



Triennial statement for years 2007-2008-2009 And future developments



Triennial statement for years 2007-2008-2009 And future developments

The Founders' Introduction message	1
Who Acquisti & Sostenibilità is and how they act	3
The reason for a choice.....	3
A&S mission	4
A&S values	4
A&S Board: forge of ideas and innovation cause	5
The value of A&S Members	5
The Association and its Network	6
Technology, the core support of A&S	8
Activities and key projects	10
Projects and studies	
Training courses	
key projects	
Strategic Supply Chain Group (SSCG)	13
Ethical codes and Subsupply ways –Plef	13
Datasheet for Sustainability Product and Service	14
Ethical Supply Chain Management Research - Altis	14
Supply Chain Observatory and CSR balance-sheets - Avanzi	15
Micro Survey Cesvi "Stop Child Labour - School is the best place to work".....	15
Sustainability Award CDO - Matching 2009	15
Green Public Procurement Guide- Certiquality	15
Our communication to create critical mass to develop awareness	16
How we use our resources	16
A look to the past and one to the future.....	23
Considerations on the first 3 years of activity.....	23
Next steps and our challenges for the next three years	24
Our three years in pills	26
Thanks	27



The Founders' introduction message

To all people supporting and observing us

This is the first public triennial Report of the Association. This is another step towards transparent and sharing spirit which belongs to Acquisti & Sostenibilità DNA: this Report helps us to go through the last 3 years spent with Members, Companies, Partners to reach the ideal goal of Purchasing and Sustainable Supply Chain.

As an introduction message to the Report, we would like to offer you some details about A&S origin and about its emotional experience.

In December 2006 Luca and I met in Rome and he suggested me a dinner to share his dream with me. We discussed about this for a long time and at the end of the dinner I almost fell in trance since I realized how this was the real way for our future professional life, but at the same time not only for us. This idea was giving us the chance to reach the values of personal and professional responsibility; it was going beyond near and far wide horizons and it was embracing much people than we could get in contact with day by day.

It was the possibility to combine the maximum in profession and competition to the ideal of action in a world where the care for the environmental resources and responsibility for the present and future wide Community found a better and well balanced arrangement. A macro-project with guidelines has followed and since January 2007 we have been meeting people who could help us to reach our aim: this has been the first conception of Acquisti & Sostenibilità.

Starting from the first meetings we have been very much surprised in seeing that people understood us and they espoused our cause, due also to the fact that we were convinced to reach an important aim and without a hidden purpose.

We can remember each detail of those meetings, we planned them carefully and in written, with precise goals and dividing our duties (we are Managers). The synergy in values and wishes was really surprising each time. The relationship with some of them was more on the side of love and friendship rather than only partnership. To reach sustainability is a satisfying but also binding experience, and it is normal so much love with and among those who have the same mission.

We can begin reminding Shaun Mc Charty and Emma Jane Allen from ActionSustainability, we met them in London and they were our first partners: they were the real forerunner on an European level of Sustainability in Purchasing and Supply Chain, always ready to share with us the online assessment, a useful tool still today present in our websites. And then Mario Molteni from Altis was our first Italian partner in our first research project. Marco Frey from Sant'Anna in Pisa and all the others. For reason of space we do not mention them all here, but we kindly invite you to have a look at the list of partners and members of the Scientific Board on our website. We are proud of them, not only for a reason of "ego", but also because we have built up a network of real organizations and positive people supporting all those who want to change their way to make business and also way of living.

The website was the next step, followed by the first applications from many Members starting from Primo Barzoni, a company owner who believes in our cause since the end of the 90ties. Then the first training days, our attending to events as speakers and media partners, and plenty of web contacts, coming also from foreign countries.

We have though refused some requests for membership, made just in order to try to "sell" products but not sharing our Values and our Mission, but they have been rare cases.

Another positive aspect in A&S can be seen in the constant research for the most useful solution, instead of losing time in needless discussions. We believe this to be the most pleasant way to live this kind of project, even if we often went home late at night or we worked during weekends, with great patience, feeling and support from our families.

Looking at the present time we consider the Board of Directors of A&S of a high level, the initiatives strictly selected, and we realize that the crisis has restrained the "motivation" of Sustainability in Italy, far beyond the "green washing" which someone is showing off.

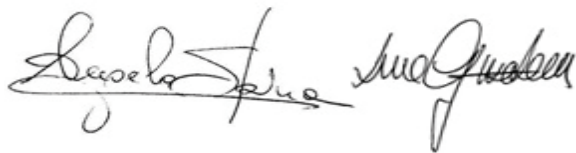
We all believe that a temporary slowing down is necessary, as this can be the future of the company business models. A responsible Company offers Customers, Employees and Community benefits which last in medium and long time.

