



Advancing SDG 5 through Inclusive Sourcing

20 July 2016 – 10AM EST



United Nations
Global Compact



International
Trade
Centre



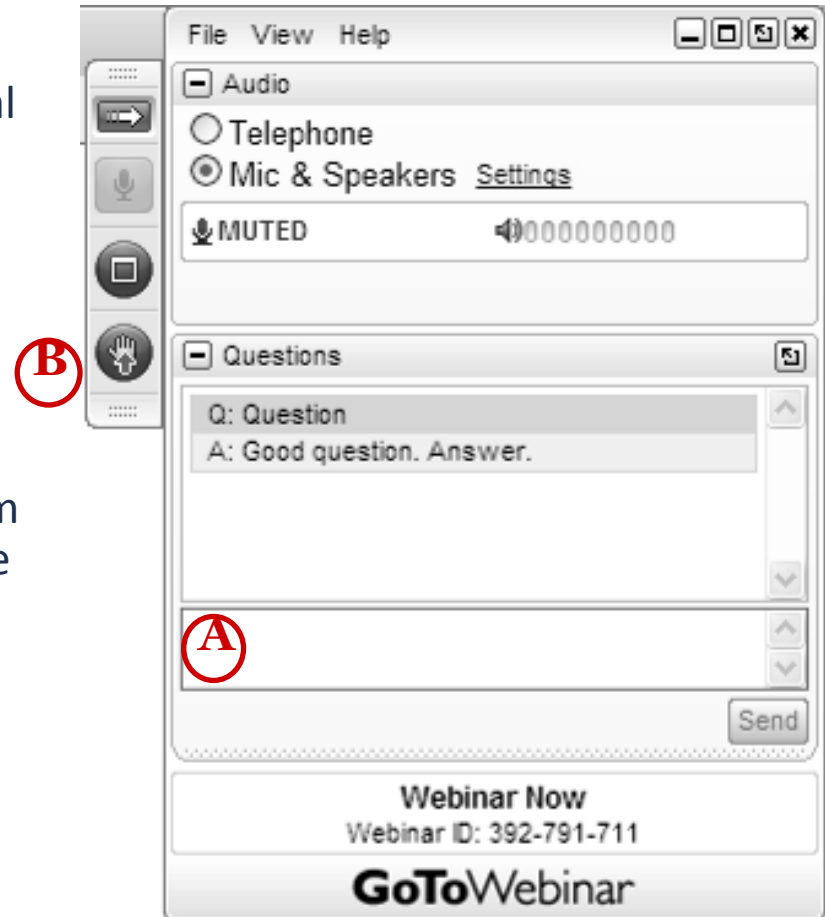
GSC | THE GLOBAL SOURCING COUNCIL

Questions?

Technical Difficulties: If you have technical issues, please let us know by typing a message in the Questions pane (A). You can raise your hand (B) if we do not respond.

Q&A: We will be taking questions on content at the end, but you can send them to us throughout the webinar by using the Questions pane (A). **Please specify to whom the question should be directed.**

Example: *Question for John Doe: What are the Women's Empowerment Principles?*



Agenda



1. Welcome & Introductions / Moderator

Elena Bombis, Manager, Legal & Integrity, Social Sustainability, UN Global Compact



2. Women's Empowerment Principles (WEPs)

Katie Rolfes, Women's Empowerment Principles



3. Inclusive Sourcing: A Key Pillar of Sustainable Procurement

Juan Hoyos, Adviser Export Value Chains, International Trade Centre (ITC)



4. 17 Weeks/ 17 SDGs

Louis Coppola, Co-Founder and EVP at Governance & Accountability Institute (G&A), Board Member at Global Sourcing Council (GSC)



BOYNERGRUP

5. Good for Business: Boyner Group Supply Chain Women Entrepreneurs Empowerment Program

Aysun Sayin, Corporate Responsibility and Sustainability Director, Boyner Group

6. Q&A

Sustainable Development Goals

Goal 5: Gender Equality

Achieve gender equality and empower all women and girls



UN Global Compact

8,000+

Business participants

4,000+

Non-business participants

28,000+

Disclosure reports submitted

Stakeholders

Business
Industry Associations
Investors
Civil Society
Labour
Academia
Government



Global Network

Europe
Latin America
North America
Asia & Oceania
Africa
MENA



Platforms & Programmes

- Human Rights & Labour
- Women's Empowerment Principles
- Children's Rights and Business Principles
- Child Labour Platform
- Caring for Climate
- CEO Water Mandate
- Food + Agriculture Business Principles
- Anti-Corruption
- Business for Peace
- Business for the Rule of Law
- Business and Education
- Supply Chain Sustainability
- Global Compact LEAD



Business Partnership Hubs

- Water
- Climate and Energy
- Social Enterprise
- Anti-Corruption Collective Action
- UN-Business Partnership



Sister Initiatives

- Global Compact Cities Programme
- Principles for Responsible Investment (PRI)
- Principles for Responsible Management Education (PRME)
- Sustainable Stock Exchanges (SSE)



United Nations
Global Compact

Women's Empowerment Principles

Equality Means Business

The Principles

1 Leadership Promotes Gender Equality

2 Equal Opportunity, Inclusion and Nondiscrimination

3 Health, Safety and Freedom from Violence

4 Education and Training

5 Enterprise Development, Supply Chain and Marketing Practices

6 Community Leadership and Engagement

7 Transparency, Measuring and Reporting

- A set of Principles for business offering guidance on how to empower women in the workplace, marketplace and community
- Result of a collaboration between UN Women and the United Nations Global Compact
- Emphasize the business case for corporate action to promote gender equality and women's empowerment
- Seek to elaborate the gender dimension of corporate sustainability, the UN Global Compact and the role of business in sustainable development
- **Principle 5** of the WEPs encourages companies to expand relationships with women-owned enterprises and support gender-sensitive solutions to credit and lending barriers to enable women's entrepreneurship

