

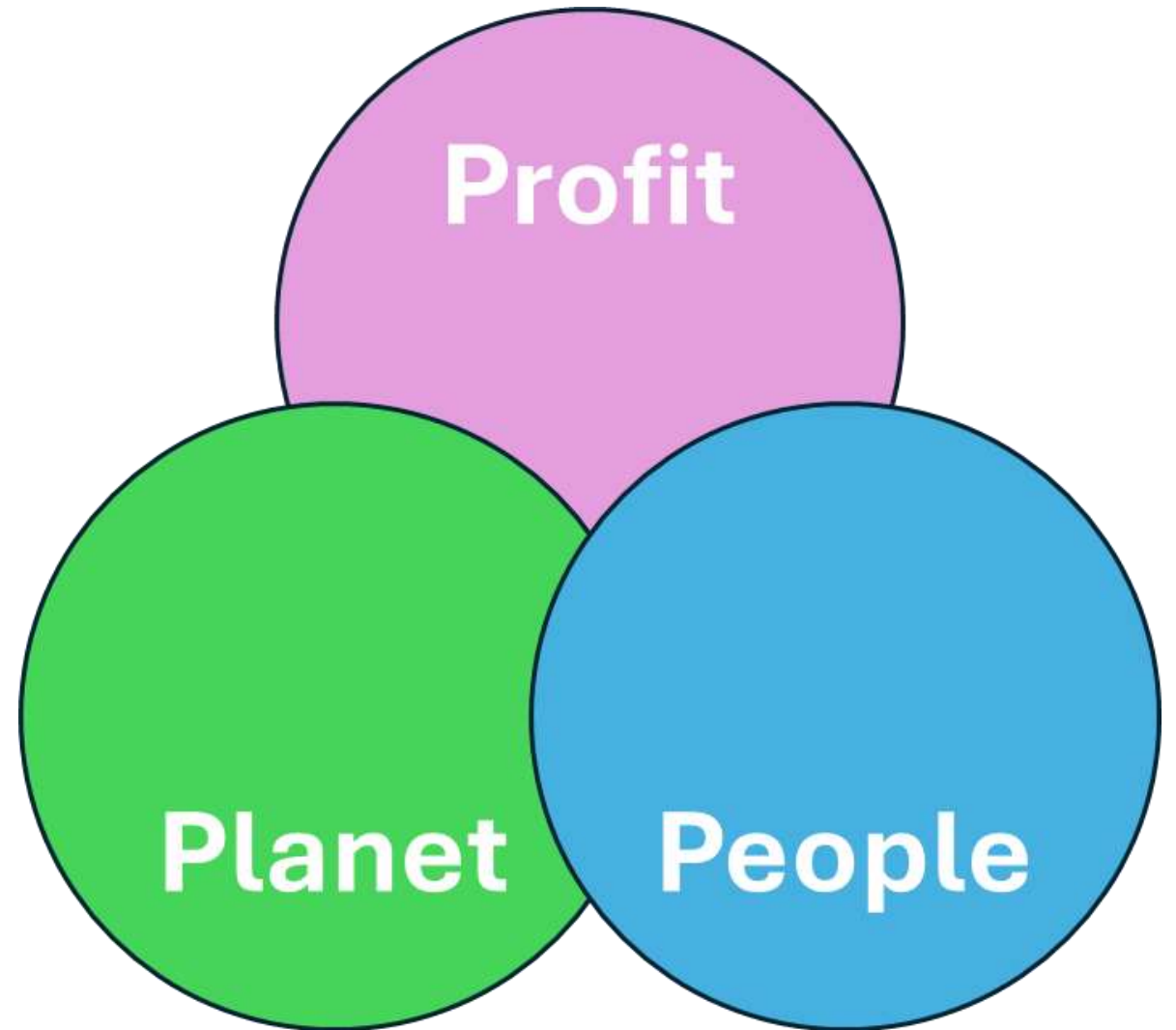
# Triple TCO for a Better TBL

**How Do We Help Our Organisation To Make Procurement Decisions That Truly Reflect Cost, Environment And People?**

**Procurement has a chance to shape business value beyond just cost**

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The Triple Bottom Line is not a new idea