This engagement is one of our best wishes for our lives and fulfil the many initiatives you can find in the report is the best anti-oxidating agent for our Soul, for the People around us and our Earth.

This is nothing exclusive, but on the contrary, this is only and always with all of you.

Yours sincerely.

Angelo Spina and Luca Guzzabocca
Chairman and Co-Chairman
Acquisti & Sostenibilità

Handwritten signatures of Angelo Spina and Luca Guzzabocca in black ink.

Who Acquisti & Sostenibilità is and how they act

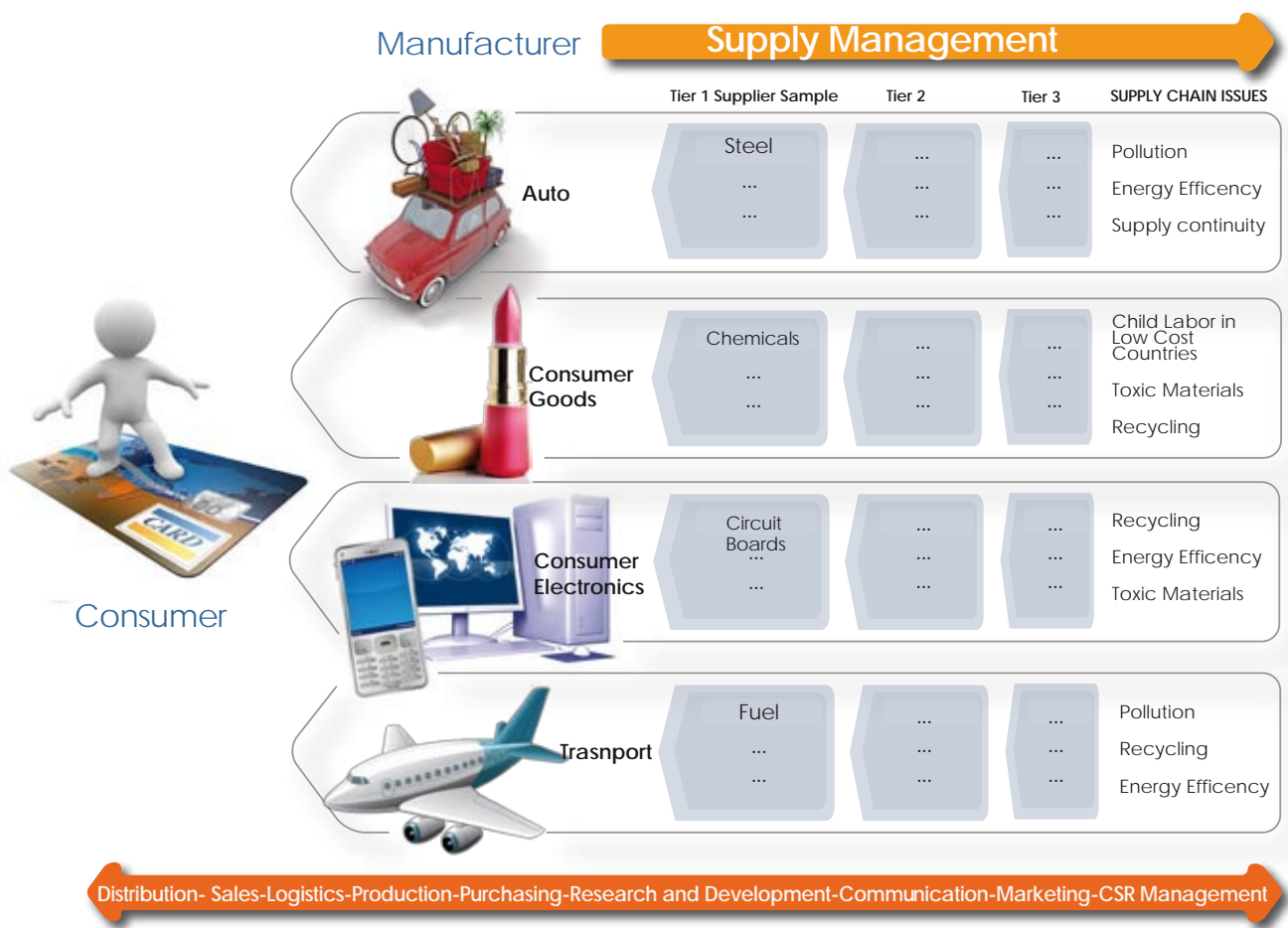
The reason for a choice

A new conception of making business has been adopted in the last decades. Concepts as sustainable development, environmental sustainability, social responsibility have today a wide echo, so that tools to reach them have been found and developed.