Women's Empowerment Principles

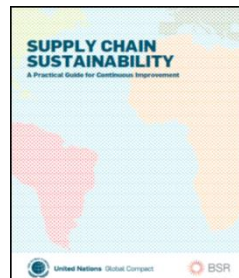
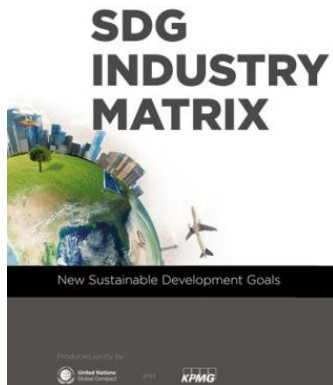
Call to Action

Call to Action: *Commit to Inclusive Sourcing*

- Include gender equality in supplier code of conducts
- Source from women-owned enterprises

Helpful Resources:

- Call to Action: www.weprinciples.org (Tools and Resources)
- SDG Industry Matrix
- Portal of tools and resources <http://supply-chain.unglobalcompact.org/>





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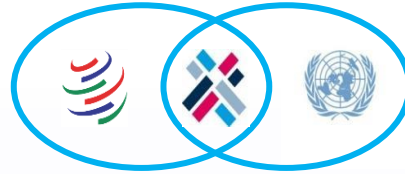
TRADE IMPACT
FOR GOOD

Inclusive Sourcing: A Key Pillar of Sustainable Procurement

*Mr. Juan Hoyos
Adviser Export Value Chains
20 July, 2016*



About the International Trade Centre (ITC)



- The joint technical cooperation agency of the World Trade Organization (WTO) and the United Nations (UN), fully dedicated to the development of SMEs
- Only multilateral agency fully dedicated to SMEs development
- 100% Aid for Trade



Why Inclusive Sourcing from women is Important



- According to the IFC, women-owned businesses represent 32-39% of all private businesses globally
- Women do 66% of the world's work, receive 10% of the income, and own 2% of the property
- Women represent 50% of the world's population, but they are almost invisible in global value chains as suppliers with just 1% of the spend on vendors by large corporations and governments

About ITC's Women and Trade



The World Bank research findings show that women reinvest up to 90% of their earned income in their families and communities.

Because women are more likely than men to invest in their families particularly in their children's education and health, paid work for them means a multi-generational boost to economic growth, as those children grow up and contribute to a stronger and more skilled workforce.



International
Trade
Centre

KAGİDER
Türkiye Kadın
Girişimciler Derneği
Women Entrepreneurs
Association of Turkey



WOMEN VENDORS EXHIBITION AND FORUM

1-2 September 2016, Istanbul, Turkey



TRADE IMPACT
FOR GOOD

Women Vendors Exhibition and Forum 2016

Objective

Connect women entrepreneurs access to international markets

Featured sectors

- Information and Communications Technology (ICT) and Business Services
- Textiles and Garments
- Tourism

Languages

English, French and Turkish

WVEF provides you with the opportunity to:

- Broaden their vendor pool and access new product and service options
- Gain exposure to new ideas and cutting-edge approaches to supplier diversity management
- Identify opportunities to expand and invest in the region and globally
- Advance CSR and Supplier Diversity commitments and goals;
- Contribute to women's economic empowerment and sustainable development

Insight to WVEF:

<https://www.youtube.com/watch?v=flxBT49uk0I>



Partners



International Trade Centre



KAGIDER
Türkiye Kadın Girişimciler Derneği
Women Entrepreneurs Association of Turkey

INTERNATIONAL PARTNERS

LOCAL PARTNERS

PRIVATE SECTOR PARTNERS

New partners to be added



TRADE IMPACT FOR GOOD

Snapshot of previous WVEF

Previous forums in **Brazil, Rwanda, Mexico** and **China** have generated over **US\$ 50 million** worth of new business!

Attendance of global corporations


Over **60 countries** represented in WVEF



Over **2000** pre-scheduled B2B meetings organized in WVEF

Launch of the Call to Action to **Connect 1 million women entrepreneurs to markets by 2020**

Global Tech Challenge creates **SheTrades App** on mobile and web to connect women to markets


SheTrades

Questions?



Be part of this **unique global event!**

For additional information

Website <http://www.intracen.org/wvuf>

Facebook <https://www.facebook.com/ITCwomenandtrade>

SheTrades <http://www.shetrades.com>

E-mail womenandtrade@intracen.org



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*Welcome to GSC's 17 Weeks / 17 SDGs
Special UNGC Partnership Webinar:
Inclusive Sourcing and WVEF*

*Louis Coppola, MBA – Co-Founder & EVP @ Governance & Accountability Institute (G&A),
Board Member @ The Global Sourcing Council (GSC)*



