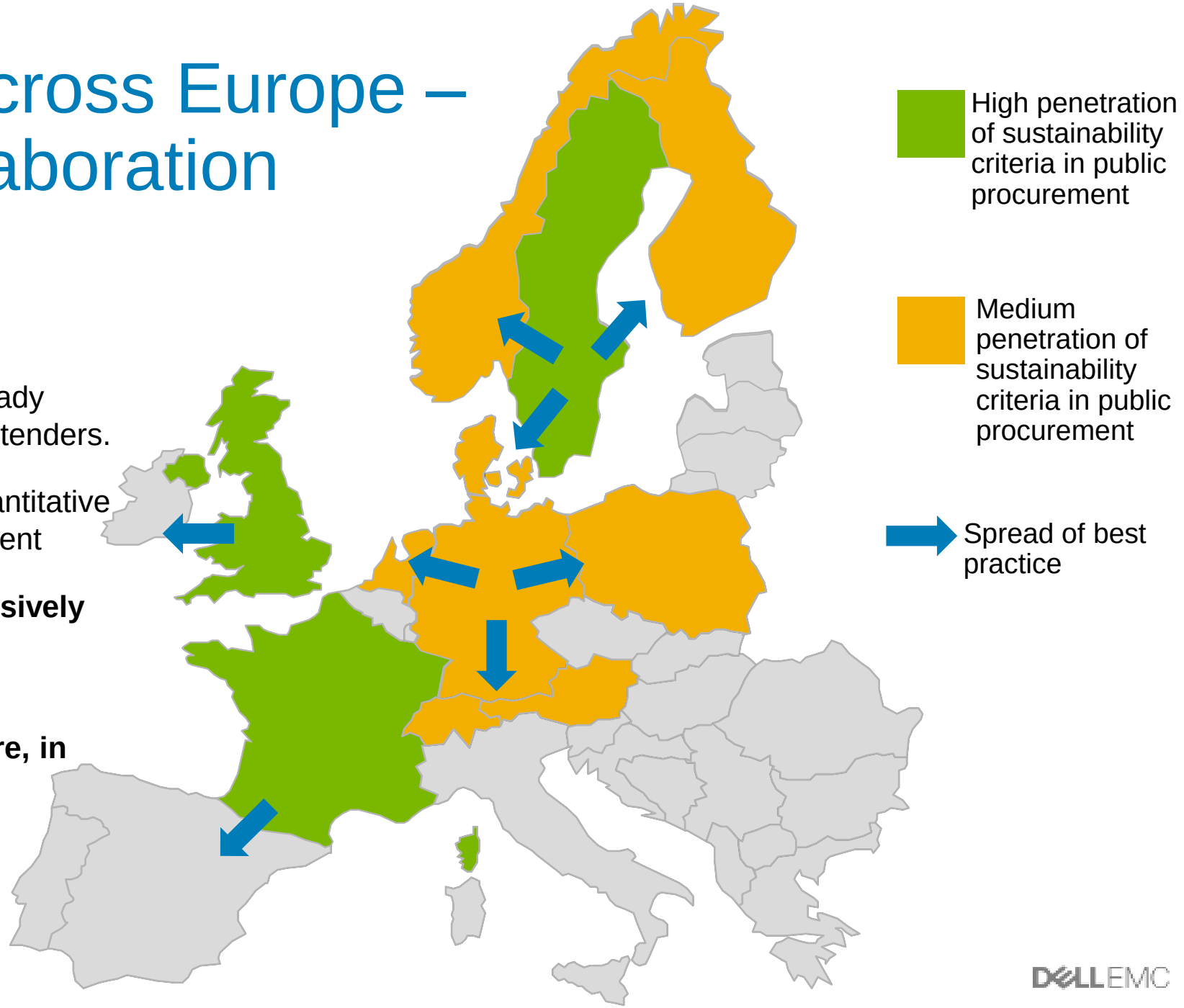
2.3 trillion Euro

Sweden public procurement

600 billion SEK

Implementation across Europe – high need for collaboration

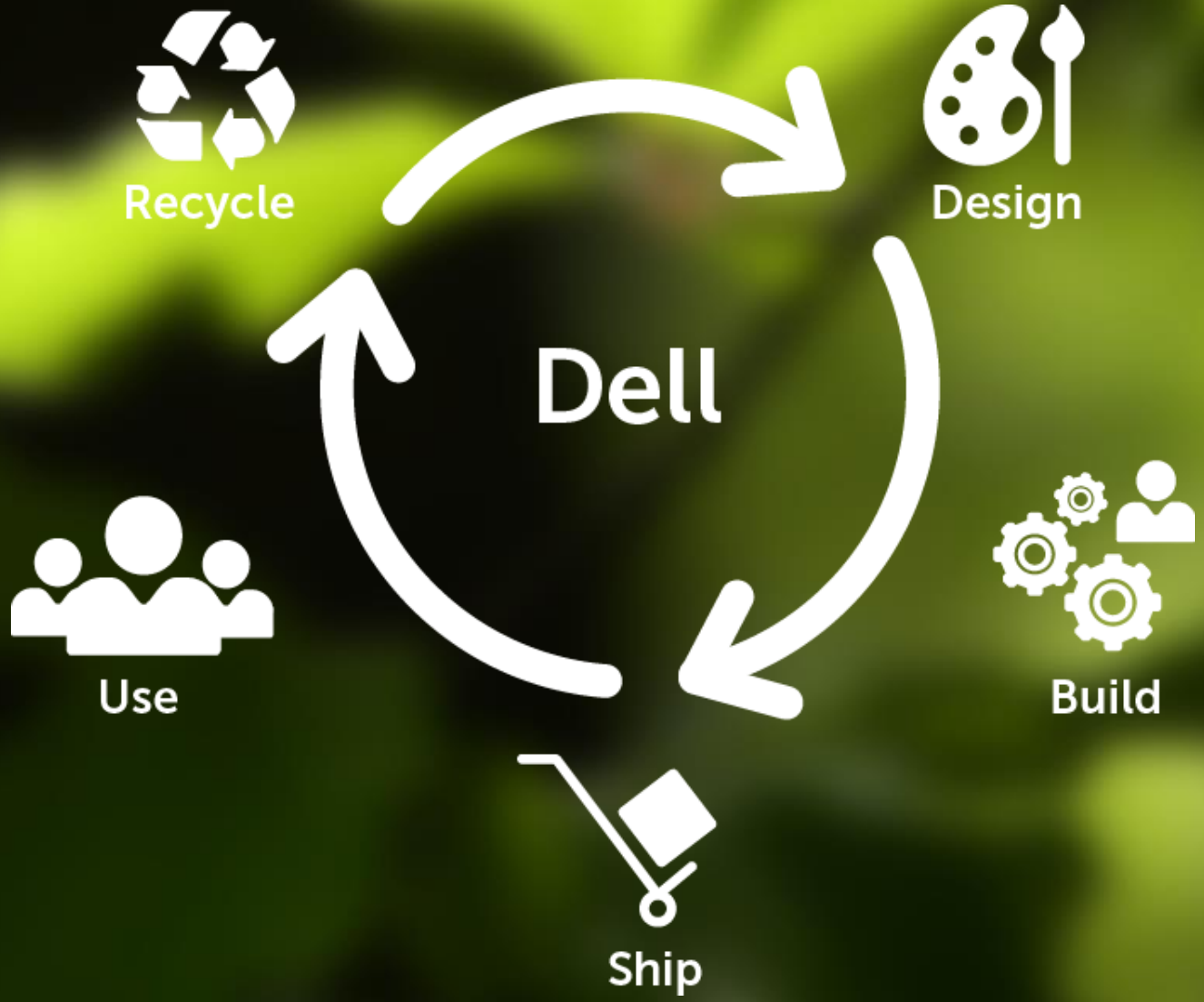
- **Nordics, the UK, and France** are already including sustainability criteria in some tenders.
- **France and Netherlands** have set quantitative targets for sustainable public procurement
- **Most public contracts still rely exclusively on price**
- **All governments aim to increase sustainable procurement in the future, in line with EU strategy**