We are very good at low-cost sourcing

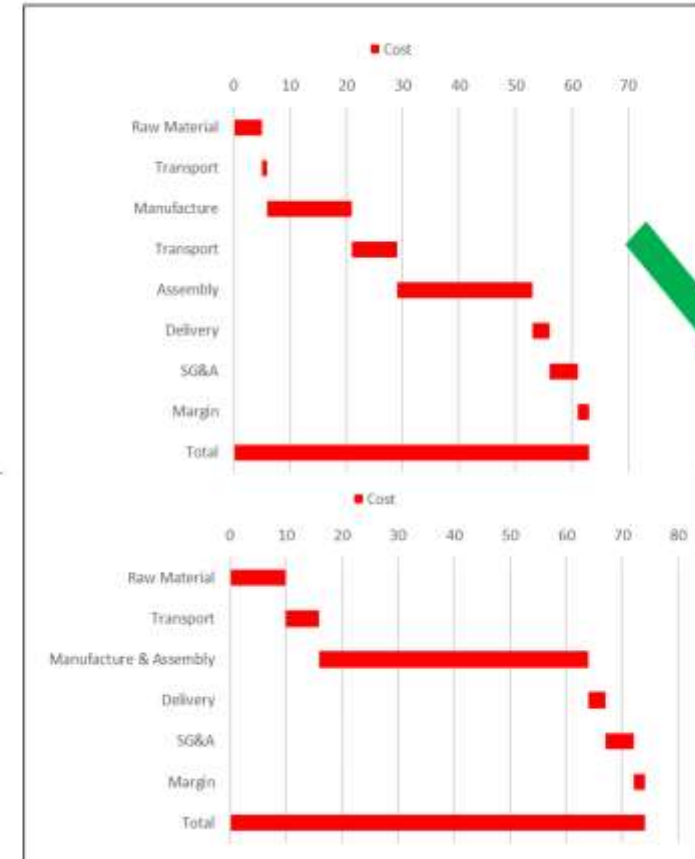
# Success requires shifting focus to broader impacts

## Option 1

- Cheapest raw Materials
- Offshore Manufacture
- Nearshore Assembly and Distribution

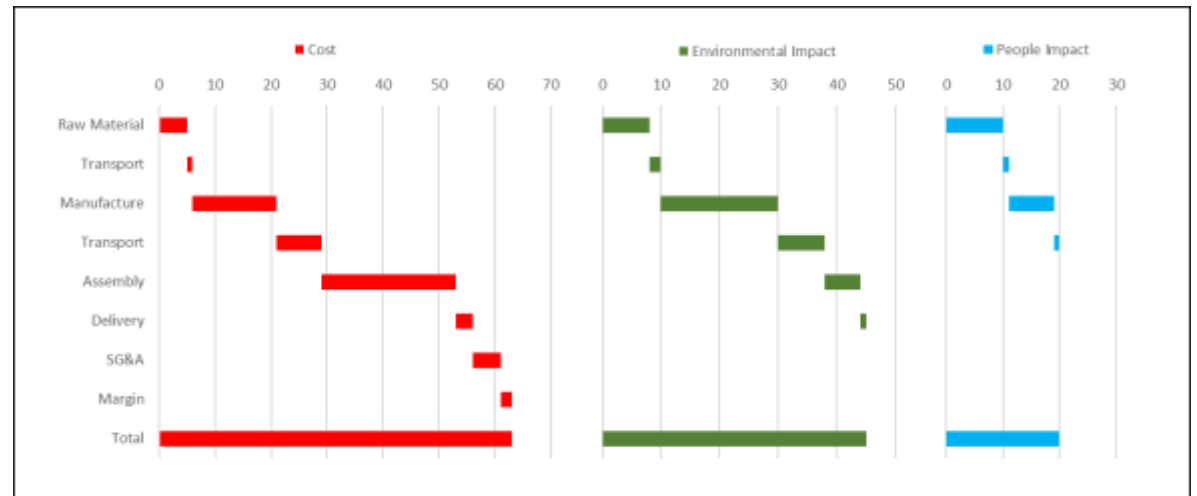
## Option 2

- Verified raw Materials
- Nearshore Manufacture, Assembly and Distribution



# Balancing profit, planet, and people is the new mandate

How good are we at Triple Cost Analysis?

