



Modern Day Procurement

Beyond Quality is TRUST

David Horlock

Managing Director

BSI Global Food and Retail Supply Chain





About BSI



- **Trusted**
An independent Royal Charter Company
- Non profit distributing so reinvested back into Royal Charter Mandate
- **Experienced**
The world's first National Standards Body
A founding member of ISO and CEN (Europe)
- **Thought Leaders**
BSI originated and continue to shape the world's most adopted standards
- **Your Global Assurance Partner**
5,000 employees, 12,000 experts and clients in 193 countries



Our Royal Charter Mandate

The objects and purposes for which the Institute is constituted are:

(a) To **co-ordinate the efforts of companies and persons** for the improvement, standardisation and simplification of materials, products and processes, so as to simplify production and distribution, and for the **improvement, standardisation and simplification of systems** for the management of business, safety, technology, services and the environment and to **eliminate the wastage of time and material** involved in the production of an unnecessary variety of patterns and sizes of articles for one and the same purpose.

The worlds most
adopted risk
management
standards originated
with BSI.

...and are all
delivered by global
certification bodies

1

QUALITY MANAGEMENT

BS 5750 (1979)

ISO 9001 (1987)
ISO 13485
IATF 16949
AS 9100

2

ENVIRONMENTAL RISK MANAGEMENT

BS 7750 (1992)

ISO 14001 (1996)

3

HEALTH & SAFETY RISK MANAGEMENT

BS 8800 (1996)

BS OHSAS 18001
(1999)

ISO 45001 (2018)

4

INFORMATION SECURITY RISK MANAGEMENT

BS 7799 (1995)

ISO 27001
(2005)

5

BUSINESS CONTINUITY RISK MANAGEMENT

BS 25999 (2007)

ISO 22301
(2012)

BSI – A Trusted Global Brand

Founded in 1901

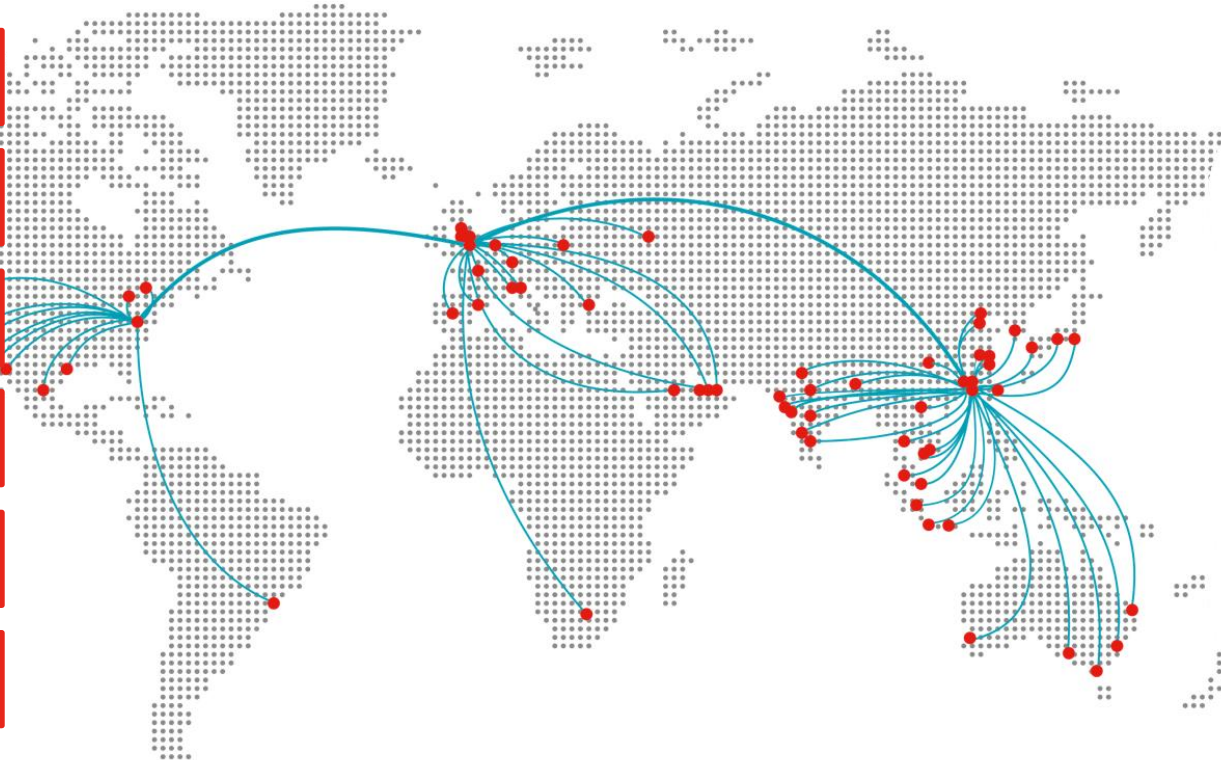
**193 countries,
73 offices**

86,000 clients

**5,000 colleagues
and 12,000 experts**

**150,000 delegates
trained**

**59,000 standards
published**



BSI Business Model



Shape

Working with 10,000+ independent experts, BSI leads the development of global standards