Despite of this a company willing to act in a responsible way may have still today some difficulties in making the right choices: the complexity of the present market, where the companies purchase from third parties goods and services from 30% to 70% of their turnover, leads to the research for more appropriate and skilled supports.

Acquisti & Sostenibilità (in the following pages written as A&S), non profit organization, aims to be a reference point for the economic actors to play the best possible role and to adopt the right expedients to manage and use third parties goods and services, and purchasing process and integrated logistics. That is to say **Economic Social Environmental Sustainability in Purchasing and in the Supply Chain**.

The virtuos circle of the supply chain





A&S Mission

Our mission is to be a reference point for private and public companies and to develop resources and tools useful to the growth of sensibility and awareness of the Human Resources regarding Economic Social Environmental Sustainability in Purchasing and Supply Chain.

Our mission is to build up an open Community, where its members could share the Association Values and Mission.

A&S Values

- Know-how, integrity, respect for the human being, the Community and the Environment
- Engagement for a better world for the present and future generations, a world where business competition and economic social and environmental sustainability can achieve together a long-lasting global improvement



A&S has written a “**Declaration of purposes**” both in Italian and in English.

Signing this Declaration the Member shares our engagement, as a free and responsible act without time limits. This is a personal choice to decide how to live our professional and personal time. This is also the first qualification to be a White or an Orange Member. The second request is to cooperate to spread and to use the themes of sustainability in Purchasing and in Supply Chain.

The Declaration is an operative tool to involve concretely the Human Being in building the present and a better future, with an even more integrated approach to the everyday work and life.

Signing the document, the member commits himself as follows:

- In my professional and personal life I will follow the love values and respect for the Human Being, always and everywhere
- I will try to find long-lasting solutions to protect the environment, with consistency and with a far-sighted attitude
- I will obtain economic results for the Company, to give long-lasting benefits to the Community too, with know-how and ethics
- I will do my best so that the consequence of my thoughts, my discussions and my acts may be a resource for the wellbeing of the present and future generations, so that the personal harmony may coincide with a global one
- I will continuously commit myself to spread the principles and aims of the Economic, Social and Environmental Sustainability, so that they can be understood in any group.

A&S Board: A forge of ideas And innovation cause

A&S Board of Directors is made by the Chairman and Co-Chairman, by managers and by company owners, who have chosen to commit themselves to A&S mission and transform principles and practises in their professional life to give their Company a long successful future.

Roles and responsibilities are given to the members of the Board according to their company positions, to their attitude and to their knowledge about their market.

M The Value of A&S Members

For the person

We knew from the beginning that the core subject was, and it is, borderline. We knew therefore that we would have been joined in particular by those really interested or involved for any reason in the way of the Supply Chain Sustainability. This guaranteed and still guarantees grounded and effective supports, even if we expected few of them. Nevertheless in this period we have achieved almost 200 Members, plus all the people belonging to the Partners & Network system.

The individual Members can support A&S as Lightblue or Orange Members, at low costs.

To be an A&S Member means to be involved in different activities, projects and initiatives supported by the Association and, if Orange or White Members, to actively follow specific projects.

Each A&S Member is updated on each subject of Sustainability in Purchasing and Supply Chain through the monthly newsletter of the Association and the quarter news published on the website, the events and conferences, the documents published in the confidential area and the magazines published by the Association Media Partners.

The Members receive a further benefit in terms of discounts, or free admissions in some cases, for events and training courses organized by the Association. Or also for those organized by other national and international associations; and the chance to receive free of charge, or in any case with an exclusive discount, subscriptions to the magazines of the Association Media Partners.

For the Company

A&S invites also public and private companies to join the Association, as a White Supporter Member.

In this case they are given all the benefits of the individual Member plus the chance to be present on the A&S website, with their logo and a company profile description and their sustainability projects on the page dedicated to the supporter Members.

The White Member can support the training projects of the Association (in partnership with Onlus, ONG and Social cooperatives) with the hospitality in the company headquarter and they can organize cultural events on sustainability matters, such as:

Buyers Workshop: meeting Purchase Managers (customers and/or prospects)

Sales force Workshop: meeting sales and marketing

Suppliers Workshop: meeting with suppliers

Moreover they can cooperate to write and check the sheets sustainable product/service, they can suggest case study, they can carry out researches with Universities and other organizations, and they can become themselves spokesmen in sharing the best practice and the experiences.