Driving sustainability
for people and planet at
every step in IT

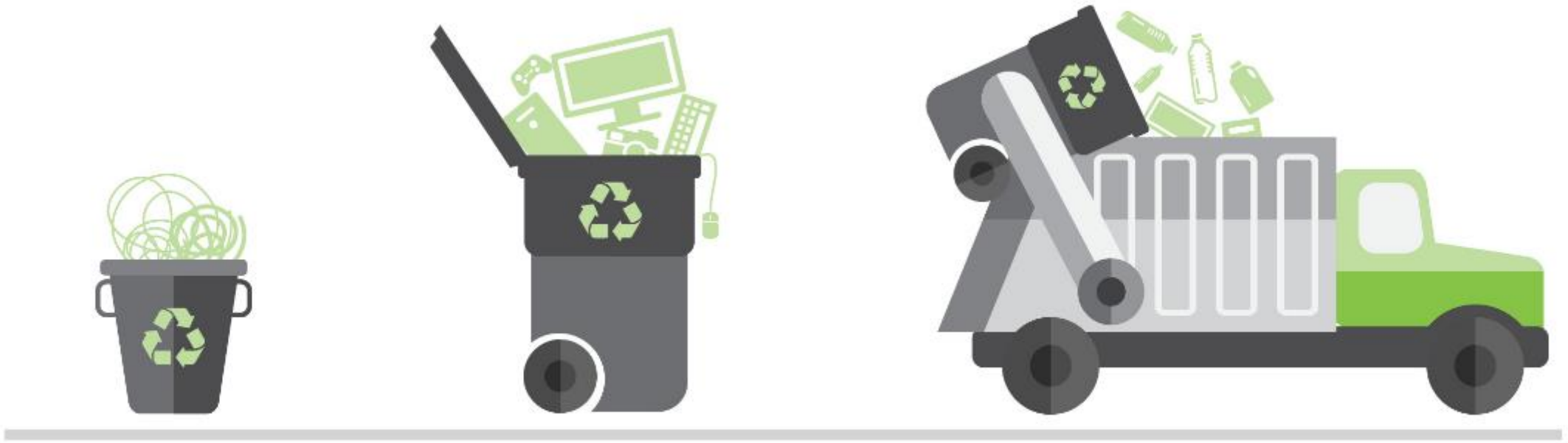
Dell Technologies is a **unique family of businesses** that provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset, information.

Driving sustainability across the product lifecycle



Sustainable Product Design

Modular design for easy repair and recyclability.
Beyond compliance in safe chemicals and substances.
Driving energy efficiency – 90% of products with Energy Star