Global Sourcing Council GSC

Profit with Purpose in Global Sourcing

Transform the World where companies pursue profit with purpose



- ✓ Established in 2007 to advancing the cause of Sustainable and Socially Responsible Sourcing Practices
- ✓ Independent forum for business, academia, governmental organizations and NGOs
- ✓ Community of over 20,000 GSC members and app 100,000 partners from all corners of the world
- ✓ Member of the UN Global Compact

www.gscouncil.org



Global Sourcing Council

www.gscouncil.org

- ✓ Exchange of ideas and viewpoints
 - ✓ Conferences and symposia, web meetings
 - ✓ Publications, Newsletters, Social media
- ✓ Advocating best practices in 3S
 - ✓ 17/17 SDG program
 - ✓ GSC 3SAwards Program
 - ✓ Networking among like-minded professionals
- ✓ Professional Development Programs
 - ✓ SEAL boot camp – Sustainable Executive Leadership Development
- ✓ Research and publications
 - ✓ Position papers
 - ✓ Case Studies
 - ✓ Tools & Resources

GSC's 17 Weeks / 17 SDGs Initiative

Educating, Enabling, and Inspiring Alignment with the SDGs in Supply Chains, Sourcing, and Procurement



GSC's 17 Weeks / 17 SDGs Initiative

- Each Week For 17 Weeks Focused on one SDG
Week of March 7 (SDG 1) Thru Week of June 27 (SDG 17)
- Providing through our Newsletters, Partners, Web Pages, Social Media:
 - Tools and Resources for Aligning Business
 - Learn From Leaders Taking Action on SDGs
 - Collaborate with NGOs to Amplify SDG Efforts
 - Watch 3S Awards Participants Examples of SDG Impact in The Supply Chain
 - Attend our Webinar Series / Events





**IN 2030 THERE WILL BE NO DISCRIMINATION AGAINST
WOMEN AND GIRLS, ANYWHERE IN THE WORLD.**



GSC's 17 / 17's Week 5 / SDG 5: Gender Equality

Tools and Resources for Aligning Business

- Rank countries that you operate in for key indicators of gender equality and empowerment of girls and women using the UN Human Development Reports Data (180+ Countries): hdr.undp.org
 - UN's Gender Inequality Index (Table 5)
 - adolescent birth, maternal mortality, seats in parliament, education, labor force participation, etc.
 - Gender Development Index (Table 4)
 - schooling, income, life expectancy, income , human development (ratio to male) etc.



GSC's 17 / 17's Week 5 / SDG 5: Gender Equality

Learn From Leaders Taking Action!

- Intel commissioned a report on the internet gender gap and its consequences for women and society: intel.com
 - According to the “Women and the Web” report published by Intel and its partners, nearly 25 percent fewer women are online than men in developing countries in the study, and the gap was 43 percent in sub-Saharan Africa.
 - Through the Intel® She Will Connect program and other digital empowerment initiatives, Intel is empowering millions of women to connect to a range of new opportunities through technology.



GSC's 17 / 17's Week 5 / SDG 5: Gender Equality

Collaborate with NGOs to Amplify SDG Efforts

- **Every Women Every Child: everywomaneverychild.org**
 - A global movement to mobilize and intensify action by governments, the UN, multilaterals, the private sector and civil society to address the major health challenges facing women, children and adolescents
- **L'Occitane Foundation: fondation.loccitane.com**
 - Supports UN Women's efforts to improve women dairy entrepreneurs in Burkina Faso access to resources to build businesses, increase the quantity and quality of dairy production, and influence supportive national policies and practices.
- **Working Parent Support Coalition: bit.ly/workingparentsupport**
 - Founding members include the US-based divisions and subsidiaries of Barclays, Danone, Ernst & Young, KKR and Nestlé. Members have committed to parental workplace support practices such as longer paid parental leave and transition support training. The Coalition is supported by the American Academy of Pediatrics and Cornell University.



Watch 3S Awards Participants Examples of SDG Impact in The Supply Chain

- 2015 Winner of Empowered Women Category Sustainable Health Enterprises (SHE): gsc3sawards.com
 - In Rwanda, 18% of women and girls miss school and work because they can't afford pads.
 - SHE makes pads locally and employing members of the community.
 - SHE provides banana farmers with equipment and training.
 - Farmers sell the banana fiber to SHE
 - SHE processes the fiber at its community factory.
 - The fiber gets cut, washed, dried, fluffed and assembled, and the pads are sold at affordable prices.



Join Us GSC's \$500,000,000 Challenge!

In the spirit of the SDG 17:
Partnership for the Goals:

- ✓ Challenge to the global sourcing community to allocate **US \$500,000,000** to turn their supply chains into socially and environmentally responsible supply chains.
- ✓ Target Date: September 25, 2017, the second anniversary of the 2030 Agenda's signing
- ✓ Challenge participants will gain global visibility and recognition, provide inspiration to supply chain managers, and showcase their leadership in aligning their companies with the SDGs.

17 PARTNERSHIPS
FOR THE GOALS



GSC | THE GLOBAL SOURCING COUNCIL
\$500,000,000
CHALLENGE



Contact Us to Join The GSC's Mission

- ✓ Learn More About 17 Weeks / 17 SDGs at GSCouncil.org and sign up for our newsletters.
- ✓ Join the GSC's \$500,000,000 Challenge!
- ✓ Support and Participate in the 3S Awards that Empower Impact Sourcing
- ✓ Please contact angeline.judex@gscouncil.org for more information on GSC and how our programs and initiatives can help your organization thrive.
- ✓ Visit www.gscouncil.org and www.gsc3sawards.com (Sign up for our newsletter, join us on social media)