- Publicly available specifications (PAS)
- British, European and international standards (BS, EN and ISO)



Share

We share our standards and guidance documents in many formats supported by different purchase models

- BSOL (online standards portal)
- Network licenses



Embed

Our tutors impart the knowledge and skills needed to embed excellence

- Onsite training
- Public training
- Internal and lead auditor training
- Self-assessment tools
- Gap analysis
- Entropy™ Software



Assess

Our assessors give you proven ways to measure, improve and confidently promote your organization

- Management system certification
- Gap analysis
- Verification services
- Supplier certification
- Second-party assessment
- Self-assessment tools
- Product certification
 - Kitemark
 - CE Mark



Support

We support you with the knowledge and business tools you need to continually improve

- Entropy software
- Advisory
- Capacity Building
- Six Sigma training
- Business improver training
- Supply chain solutions
 - BSI SCREEN
 - BSI VerifEye
 - SCM Platform

Over 100 years expertise shaping global standards to facilitate trade and improve business

Product Specification Standards

- Beginning in 1901, initial Standards focused on **product specifications** to harmonize and facilitate commerce and reduce duplication
 - Railroad gauges
 - Steel specifications
 - Construction standards
 - Agricultural commodities
 - Consumer and electrical products
 - Personal safety equipment
 - Medical devices
- Product Specification Standards remain relevant today driving **interoperability** and **innovation** in areas such as smart cities and regenerative medicine (e.g. stem cells)



Product Specification Standards

Business Process Standards

- The next generation of standards focused on **business processes** to ensure consistent quality output
- BSI shaped the original standards for:
 - Quality Management (ISO 9001)
 - Information Security (ISO/IEC 27001)
 - Environment Management (ISO 14001)
 - Health & Safety (OHSAS 18000)
 - IT Services Management (ISO/IEC 20000-1)
 - Business Continuity (ISO 22301)
 - Sustainable Events (ISO 20121)



Business Process Standards

Business Behaviour Standards

- BSI's new generation of Standards are centred around **people behaviour and values** to help organizations reach their full potential and **protect their corporate reputation**
- Key standards include:
 - Anti-Bribery
 - Corporate Social Responsibility
 - Collaborative Business Relationships