Using recycled and recyclable materials in products

Used 23,000 tonnes since 2012 – going for 45,000 tonnes in 2020

Post-consumer recycled plastics and closed-loop plastics from old computers

90% of all materials in a Dell computer can be recycled

Sustainable packaging - thinking outside the box

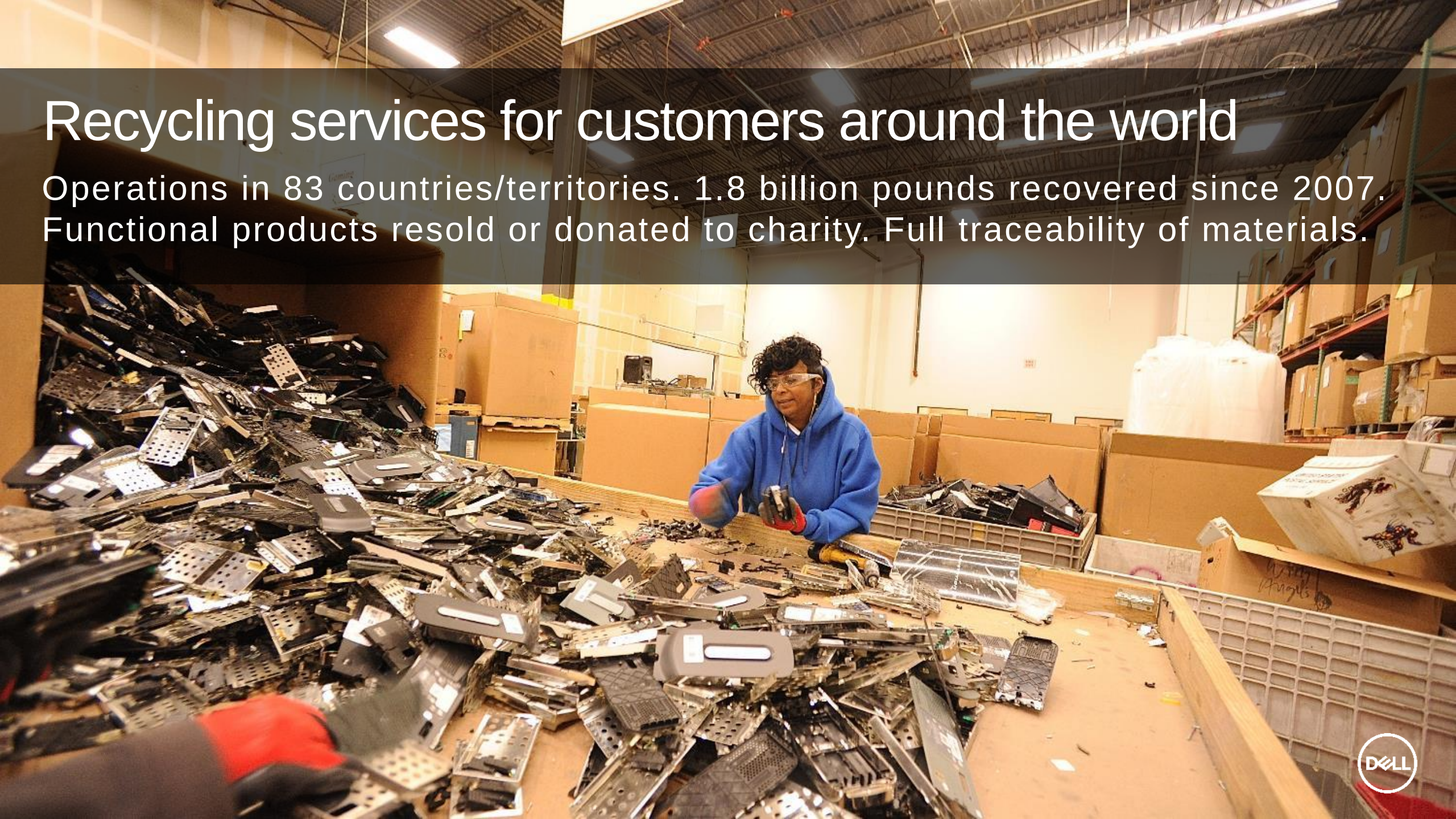
94% by weight is made from renewable and/or recyclable materials like bamboo, wheat straw, mushrooms, and ocean plastics.
Our goal is to create 100% waste-free packaging by 2020.

Turning the tide on ocean plastics

We will turn 8 tonnes of ocean-bound plastic into packaging for the XPS 13 2-in-1 this year, with a goal of using 10x that amount by 2025.

Recycling services for customers around the world

Operations in 83 countries/territories. 1.8 billion pounds recovered since 2007.
Functional products resold or donated to charity. Full traceability of materials.



Turning e-waste into value

Less than 15% of global e-waste gets recycled. One ton of old computer circuit boards contain 800x more gold than one ton of ore from the earth.

Now launching recycling of gold from old computer motherboards for reuse in new computers and sustainable jewelry by actress Nikki Reed.

Driving supply chain responsibility

- Suppliers in 95% of spend are part of program with RBA third-party auditing, training, collaboration, workers engagement.
- Weekly online monitoring of working hours for 190,000 workers – 91% compliance
- Program for responsible mineral sourcing across the value chain aligned w OECD.

Transparency and dialogue build trust

- Public supplier list, progress report, auditing results
- Customer Supply Chain Journeys to China
- Find it on www.dell.com/supplychain

Using virtual reality to connect more customers to how products are made

www.dell.com/supplychain

360° VIRTUAL TOUR

Factory

Explore various areas within the supplier's production facility

Dorms

See worker living conditions at the facility – tour dorms, cafeteria, and worker recreational areas

Worker Engagement

Observe an engagement session featuring customers and workers

All segments feature testimonials from the customer tour participants

Certified sustainability and performance for our customers

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

Legacy of Good: awards and recognitions

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

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