GOOD FOR BUSINESS

BOYNER GROUP SUPPLY CHAIN
WOMEN ENTREPRENEURS
EMPOWERMENT PROGRAM

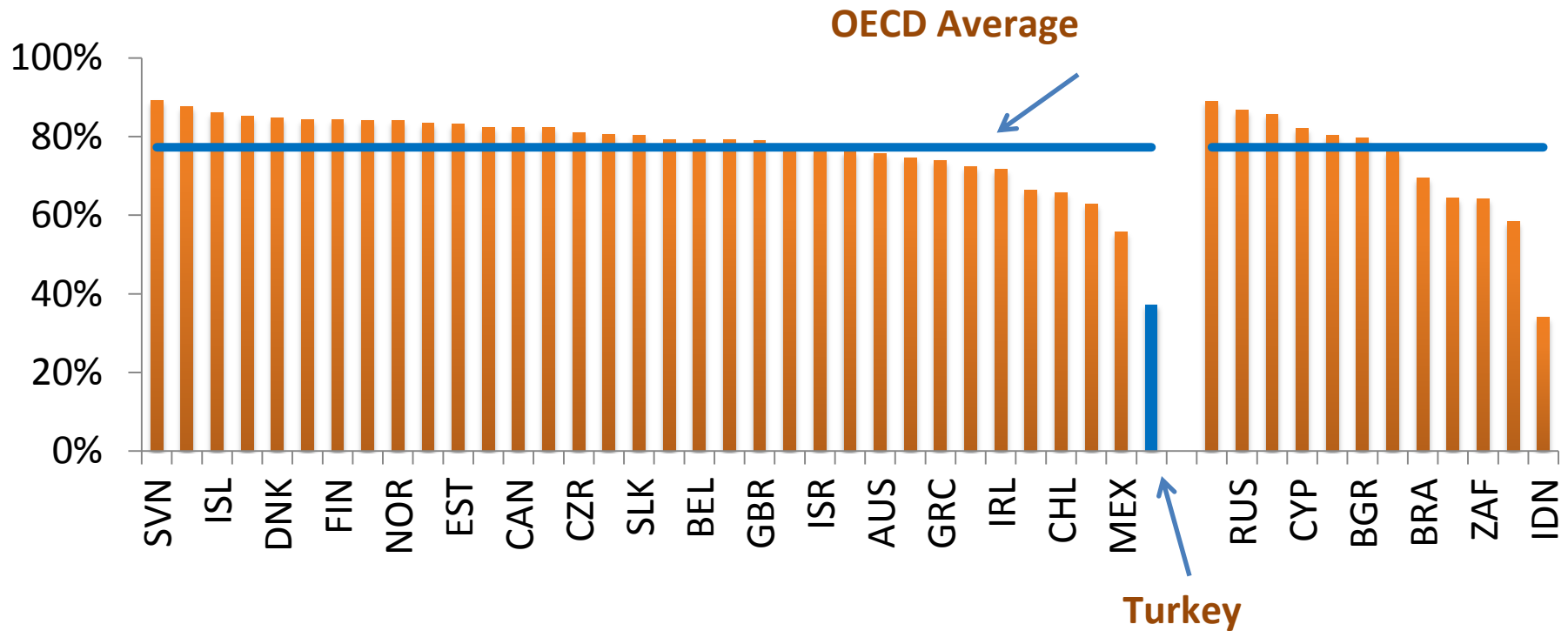


BOYNERGRUP

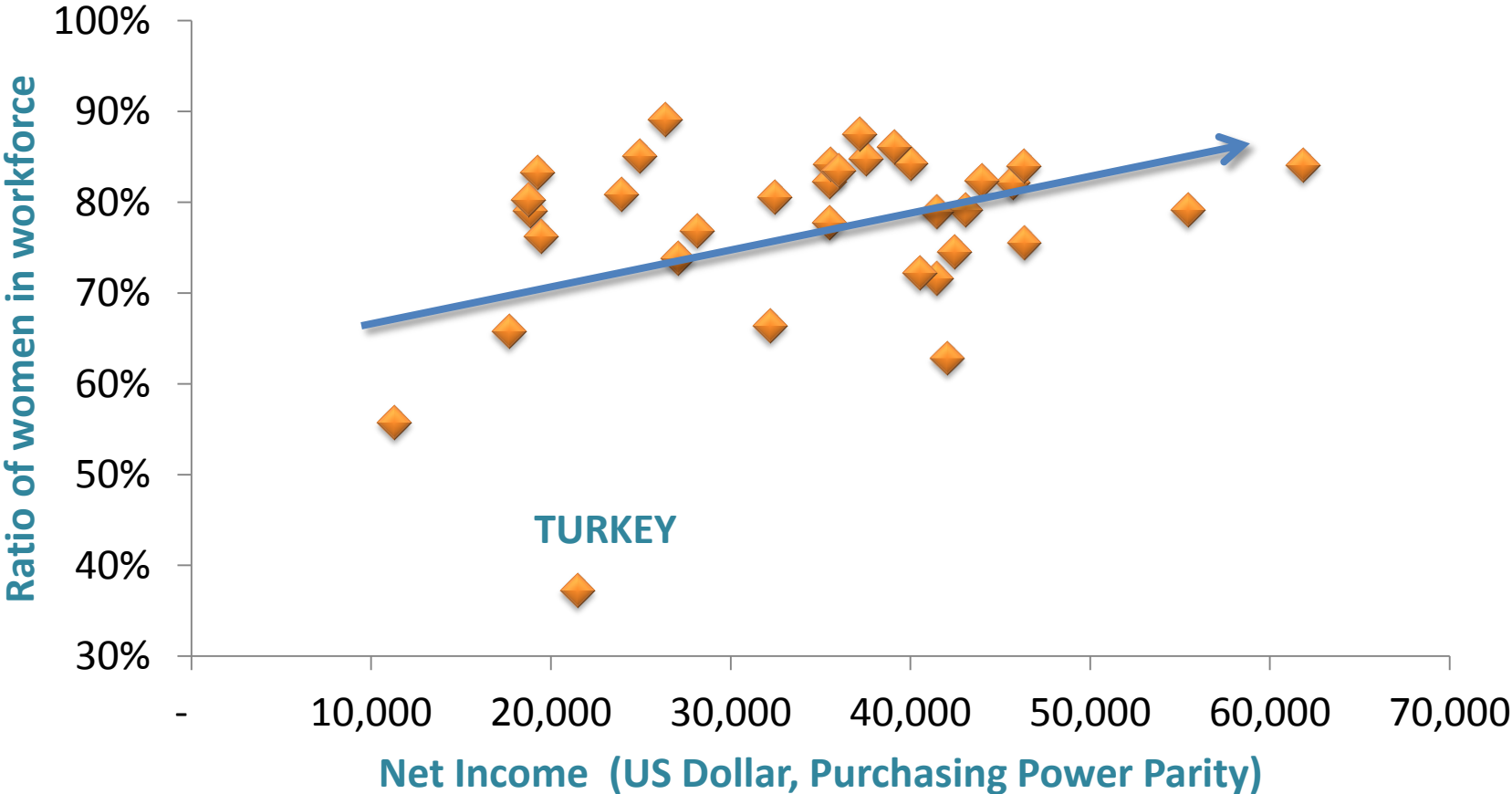


**International
Finance
Corporation**

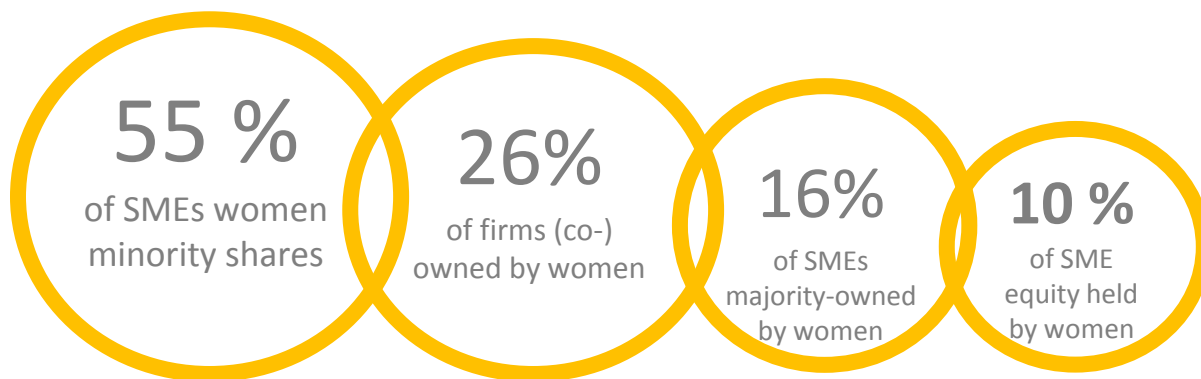
- Turkey employment / population ratio by sex: F:27,8% M: 69,3%