Business Potential Standards

Supply chain Resilience

Organizational Resilience

Anti-bribery

Brand valuation

Supply chain Risk Management



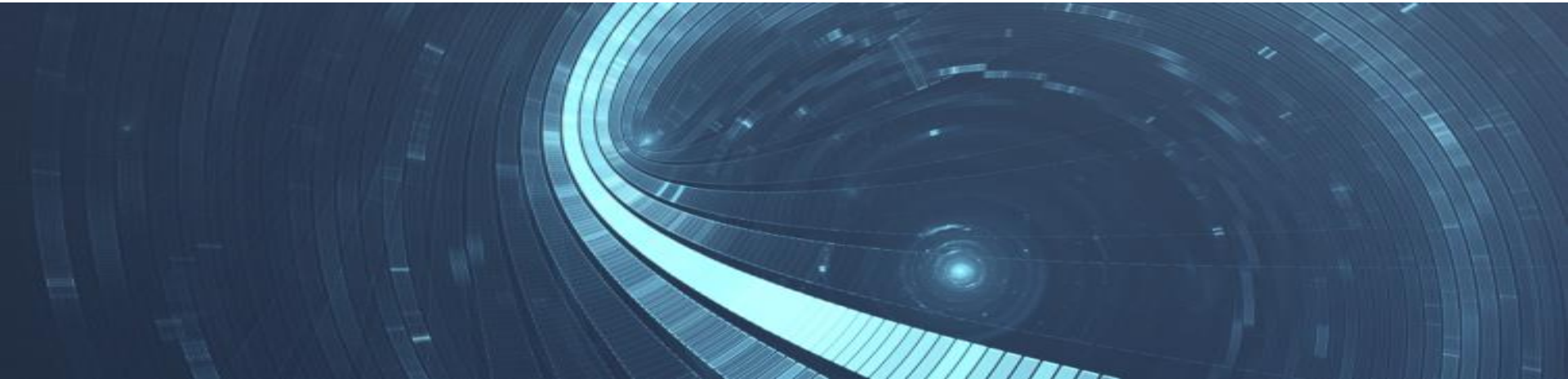


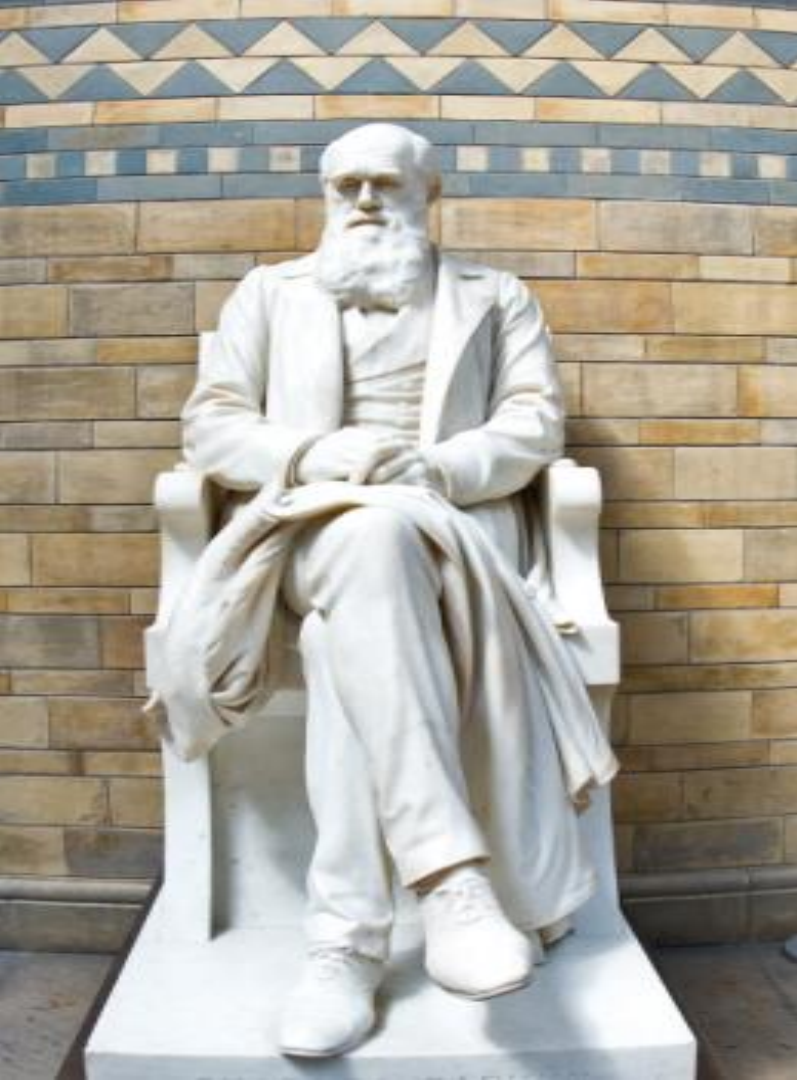
Organisational Resilience

Supply Chain Resilience

Organizational Resilience is "the ability of an organization to anticipate, prepare for, respond and adapt to incremental change and sudden disruptions in order to survive and prosper."

