

Squeezing Value - Ways to use the NETpositive Supplier Engagement Tool (HE)

6-12 months Embedding your approach

Focus your engagement

Target those suppliers you want to follow up with, these might be your high risk or high impact suppliers, your contracted suppliers or all of your suppliers. (have a look at the [different ways institutions are prioritising their engagement](#) with suppliers)

Embed into procurement process

Supplier engagement should simply be part of your procurement process so think about what that means for your team and get everyone onto the same page when they think about sustainable procurement (our simple guide to [using the tool as part of contract management](#) is a good place to start)

Communicate and collaborate

You will by now start to have some evidence you can share with colleagues and other stakeholders. Whether contributing to your Modern Slavery statement or sharing best practice from your suppliers you should find the data to tell a powerful story is at your fingertips. (keep an eye on [our blog](#) for links to sector stories using the tool data and check out [our guidance](#) on how best to collaborate with other internal teams)

0-6 months Getting the basics right

Send it to suppliers and build those numbers

Share access to the tool with your suppliers with a simple email inviting them to create a free Sustainability Action Plan for their business [you will find some sample email text here](#)

Start exploring your data

As your suppliers start generating their action plans you can begin to look at their data ([this simple document](#) will help you to understand the power of the data dashboard)

Celebrate supporting your suppliers

You can soon let people know how you are supporting your suppliers with their own sustainability journey (have a look at the [infographics we use](#) to communicate with our stakeholders for some inspiration)

12-18 months and beyond Reporting and celebrating

Going deeper

Think about doing a deeper dive of your data. This might help you review and revise commodity strategies, plan your future engagement with suppliers or support specific internal priorities. (the University of Manchester has shared with the sector a [research report](#) created using its supplier data)

Annual Reporting

The data from your suppliers makes a powerful addition to a range of annual reports either from the procurement, sustainability or social responsibility teams. (we share an [example of reporting](#) using the data from the supplier tool here)

Supplier Awards

Many institutions reward and recognise suppliers. The data from the tool makes it really easy to identify which of your suppliers are going the extra mile. You can also use upcoming awards you are publicising to encourage suppliers to revisit their Action Plans and update their activity. (we will share more ideas about how the tool can celebrate suppliers [in our newsletter](#) so make sure you are signed up to receive it)