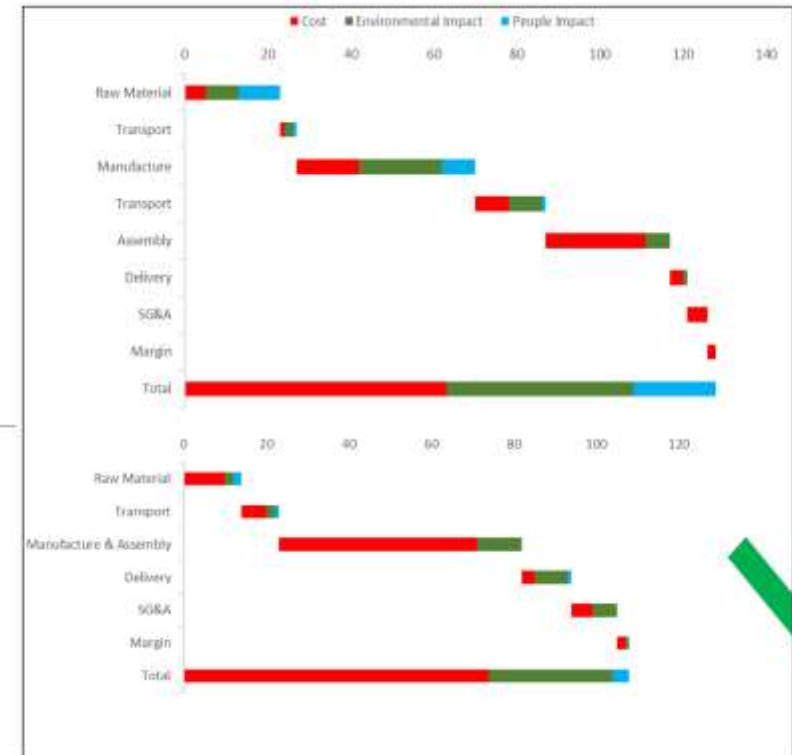


Triple Cost Analysis presents a different perspective

# Thinking about the Triple Bottom Line can guide better decisions

## Option 1

- Cheapest raw Materials
- Offshore Manufacture
- Nearshore Assembly and Distribution



## Option 2

- Verified raw Materials
- Nearshore Manufacture, Assembly and Distribution

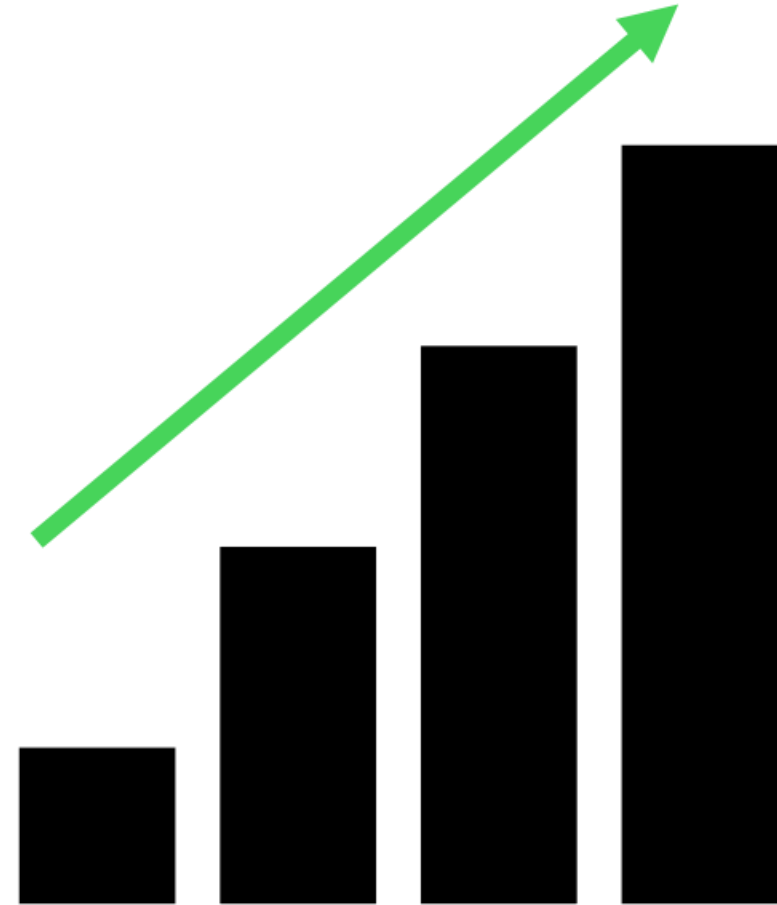


## Even small changes, like at Zurich Insurance, drive big results

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When evaluating bids in Indirects, Zurich made the 1<sup>st</sup> Question:

**“Is this a Social Enterprise?”**



We can take small steps to

# Can we make the Triple Bottom Line a reality?

1 = Low Cost 5 = High Cost	£		
Raw Materials	£	EEEEEE	PPPPP
Manufacture	££	EEE	PPPP
Assembly	££	E	PP
Transport	£££	EE	P



**Richard Beaumont**

Innovative Thinking - take a look  
at "The Procurement & Finance C...



**LinkedIn**



Questions  
(and let's  
chat)