BS 65000, Guidance on Organizational Resilience





Adaptable

Fit for purpose

Create advantage

Strategic Agility

Horizon Scanning

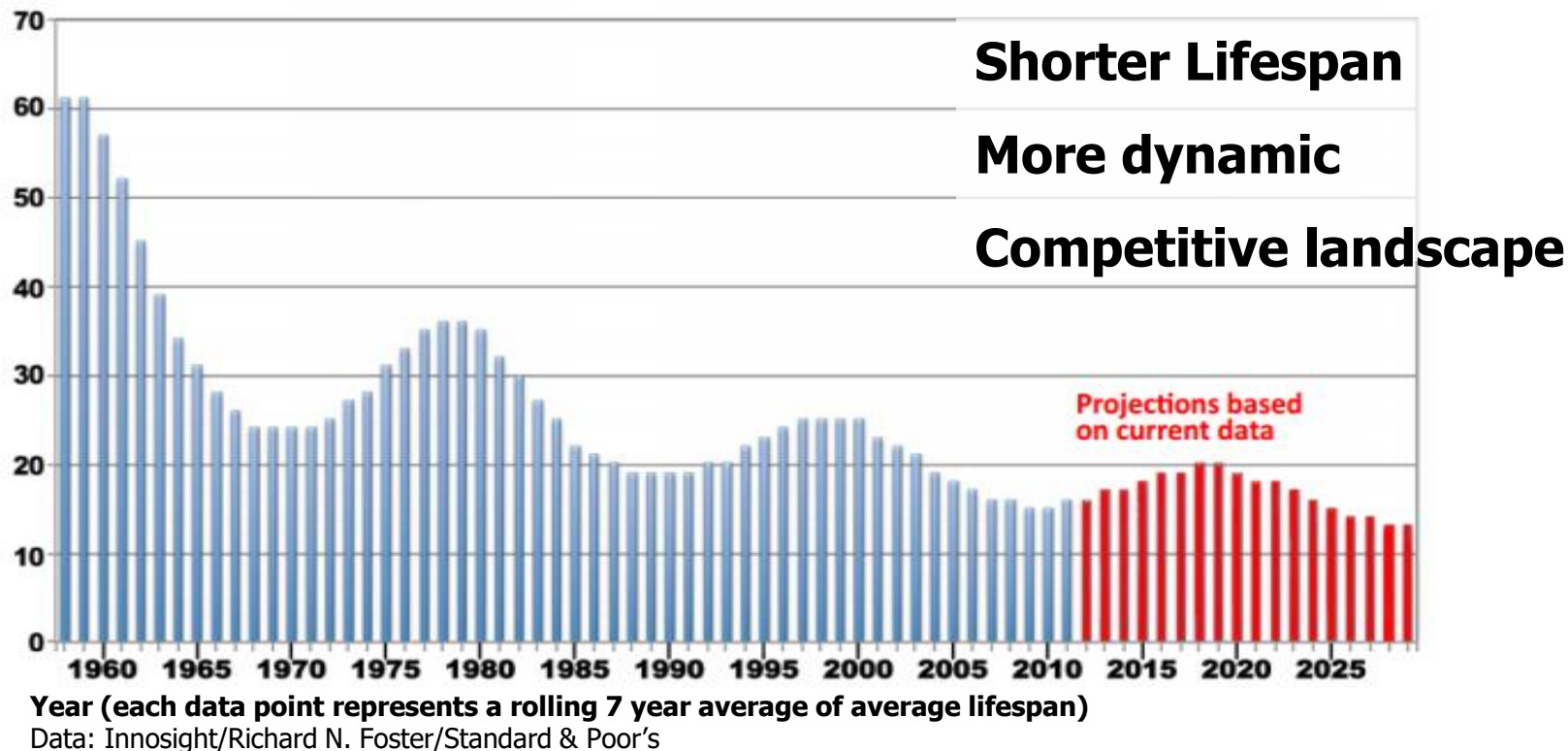
Legacy-oriented leadership

"It is not the strongest of the species that survives...

It is the one that is the most adaptable to change."

Charles Darwin

Average company lifespan on S&P 500 Index



<u>Most Important</u> 1. Reputational Risk 2. Financial Aspects 3. Leadership 4. Vision and Purpose 5. Information & Knowledge Management	<u>Least Important</u> 1. Horizon Scanning 2. Alignment 3. Community Engagement 4. Culture 5. Adaptive Capacity
<u>Highest Performing</u> 1. Financial Aspects 2. Alignment 3. Leadership 4. Vision and Purpose 5. Governance and Accountability	<u>Worst Performing</u> 1. Supply Chain 2. Innovation 3. Horizon Scanning 4. Information & Knowledge Management 5. Awareness, Training & Testing

Operational Resilience

Quality, health, safety, environment

Products

Processes

Vision and Purpose

Resources

Leadership

Finance

Strategy

**Information and
knowledge management**

Community resilience

Alignment

**Information Security
Resilience**

*Data protection, fraud, security, Business
Continuity*

Business continuity

Awareness

Supply Chain Resilience

CSR, Ethics, Bribery, Traceability

Reputational risk

Adaptive capacity

Horizon scanning



The changing consumer landscape

- **21st century consumers are increasingly discerning**
- **High expectations and demands**
- **Product, process and behaviour**
- **Quick to complain**
- **Social media**
- **New quality attributes**
 - Health and well being
 - How was it made?
 - Who made it?
 - Impact on people and the environment



Average incident is US\$10m and 20% over 100m and doubled since 2000 due to Social media ●

Typical food safety risks



Mouse in bread



Frog in lettuce bag



Glass in noodles



Horsemeat in beef



Antibiotics in honey



Melamine in milk power



Blending



Cockroach in pizza

Reputational and behavioral risks



Product quality



Security and customs



Waste management



Conditions & exploitation



Pollution



Environmental management



Bribery & corruption



Counterfeiting

Counterfeit and Sub standard food products – Susceptible products



Olive oil



Fish



Organics



Milk



Grains



Honey and
maple syrup



Coffee and
tea



Spices



Alcohol / wine



Fruit juices



Chocolate



Poultry



Red meat

INTERPOL OPERATIONS OPSON VI & VII

Targeting counterfeit and sub-standard food and drink

.....

17,000



tonnes of fake and
sub-standard food

36 million



litres of fake and
sub-standard drink

354 million



total value of illicit
goods seized (USD)

25.6 million



units in total



12,500

investigations
opened



73

organized crime
groups disrupted



257

illicit factories
dismantled



17,000

suspects identified

45 Million Modern Slaves

- Forced Labor
- Bonded Labor
- Human trafficking
- Descent-based slavery
- Child slavery
- Forced and early marriage



We have more slaves **TODAY** than any other time in our history.