For both of them

A&S has kept the 3 association fees unchanged for the years 2007-2008-2009, following the purpose to have the "sustainable" shares, which shouldn't be a burden on the economic situation of companies and people. And this also has helped the new members to get near a subject still not sufficiently perceived as a real investment.

The Association and its Network

Following a logic of facing the international background on this subject and to get richer by sharing experiences with other Countries, A&S has founded an "alliance of purposes and mission" with ActionSustainability (UK), first foreign partner in our Network. This has also helped us to join as the only foreign member the Strategic Supply Chain Group (SSCG), "think tank", aimed at the development of ideas and innovative proposals for the Supply Chain sustainability in the English public and private field.

We joined international partnership also with the Organizations: Responsible Purchasing Network (RPN) in USA and with the Canadian BuySmart.

In their Countries the 3 organizations were highly involved in the same high aim as we were in Italy. The present agreements concern the exchange of information, training, best practice and common project initiatives.

A&S has created a further contact point beyond the ocean, thanks to 2 members of the Board of Directors present in China and Australia, with the aim of developing further synergies.

Universities and Business Schools have a strategic role for A&S to learn and share themes regarding the Corporate Social Responsibility. Therefore we developed studies and projects together with some academic organizations, and the participation on this particular theme in many training university courses and Masters.

The cooperation with Asset Banking Consortium (ABC) and Procurement Executive Circle (PEC) has permitted us to have a strong partnership with the Italian communities of buyers and executives in the Purchase and supply chain world. A&S cooperates with them and they help us in spreading widely our mission.

A&S firmly cooperates with the magazines L'Ufficio Acquisti and Strategie & Procurement, in which we take care of the sections dedicated to Sustainability, ICT Security, Mission and Mission Fleet, Food Packages, and Impactus.

The most important themes in which A&S is involved are the following:

- *Social and environmental sustainability in Purchasing and supply chain and competitiveness*
- *Recycled energies*
- *green ICT*
- *green fleet & business travel*
- *CSR*
- *eco-packaging*
- *new models/processes of sustainable business*
- *ethical and behaviour codes*
- *impacts of the Environment and Social certifications*
- *technology researches*
- *A&S promotion and diffusion*

The Networks and Partners complete panel is the following:

NATIONAL

Universities, Schools of Management and Research Centres



UNIVERSITA' DEGLI STUDI DI SIENA



Communités



Experts



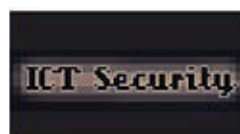
Onlus, Foundations, non profit Associations



Media Partners



STRATEGIE & PROCUREMENT





Media Partners



Technology, the core support of The Association

A modern website

During the first information steps and for those who try to behave in a responsible way it is much important to have the right communication and A&S wants to check each detail starting from its website.

To reach a good communication A&S has created an easy and detailed website www.acquistiesostenibilita.org.

Anybody going on the website can have information and suggestions: useful links, glossary, immediate researches with their results, two of the free of charge assessments regarding Sustainability (one in partnership with ActionSustainability and the other with PLEF), news, newsletter and print review, training events and conferences already made or being organized in Italy and abroad, studies and projects, partners and networks, blogs.

The website is available in Italian and in English, and we are preparing an introduction home-page in French, German, Spanish and Chinese.



Business Social Network: the Group "Friends of Acquisti&Sostenibilità"

The idea of the Network has been supported by the need to link experts coming from the different industries and fields to offer the Members and friends the best level of know-how and project contributions.

The above belongs to the side of preparing and producing ideas, documents, projects. The reverse of the medal is to develop a Network which is able to spread globally those contributions. We have therefore applied to LinkedIn, the most well-known business Social network on the web.



In 2009 Acquisti & Sostenibilità created a LinkedIn group, "Friends of Acquisti&Sostenibilità", to "bind" virtually professional people on an international level. Within few months from its birth, the Group is already made by almost 200 people, even with active contributions as blogs, information and subjects sharing.

Video-telephone communication

From its birth A&S has also a Skype connection to make the communication with its Members and its network easy and cheap.



call: acquisti e sostenibilità

Activities And key projects

A&S wants to spread a deeper attention to the processes of Purchase, Logistics, Supply Chain and of Companies, Corporations and Organizations to reach a higher consideration of our Environment and of the Human being in a better future for the future generations.