- The lowest among OECD countries



National income rise considerably as women enter the workforce

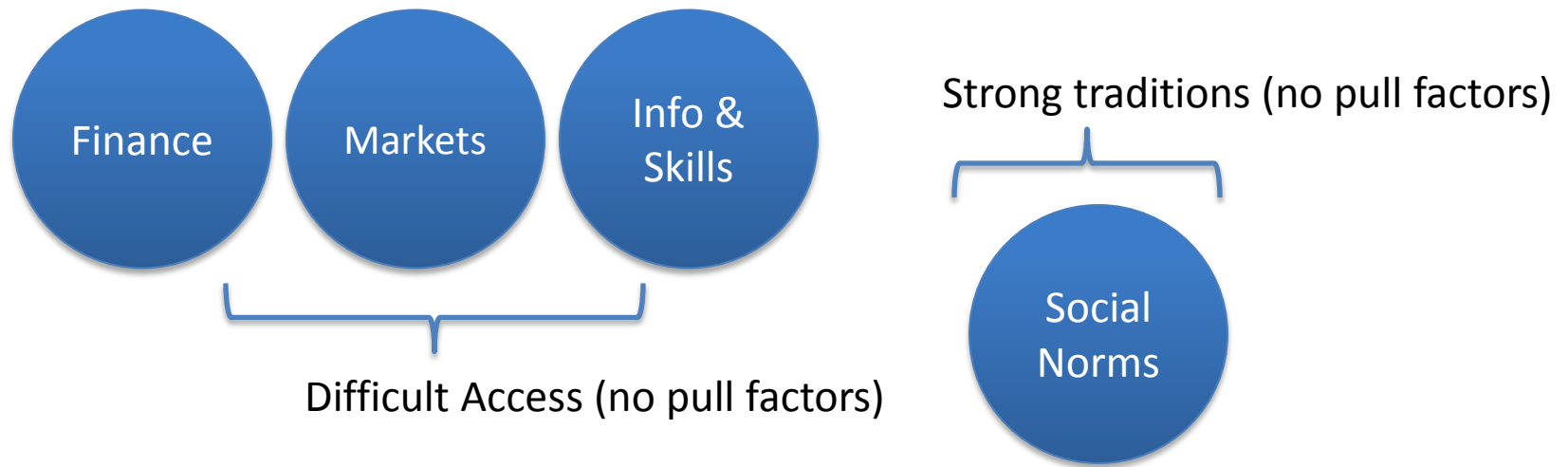


Women's Economic Participation in Turkey: low but with great potential



Turkey's Gross National Income could increase by 22% if gender gaps in economic participation were closed.