9.2 million new slaves per year



25,200 new slaves per day



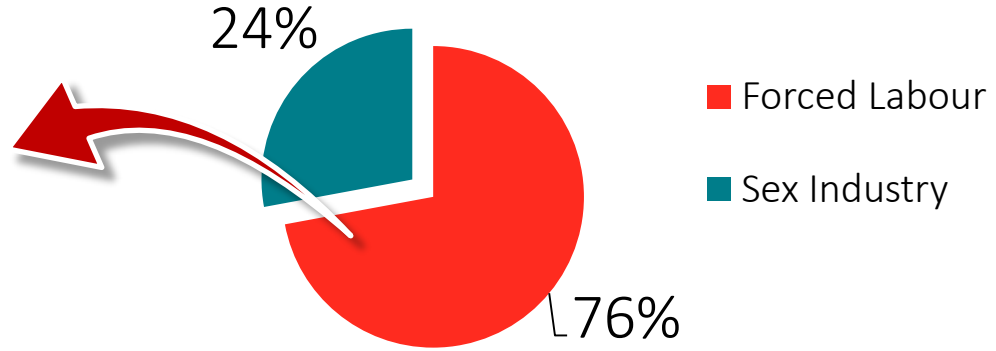
1,050 new slaves per hour



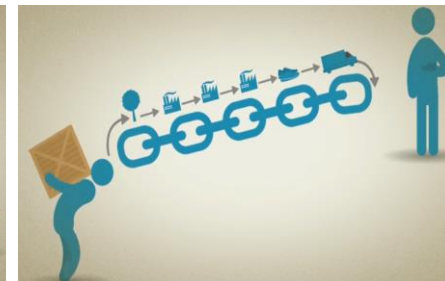
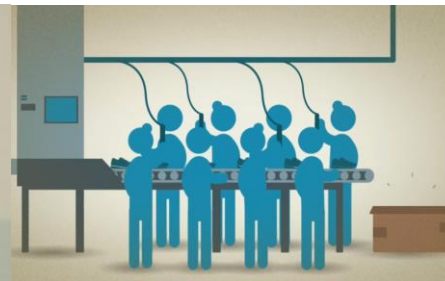
1 new slave every 4 seconds

Forced Labor in Supply Chain

60 % of the cases are associated with product **Supply Chains**



Victims who are MAKING the product we BUY or HARVESTING the food we EAT.



Government Legislations

Country / State	Legislations	Organization's Threshold
California of United States 	The California Transparency in Supply Chains Act (Steinberg, 2010)	USD100 million per year
United Kingdom 	Modern Slavery Act 2015	£36 million per year
Australia 	Modern Slavery Act 2018 (No. 153, 2018)	AUD100 million per year



Many Supply Chain Black Holes

What You Don't See – You Don't Know

What You Don't Know – You Can't Manage



Supply Chain Resilience The CEO 'Stress Test'

1. How many suppliers do you have?
2. How many are direct vs. indirect?
3. Do you actively verify the living profiles of your suppliers?
4. Have you conducted risk assessments of all your suppliers?
5. How many have you physically visited?
 - a) What are the issues and where?
 - b) What improvements have you made?
6. Does your supply chain adhere to your corporate values?
7. Can you tell your supply chain story?

So What Does Good Look Like?

1. **Corporate Values Aligned - Supply Chain, R & D Procurement, Risk & Compliance.**
2. **Keep Living Database - Approved Supplier Profiles.**
3. **Supplier Risk Assessments - Country, Product Type, Process, Supplier, Reputational risk.**
4. **Categorizes Suppliers into Risk Profiles - Country, Product, Process, Value...etc.**
5. **Allocate Resources - Based on Areas of Greatest Risk.**
6. **On-Site Validation - Higher Risk Suppliers, Products or Regions.**
7. **Continuous Improvement - Measures, Monitors, Capacity Build those that adhere to your corporate values**
8. **Be in a position to tell your Supply Chain Story...**



Supply Chain Solutions

BSI On-Site Capacity Building and Supplier Audits

1. **Professional Global Advisory and Auditing Network**
2. **Audit Types:** Corporate Social Responsibility, Security, Quality , Environmental, Business Continuity, PAS7000 Supply Chain Pre-qualification, BSI VerifEye Profile