A&S tries to reach this goal by supporting meetings of business people through:



- Workshop
- Seminars
- Training courses at different levels: the level depends on the knowledge of CSR strategy used in the organization, which can be at a starting stage, or a preliminary stage
- Different types of resources such as newspaper articles, research documents, case studies, guidelines for buyers, etc

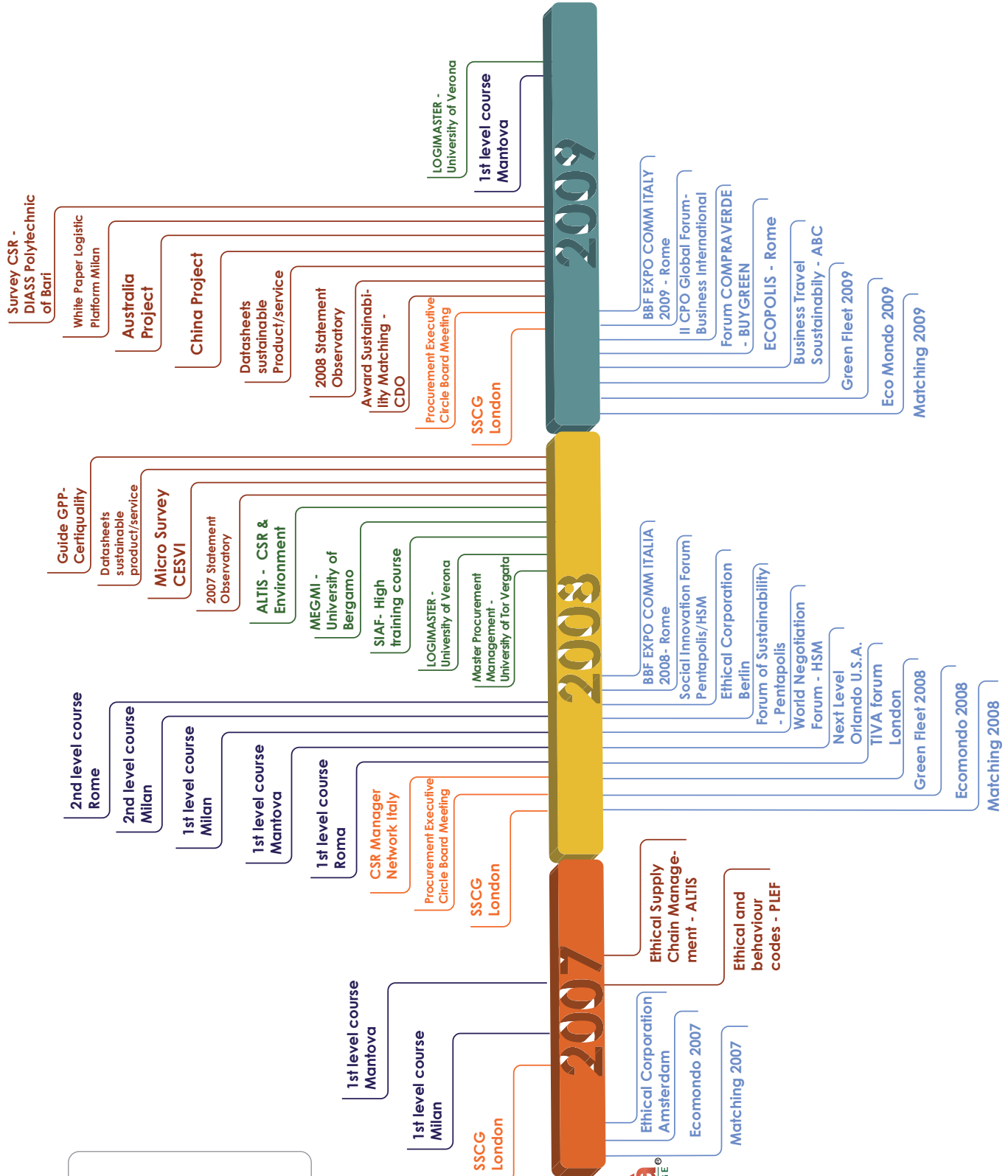
A&S works also through business cases to show the benefits of a sustainable approach. From this step its contribution develops to the strategy implementation steps, since often people working in these inter-functional processes duly need to be supported while choosing the environmental strategies and Social responsibility.

A&S joins many national and international projects aimed at promoting knowledge and at studying behaviours in Italy and in other Countries and of other cultures, and in some cases they are the only foreign partner in the project.

Herewith following a timeline and three yearly dashboards summarize the main A&S projects during its 3 years of life:

- Universities & Schools of Management Teachers
- Studies & Projects
- Workshop, Seminars & Expos
- Projects in community
- Training

2007 2008 2009



Events:

A&S has been often called to join as speaker and/or supporter to many national and international events.

Just as examples in Italy: Ecomondo, GreenFleet, BuyGreen, Matching, World Negotiation Forum and many seminars of Business International; and abroad: NextLevel in Orlando, Ethical Corporation in Amsterdam, Berlin and London, IIR in Budapest.