Barriers Hinder Women In Turkey From Starting A Business And Growing



Business culture among Turkey's women is weak. There are few role models and little promotion by media. There is a strong emphasis on family responsibility due to traditional social norms.

BOYNER HOLDING A.Ş.

Fırsat Elektronik
Tic. A.Ş.

morhipo
.com

BNR Teknoloji
A.Ş.

hopi

BR
MAĞAZACILIK

BEYMEN
BUSINESS

ALTINYILDIZ
CLASSICS

BOYNER PERAKENDE VE TEKSTİL
YATIRIMLARI A.Ş.

Altinyıldız Tekstil ve
Konfeksiyon A.Ş.

ALTINYILDIZ

ISTWEST

AY Marka
Mağazacılık A.Ş.

DIVARESE

fabrika

NetWork

QUE

Beymen
Mağazacılık A.Ş.

BEYMEN

Club

Boyner Büyük
Mağazacılık A.Ş.

BOYNER

YKM

FRESH Company

BYN
Gayrimenkul

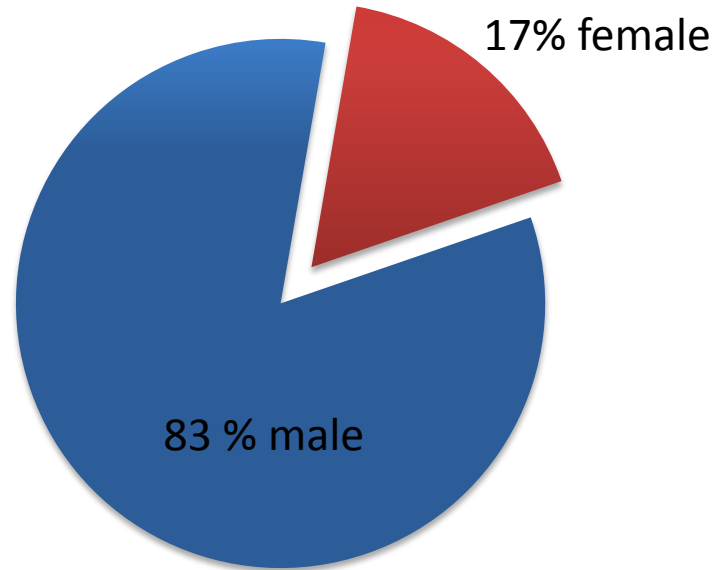
STARCITY



BOYNERGRUP

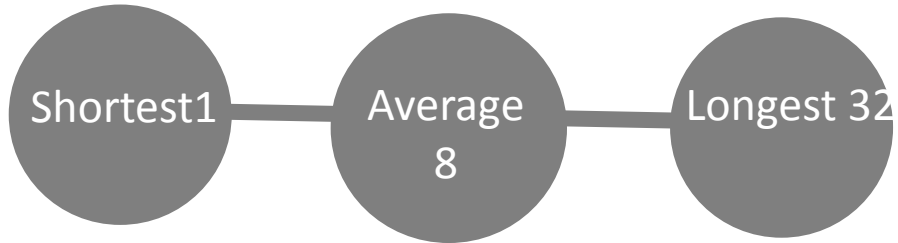
Only 17% of all Direct Supplier Companies are Owned by Women

Gender Ratio of Boyner Groups direct supplier's Owners



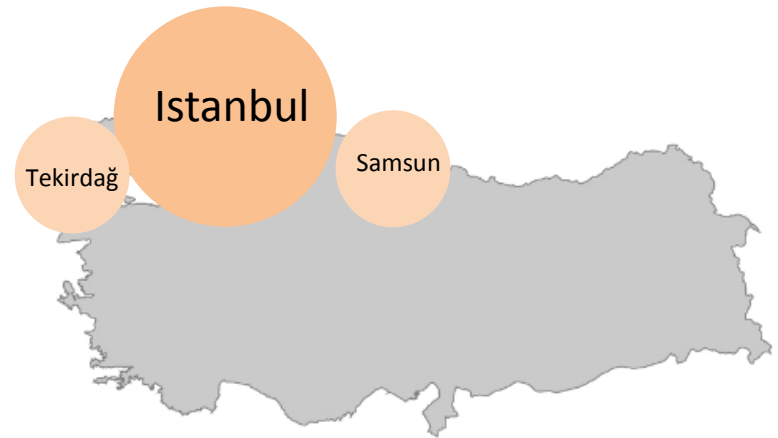
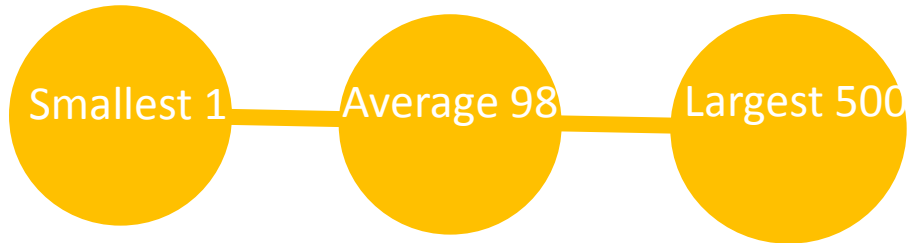
The Academy's first cohort comprised 20 firms with the following profiles

Firms' length of relationship with Boyner by years

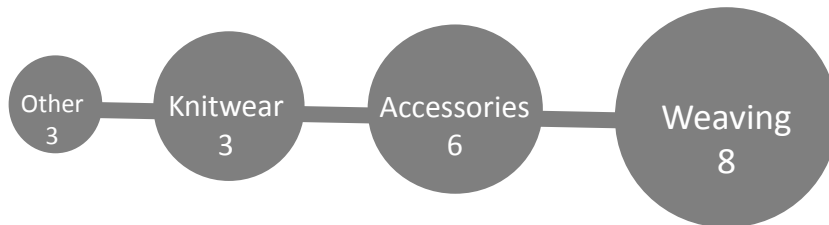


Yearly revenue was between less than 350.000 USD to more than 30 millions USD (a million TRY to 90 million TRY).