CSR



Security

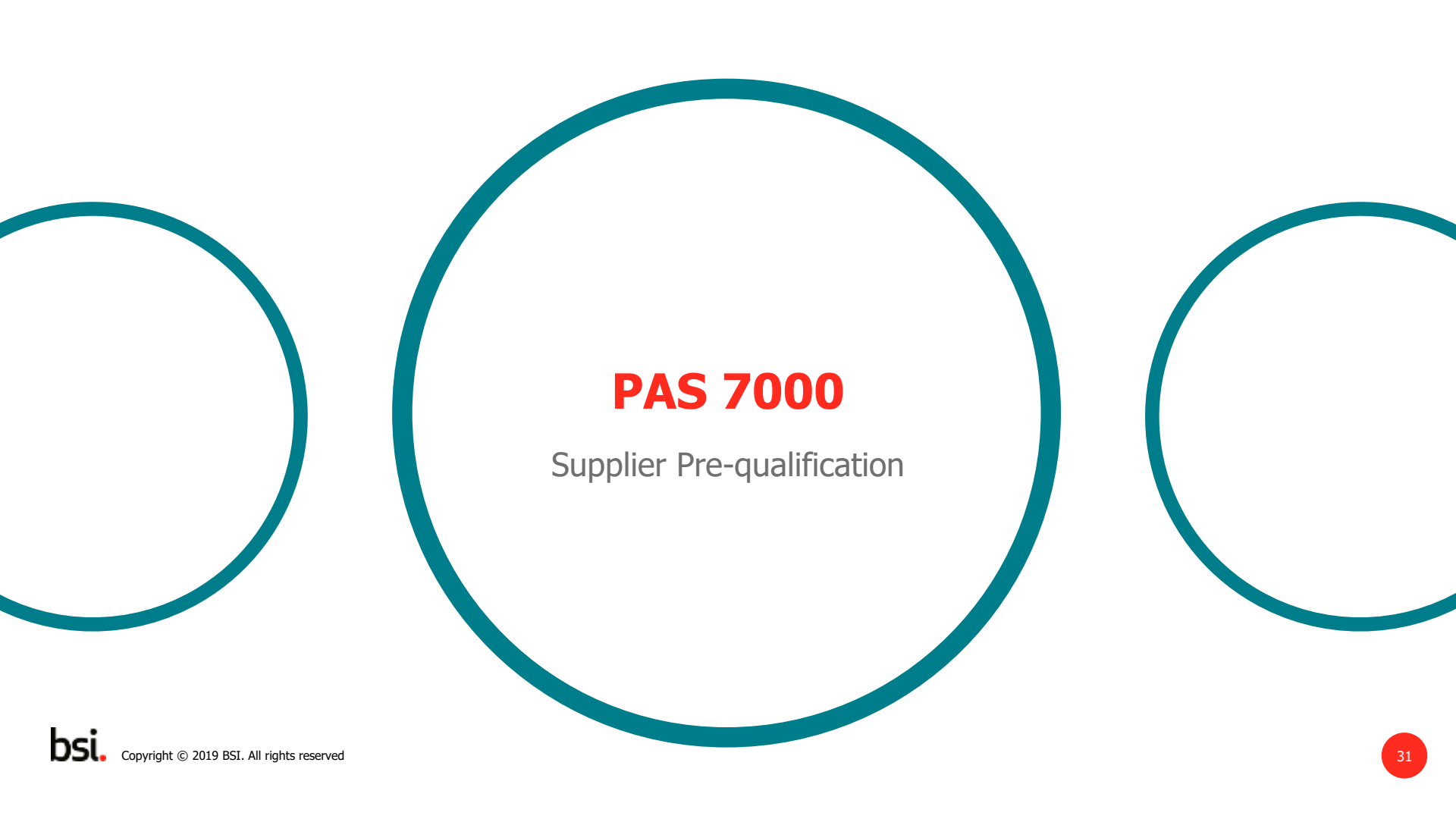


Quality



Environmental

3. **Audit Categories:** Client Specific Protocol, BSI Generic Protocol, Industry Association e.g. SCAN, RBA, SMETA...etc.
4. **Training and Capacity Building**
5. **Corrective Action Management**
6. **Intelligence Enriched Audit Reports**
7. **Global Program Management**



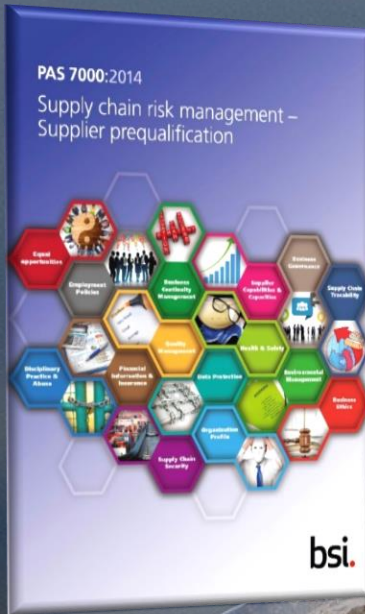
PAS 7000

Supplier Pre-qualification

PAS 7000 - Supply Chain Resilience

What if you could...

- Modernize your supply chain to meet today's emerging issues
- Achieve affordable excellence in covering fifteen key issues
- Providing instant visibility and transparency of supplier capabilities
- Provide your suppliers with a 'passport' to improve trust and trade
- Be in a better position to tell your supply chain story