Projects & Studies:

Among the most important ones we have organized and being organized

- Ethical Supply Chain (ESCM), study on Italian and English Companies in China and India (in partnership with ALTIS, Bath University, Loyola College),
- 2008 Award of Excellence Waitrose & John Lewis for the Sustainable Supply Chain dedicated to the Italian and English Companies (in partnership with Business In The Community-UK),
- The Observatory on 2007-2008 Social-Environmental Statements to underline the Sustainability activities in the Supply Chain (in partnership with Avanzi),
- The project about the ethical and behaviour Codes and Subsupply (in partnership with PLEF- Planet Life Economy Foundation),
- the CESVI research - Micro Survey "Stop Child Labour - School is the best place to work",
- the research on how the company activity of Social responsibility is able to survive to great changes (in partnership with DIASS -Politecnico di Bari),
- 2009 Award Sustainability Matching-CDO
- the guidelines Green Public Procurement of Certiquality
- the datasheets of sustainable product/service, in other words the guidelines for the company for a responsible purchasing and use

Training courses:

Training courses are particularly addressed to Companies and Organizations willing to learn the base and advanced know-how to begin projects of sustainability in Purchasing and Supply Chain.



We therefore offer first level courses such as **"The basis of sustainability in Purchasing and Supply Chain"**, and second level ones such as **"Total costs of sustainable ownership"** and **"Strategies and goals for the sustainable supply chain"**.

Following its developing spirit for the entire Community, A&S has chosen to organize 1st and 2nd level events, offering the gross margin to the initiatives of the Onlus and ONG, partners in these training courses.

In 2008 A&S, in partnership with SIAF-School of Management and Scuola Superiore di Studi e Perfezionamento Sant'Anna in Pisa, has organized a post-graduation training course in 40 hours.

Other training courses are addressed to Masters and University courses, where we request a particular contribution to experts on the subject of sustainability in the supply chain.

A&S has been and is always present in the academic field, attending discussion sessions organized by many Universities and Business Schools (ALTIS, University of Tor Vergata, Europe University, Logimaster of University of Verona)



Projects and Studies in Pills



Strategic Supply Chain Group (SSCG) + ActionSustainability

The Strategic Supply Chain Group (SSCG) is a program born in 2006, which has been promoted and coordinated by ActionSustainability in London. A&S began to cooperate to this project in 2007 and we are the only not English partners in this program.

SSCG is a work-group where important exponents of public and private Companies meet. They have the aim to explore each emerging aspect regarding the sustainability in Supply Chain and to be an advanced reference point on this subject for the public (Government) and private field in England, but not only there.

The main purpose of this offer is to help organizations to go beyond both real and perceived barriers and to be able to manage sustainability in Supply Chain. Moreover they want also to support the agenda preparation for the private field and the Government activity in managing the sustainability in the Supply Chain.

This project has the aim to give a focus for discussion about the emerging needs in this field, which may therefore have an influence on the different policies. It might also help the reaction to change at a CdA and in the global Supply Chains, and help the private field and the Government offices to reach the maximum benefits in an aware management of the Supply Chain, also by helping to reduce the reputation risks in the private and Government field.

A&S considers this participation and cooperation with SSCG as a precious occasion to improve the knowledge on this theme in Italy, through the diffusion of information and know-how coming from the Anglo-Saxon world.



Ethics and Behaviour codes in the Subsupply + PLEF

A&S, together with its Partner PLEF, has begun to study the identification of benefits coming from the Ethical and Behaviour Code and its impact on the subsupply chain. Starting from the available data on Ethical and Behaviour Codes in Italy, the research wants to link Sustainability and Competitivity within the Company. Its aim is to find elements from Tableau de Bord for company managers, so that they can be able to check the implementation level in the Ethical Codes and the even economic benefits coming from its application in the Companies.

With this project Companies can be supported to perceive that the application of the Ethical and Behaviour Code is really important for the following reasons:

- to protect the received interests of stakeholders
- to give an important economic advantage to the companies



Datasheet Sustainability Product and Service

The "Datasheet Sustainability Product and Service", born in April, is a not expiring project. A&S gives to its Members some datasheets which are short guidelines to help the company to find basic criteria in selecting the sustainable features of the product and service they need to purchase, both from the environmental and social point of view.