Firm size of participating suppliers by employees



Firm type of participating suppliers by product



Good for Business, Empowering Women in the Supply Chain

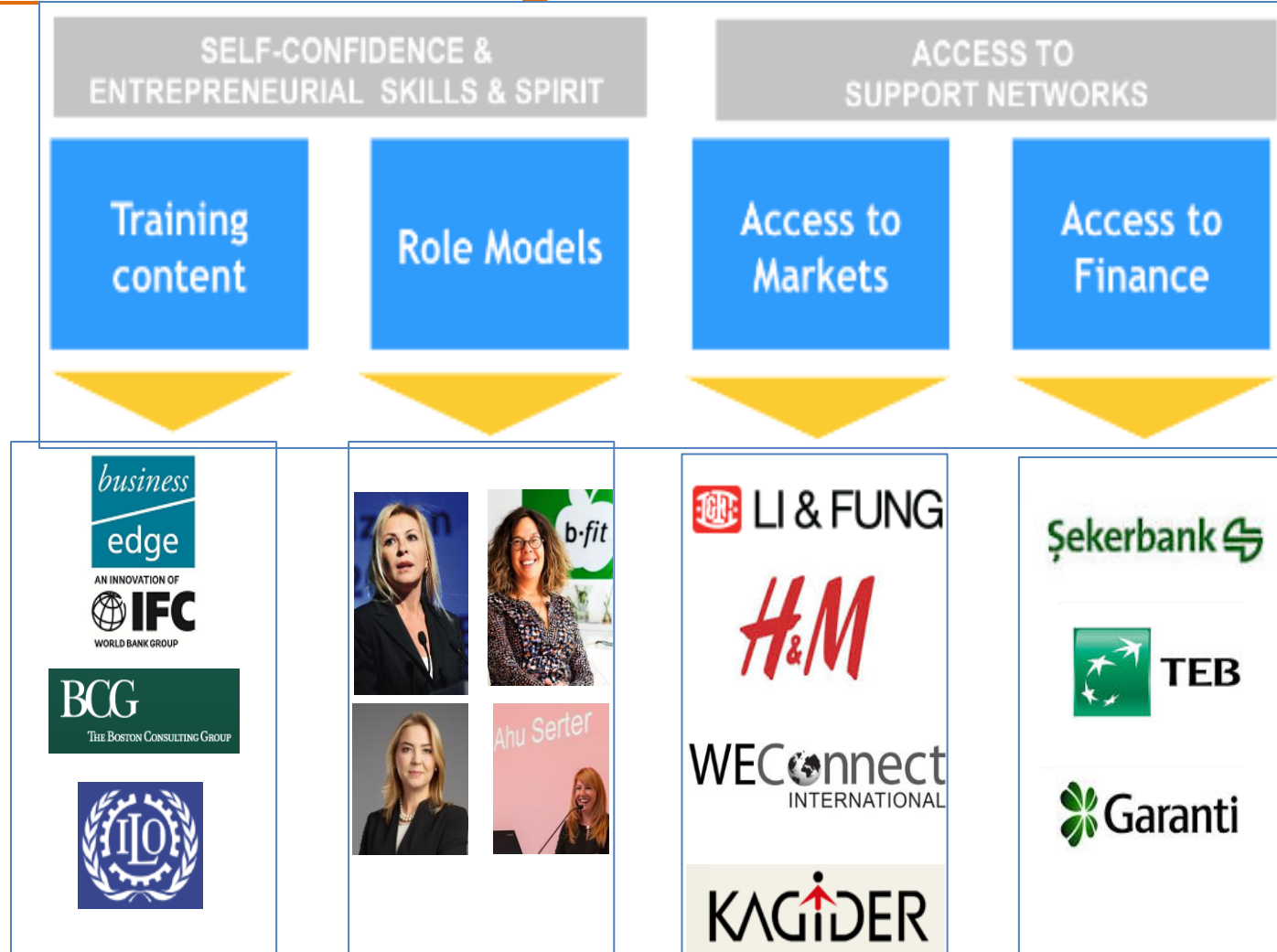


Motivation for the Program

- encourage women led businesses in our supply chain
- develop high-potential strategic suppliers
- strengthen 'gender-inclusive sourcing strategies

Investing in a diverse pool of the most strategic suppliers with potential for a competitive offering, top performance & compliance – including women-led businesses– is at the heart of BOYNER GROUP'S SUPPLY CHAIN STRATEGY!

The 12-week Program featured capacity building through classroom training, coaching, guest lectures, networking events and vendor fair.



23 women from 20 SME supplier companies participated in this first cohort.



“if not for the Program I would not know that men and children knitwear is actually sold more than womens. ”



Engaging activities at the workshops

- Detect market trends and opportunities
- Being able to articulate motivation, visioning and positioning
- Being able to use the knowledge to gain more responsibilities within the companies

“We were taken out of the anonymity of dealing with the Boyner Group”



Boyner Group Companies
Supply Chain Managers

- Get to know Boyner Group as their client better
- Establish contacts with Procurement and Accounting Departments
- Boyner Group standing behind them, supporting them, encouraging them.