PAS 7000
Supplier Pre-
Requisite

Modern Day
Issues & Risks

Capacity
Building &
Continuous
Improvement

Supply
Chain
Resilience

Supply Chain Resilience

PAS 7000 – Supplier Prequalification

Organizational
Profile

Capabilities &
Capacity

Financial
Information &
Insurance

Business
Governance

Employment
Policies

Health &
Safety Risk
Management

Environmental
Risk
Management

Quality Risk
Management

Information &
Data Risk
Management

Business
Ethics

Supply Chain
Traceability

Supply Chain
Security

Equal
Opportunities

Workplace
Conditions

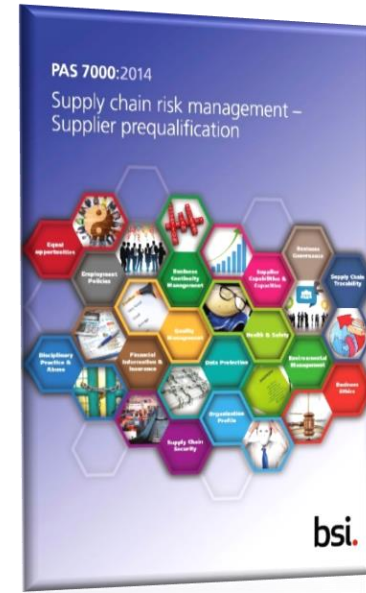
Business
Continuity Risk
Management

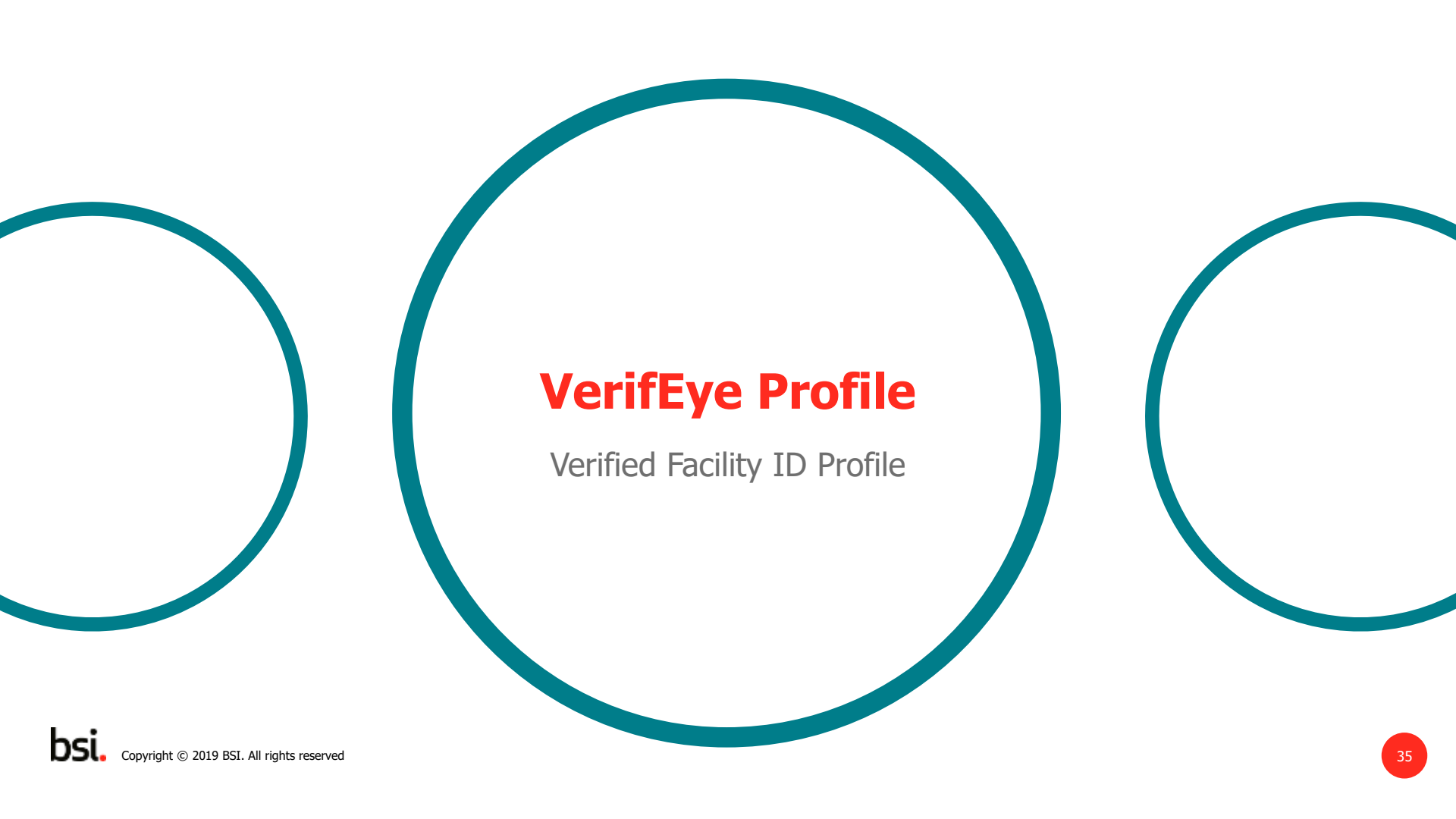
The PAS 7000 steering group



40 Steering group members from US, Europe and Asia

200 organizations contributed to the review panel from US, Europe and Asia





VerifEye Profile

Verified Facility ID Profile



A supplier **PROFILE** providing **TRUST** and **visibility** for modern supply chains.

- Your trusted BSI VerifEye Profile weblink and QR Code turns your certifications, site photos, and business credentials into a positive marketing tool providing trust.
- The QR Code on your collateral and product packaging can provide instant traceability of your credentials.



