

## Promoting the capacity of suppliers in global supply chains

Multinationals and large national companies are continuously looking for new ways to increase efficiency and productivity, and to improve service and innovate. At the same time, they must also respond to calls from governments, pressure groups and consumers to adopt more responsible and sustainable practices across their supply chains. Ensuring decent work standards and cleaner production practices are central to such demands.

In response, large corporations have demonstrated their commitment to drive change through an auditing regime for suppliers and in their CSR agendas, and have had some success in influencing first tier suppliers, where they have a high degree of leverage. However, it is now widely recognised that audits alone cannot bring about longterm change and can leave brands exposed to reputational damage despite their best efforts. That's where introducing SCORE Training to suppliers can help.

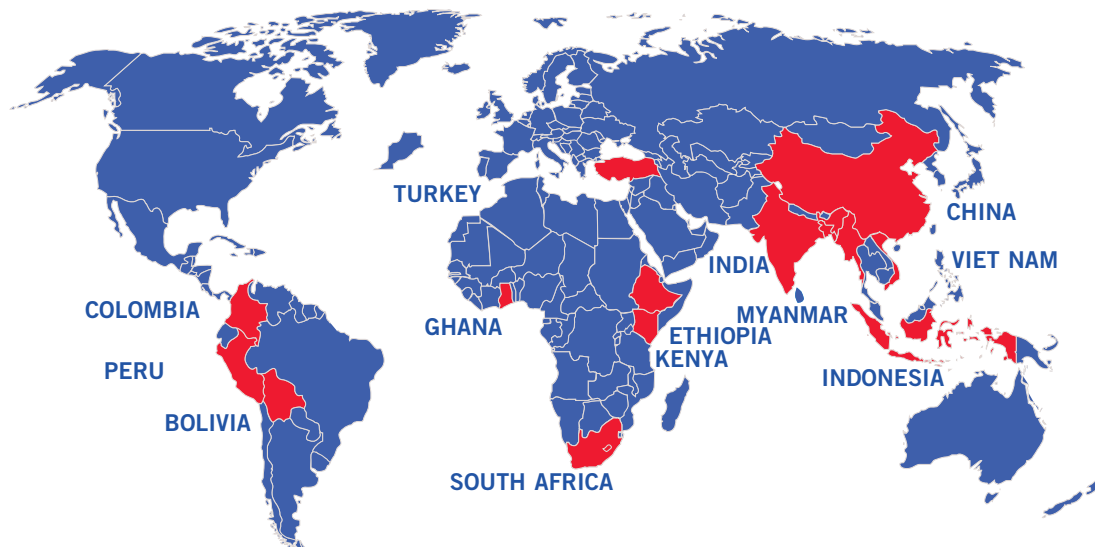
## SCORE Training: a tool to drive sustainability and productivity

**SCORE Training** is a globally recognised training programme for small and medium-sized suppliers that:

- ✓ Reduces costs, waste and environmental impact
- ✓ Upgrades the working environment
- ✓ Increases process systemisation
- ✓ Strengthens communication and activates joint problem solving
- ✓ Promotes the use of measurement to drive continuous improvement

SCORE Training is designed to bring about long-lasting improvements in supplier practices by highlighting the link between productivity and workplace practices: a win-win for employees and employers.

### Global SCORE Training Coverage (2017):



## How can you bring SCORE Training to your suppliers?

- ✓ Partner with the ILO SCORE programme to train your suppliers
- ✓ Access SCORE Training through a brand consortium or network, such as ETI
- ✓ Engage a certified SCORE Trainer directly
- ✓ Collaborate with other brands to attract funds for supply chain development

### Key SCORE Training features:

- ✓ Practical approach, combining classroom training with on-site consulting, tailored to meet specific company / industry needs
- ✓ Based on lean manufacturing methods used by world-class corporations
- ✓ Involves workers in factory improvement efforts and turns the workforce into a competitive advantage
- ✓ Supports the enterprise to grow from a traditional manufacturer to a global supplier
- ✓ Provides value for money – cost of the training is often recovered within the first few months of implementation

## SCORE Training Results



**Cleaner, more productive SMEs that provide sustainable and decent employment as part of supply chain improvement programmes.**

## ETI members support SCORE Training for suppliers

ETI members are participating in the ETI/ILO project and sponsoring SCORE Training for suppliers in China. These members include Boden, Inditex, Matrix, Mothercare, New Look, Orsay, Regatta and White Stuff.

This project is part of the develoPPP.de programme by the Federal Ministry for Economic Cooperation and Development (BMZ), which supports German and European enterprises to run long-term projects that involve the business sector in helping to end global poverty. The project is supervised by Sequa on BMZ's behalf: since December 2000, SEQUA has been one of the executing organisations implementing the BMZ's develoPPP.de programme.

The Ethical Trading Initiative (ETI) is a leading alliance of companies, trade unions and NGOs that promotes respect for workers' rights around the globe. Its vision is a world where all workers are free from exploitation and discrimination and enjoy conditions of freedom, security and equity.

Joining ETI is an explicit demonstration of a company's commitment to ensuring that the products and services they sell have not been produced at the hands of exploited workers. It is a recognition that global supply chains are highly complex and that workers' rights issues are often deep rooted and best tackled through collaborative action.

All SCORE Trainers are highly experienced, trained and globally certified by the ILO. They train independently or through reputed international training firms such as: CTPM, Leeder, SGS, TUV Rheinland.

To find out more about SCORE Training contact:

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