They also include some aspects linked to the supplier/producer care towards these subjects in the company in general and in the supply chain. The datasheet can be easily examined according to the following main points and chapters:

- Introduction – some general information on the environment and Social impact in the field and in the market of the chosen product and service
- Environment and Social aspects – specific features of the chosen product and service
- Standards – those of main reference for the chosen product and service
- Further suggestions – attention to the main points related to this subject, such as organization, human resources, change management, communication

The datasheet is revised periodically (at least once per year or on-a-need basis) to keep the information always updated for the Orange and White Members. It can also be supported by Partners and White Partner Companies, with a specific know-how in that field, but with no advertising aim.

The datasheets which are today available are the following:

- How and where to begin from (base guideline for the buyer)
- Business Travel
- Company cars
- Packaging
- Paper
- Products for the office
- Photovoltaic energy
- Light

Other datasheets are being prepared according to different macro-industries.



Ethical Supply Chain Management Research + AITIS

This research began in July 2007 with an eye on the Italian, English, Indian and Chinese markets. The study main purpose is to offer a view on the situation of the Italian and English Purchasing from China and India on the subject of sustainability.

The aim of this research is to measure the implementation level of initiatives and practices of ethical sourcing and green procurement in four specific Countries: Italy, Great Britain, India and China. These sustainability aspects are evaluated for Italy and Great Britain by Purchasing from India and China, and for the 2 Asian countries by local Purchasing.

Data have been collected by interviews, at a first step surveying the general aspects of the person, of the company and of the Supply Chain structure. At a second step data were linked to the company and the Chinese/Indian supplier. And at the end there is a dedicated area focused on the possible existing policies on the Social and environment aspects within the company.



Supply Chain Observatory and CSR balance+sheets+AVANZI

In partnership with Avanzi, in the last 2 years A&S has carried out an yearly research about the Supply Chain in the environmental, social and sustainability reports made by the Companies quoted in the Milan Stock Exchange.

We have studied which Companies quoted in the Italian market with a CSR balance-sheet have given the right space to the Purchasing and Supply Chain subject. The aim was to verify how deep these Companies dealt with the Social responsibility in the Supply Chain, underlining the content critical and force points.

We have moreover suggested the way to go deeper into the Social responsibility in Supply Chain, with particular reference to the reporting ways. This project would like to help companies in discussing subjects such as Social transparency and responsibility in the Supply Chain.



CESVI Micro Survey "Stop Child Labour

School is the best place to work"

In October 2008 A&S decided to support the international campaign "Stop Child Labour – School is the best place to work", promoted by CESVI with the European network Alliance 2015, and thanks to the financial support of the European Commission and active in Italy, Germany, The Netherlands, Denmark, Tchech Republic and Ireland. The campaign aims at drawing the attention to child labour exploitation and to the defence of their right to study. Its purpose is to create dialogue and discussion in each Country with the most important social classes to take the child labour exploitation to the first level in the economic and political agenda.

This campaign principles are based on reminding that the child labour exploitation denies to the children their right to study and to education. If child labour is cancelled, each child and teenager are guaranteed the chance to have a full-time instruction. Furthermore each exploitation of children labour is not acceptable and it is each Government, international organization and company duty to be sure not to involve children in labour and to respect the international labour standards.

CESVI offers companies a micro survey to measure the awareness in taking care of the labour standards and in particular of the strategies which can be used to prevent or avoid all forms of exploiting children and teenagers in the labour world.



Sustainability Award CDO + Matching 2009

A&S has been a member in the Promoter and Scientific Committee for the first Sustainability Award, addressed to the Members of Compagnia Delle Opere and of Matching 2009.



Green Public Procurement Guide + Certiquality

In 2008 A&S contributed to the Certiquality guidelines on the subject of the international experiences of green public Purchasing.

Our communication to create critical mass to Develop awareness

A&S website is very accurate and full of interesting material for those who begin to approach the world of sustainability in the Purchasing and the Supply Chain. It has about 3000 visitors per month, 30% of these from foreign Countries (mainly from USA and Europe).

Our website is visited mainly by Purchasing and Supply Chain Managers (in the database we have about 1.300 companies) and by professional men and other company positions (CSR managers, Managing Directors, CEOs, Research & Development Managers, Marketing and Sales Managers, company owners, reference people for public organizations, onlus, ong, reporters, university teachers, students, etc.).

A&S database mailing list is made by more than 2500 names, plus a quite high indirect number of contacts we reach through our network, which is near to 60.000.

The database mainly represents the typical Italian picture, that is to say a full presence of the small and medium companies, about 60%.

A&S is not present only with the website, but we publish many newspaper articles each year (about 20) on many media partners magazines such as: L'Ufficio Acquisti, with 12.000 contacts; Strategie&Procurement, with 4.000 contacts and which has increased the presence of our articles starting from 2009; on request, in Mission, Mission Fleet, ICT Security, Food Packages, Supply Management (UK).