Benefits

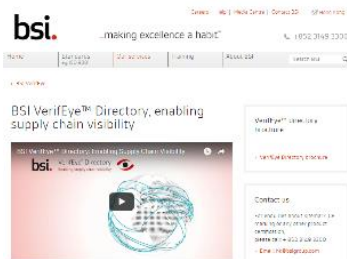
For buyers and specifiers

- Know who your real suppliers are
- Protect Reputation & Brands
- Streamline Procurement Process
- Manage your due-diligence with instant traceability

For suppliers

- Inspires trust in your business
- Leverage your existing certification
- Powerful marketing tool to promote your company
- Beyond quality is TRUST

- BSI VerifEye Directory - [webpage](#)



- VerifEye Product Video – [online video](#)

VerifEye – Supplier Living Profile

bsi. VerifEye™ Directory
Enabling supply chain visibility

About BSI | About the Directory | PAS 7000 | Contact us

Keyword, company name, location, certificate number (eg: EMS 123456) or standard/scheme number (eg: ISO 9001)

Share

Kings International Limited

Business scope: Manufacture & Supply of Finished Leather and Leather Products, such as, Saddlery, Handbags/Travel bags, Belts, Pets Accessories, Hunting Accessories.

Products, services or works: Finished Leather and Leather Products, such as, Saddlery, Handbags/Travel bags, Belts, Pets Accessories, Hunting Accessories.

Address:
D-13 & D-19 (Site II),
UPSIDC Industrial Area,
Unnao
Uttar Pradesh (U.P.)
208023
India

www.kings-international.net

91-515-2829258

91-515-2829813



Showcase your credentials



Visible, Transparent, Verified
Introducing our credentials with the world's most trusted certification body

Phosco Electronics Corp.
Certification Number: PAS 7000

BSI

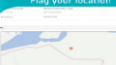
Display your capabilities



Display your certificate



Flag your location



Show off your site facilities



Email not displaying correctly?
[View it in your browser.](#)

bsi. VerifEye™ Directory
Enabling supply chain visibility



Dear David,

Emmanuel Herve would like you to see the Verified Profile of Lip Sheng Precision (Zhuhai) Co., Ltd. on the BSI VerifEye Directory as it may be of interest.

Click on the BSI Verified Profile logo or scan the QR code to view the profile.



http://verifeyedirectory.bsigroup.com/Profile/LIP_SH-0047284151-000

Message from Emmanuel Herve:
Dear David, please kindly see my company's Verified Profile for your reference. Thank you!

With kind regards

Emmanuel Herve

Your VerifEye Profile

30+ sources of information

Certification

Certificates

Map

Site Photos

Business Governance

Key Export Countries

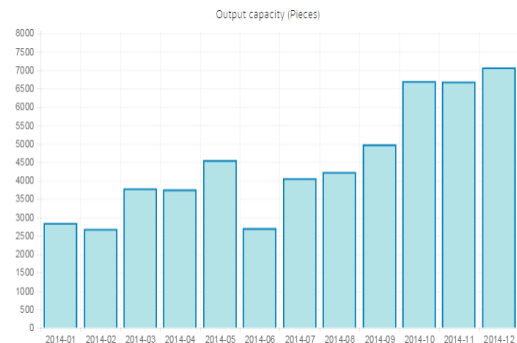
Key Sourcing Countries

Capacities & Capabilities



bsi. VerifEye™ Directory
Enabling supply chain visibility

Output capacity



In A Nutshell...

- **Organizational Resilience** is about how to stand the test of time
- **Reputational risk** is becoming important and supply chains are exposed to modern day consumer expectations
- A **new quality definition** embraces – product, process & behavior
- **Change is coming faster** so seek to be agile and responsive
- **Consumers together with Social Media will drive** greater levels of supply chain visibility.
- Remember that **Beyond Quality is Trust...**
- **BSI VerifEye Profile**
- **PAS 7000 Supply Chain Pre-qualification**



Contact BSI

Your Supply Chain Solutions Partner



On-Site Profile Verification

Real supplier facility ID
enabling Supply Chain
Visibility

Protect Reputation and
Brands

Streamline Procurement
process

Inspire Trust

Powerful marketing tool to
promote company
credentials.



Horizon Scan

Food and Commodity
Ingredients

Monitors safety and fraud
alerts worldwide, collecting
data from over 110 food
safety agencies.



Supply Chain Intelligence

Geographic Supply Chain Risk
Data and Analysis

Global Risk Maps for 20+ Risk
Indicators

Spotlight News and Daily
Email Updates

Qualitative Country Risk
Reports



Audit Management

Customizable and Standard
Assessments

Corrective Action Module

Robust Supplier Risk Ratings
and Profiles

Global Supplier and Risk
Mapping

Custom Risk Weighting
Methodology



PAS 7000

Holistic Risk Management
Approach

Supply Chain Risk
Management

Supplier Prequalification

Greater transparency and
traceability of supplier
identity, capacity and
capabilities

Address modern day issues