“A simple thing: I have 23 professionals at my phone now ”



WhatsApp



- Being proud of being selected
- Feeling to belong to this group of women managers in the ready wear sector
- Peer-Group Network
- Sharing of information, contacts and clients

“It was exiting to present my products to Li &Fung buyers ...
and to see each others products”



- Matching of buyers - participants
- Providing space for presentations
- Access to markets through brand contacts beyond Boyner Group



Vendor Fair impressions

We really got to know the participating women well businesswise ...

WOMEN'S GOALS

To enter and be **competitive** on the international market/network with more buyers

To be a **market leader**

Higher **quality** products

Establishing a **brand** name in the market / developing branded products

New and **innovative** products
– more diversity

Increase the annual **sales**

Acquire better **negotiating**
power

75% made between 1-4 Mio TRY revenue in 2014.

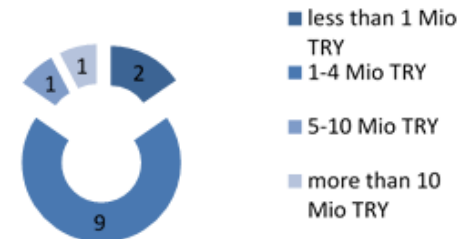


Figure 1: Annual Revenue 2014 of the Participants. (Source: Participants data)

Boyner Groups provides more than 50% of yearly revenue for almost half of the participants.

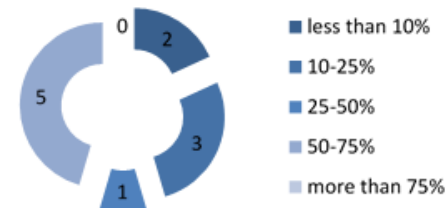


Figure 1: % of Boyner Group annual revenue as share of total annual revenue of the participants 2014 (Source: Participants data)

... and personally

WOMEN'S STRATEGIES

Crossing gender
boundaries to reconcile managing
home and business

A certain attitude towards
finance and monetary issues

Emphasizing the role of being a
manager over the role of being a woman

What the women wished for

- Better planning collaboration, to decrease down times in production
- A partner at their side
- Supply chain finance facilities: Using Boyner Group's procurement strength to negotiate banking offers that address their cash flow issues.
- Banking products that are based on client-relationships, e.g. on-bonds
- 20% increase in orders
- Easier access to international trade for SMEs, trustable information on international clients



At the end ... Good for Business!



- **8** new business connections outside the peer group were established
- **3** production transactions within the peer group were conducted.
- **2** cases of collaboration in production were initiated but failed due to different quality perceptions and production facilities.

Providing preferential business terms - either in price or in fast production and business referrals (recommending each other) were the most common mode of business collaboration

New Partnership

6 Women from the program came together and create their brands.

We support them,

A- Mentoring

B- Sales point: september, morhio.com.

C- Marketing and Communication support

What's next?

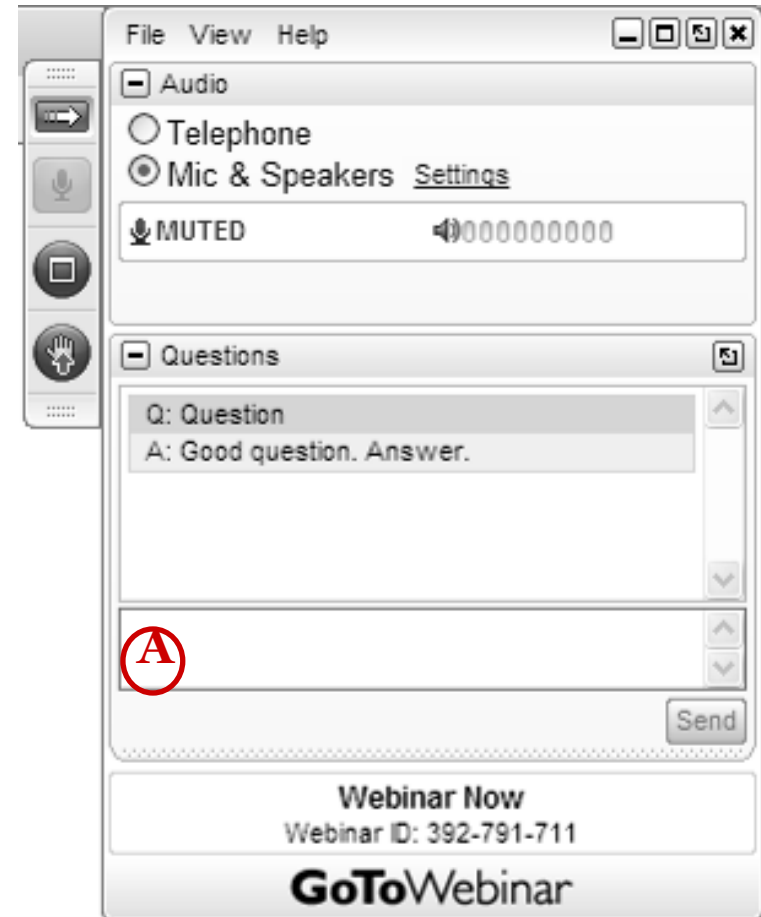
- New cohort of 2016-17 – currently in preparation (1st and 2nd tier suppliers)
- First Turkish buyer company becoming a member of WeConnect

WEConnect
INTERNATIONAL

Q&A

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Thank You for joining us today.

Presentation slides and a recording of the webinar will be available on the UN Global Compact and WEPs websites.



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BOYNERGRUP

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