How we Use Our resources

A&S commitment is to use the economic resources coming from memberships and donations, to assure the operative activity of the organization and to promote, project and support the researches and studies about the know-how, object of our mission.

Each year A&S makes a report on the activities editing a balance-sheet; in the following pages the information of the balance-sheets for years 2007-2008-2009 are summed up.

Revenues and Payments statement And balance sheet

2007

SECTION A Revenues and Payments

T
Figures in €

T-1
Figures in €

A1 revenues of the period

Typical assets
Donations
Accessory assets
Extraordinary assets
Equipment
Received interests
sub-total

€	8.040,00	
€	3,92	
€	8.043,92	

A2 Equity revenues

Revenues from disinvestments
Revenues from received loans
sub-total

€	-	

A3 TOTAL REVENUES

€	8.043,92	
---	-----------------	--

A4 Payments of the period

Typical assets
Promotional assets – funds
Accessory assets
Assets of general support
Extraordinary payments
Other payments
sub-total

€	4.102,40	
€	2.950,08	
€	700,00	
€	187,20	
€	7.939,68	

A5 Equity payments

Investments
Loan return
sub-total

€	-	

A6 TOTAL PAYMENTS

€	7.939,68	
---	-----------------	--

Difference between revenues and payments

€	104,24	
---	--------	--

A7 Funds at the beginning of the year

€	-	
---	---	--

A8 Funds at the end of the year

€	104,24	
---	---------------	--

Revenues and Payments statement And balance sheet

2007

SECTION B Assets and liabilities at the end of the year

Divisions

B1 LIQUID FUNDS

Details	Euro
Bank	€ 100,54
Cash	€ 3,70
TOTAL LIQUID FUNDS	€ 104,24

Matching with the total
Section A8

B2 MONETARY AND FINANCIAL ASSETS

Details	Euro

B3 ASSETS FOR THE COMPANY USE

Details	Cost (optional)	Current value (optional)

B4 LIABILITES

Details	Due Amount	Due date (optional)

B5 SHAREHOLDERS EQUITY

Details	Amount
2007 Profit	€ 104,24

Revenues and Payments statement And balance sheet

2008

SECTION A Revenues and Payments

T
Figures in €

T-1
Figures in €

A1 revenues of the period

Typical assets
Donations
Accessory assets
Extraordinary assets
Equipment
Received interests
sub-total

€	18.300,00	€	8.040,00
€	-	€	-
€	73,05	€	3,92
€	18.373,05	€	8.043,92

A2 Equity revenues

Revenues from disinvestments
Revenues from received loans
sub-total

€	-		

A3 TOTAL REVENUES

€	18.373,05	€	8.043,92
---	------------------	---	-----------------

A4 Payments of the period

Typical assets
Promotional assets – funds
Accessory assets
Assets of general support
Extraordinary payments
Other payments
sub-total

€	5.185,84	€	4.102,40
€	6.539,57	€	2.950,08
€	-	€	700,00
€	1.021,41	€	187,20
€	12.746,82	€	7.939,68

A5 Equity payments

Investments
Loan return
sub-total

€	-		

A6 TOTAL PAYMENTS

€	12.746,82	€	7.939,68
---	------------------	---	-----------------

Difference between revenues and payments

€	5.626,23	€	104,24
---	----------	---	--------

A7 Funds at the beginning of the year

€	104,24	€	
---	--------	---	--

A8 Funds at the end of the year

€	5.730,47	€	104,24
---	-----------------	---	---------------

Revenues and Payments statement And balance sheet

2008

SECTION B Assets and liabilities at the end of the year

Divisions

B1 LIQUID FUNDS

Details	Euro
Bank	€ 5.678,92
Cash	€ 51,55
TOTAL LIQUID FUNDS	€ 5.730,47

Matching with the total
Section A8

B2 MONETARY AND FINANCIAL ASSETS

Details	Euro

B3 ASSETS FOR THE COMPANY USE

Details	Cost (optional)	Current value (optional)

B4 LIABILITES

Details	Due Amount	Due date (optional)

B5 SHAREHOLDERS EQUITY

Details	Amount
2008 Prof	€ 5.730,47

Revenues and Payments statement And balance sheet

2009

SECTION B Assets and liabilities at the end of the year

Divisions

B1 LIQUID FUNDS

Details	Euro
Bank	€ 16.282,74
Cash	€ 247,99
TOTAL LIQUID FUNDS	€ 16.530,73

Matching with the total
Section A8

B2 MONETARY AND FINANCIAL ASSETS

Details	Euro

B3 ASSETS FOR THE COMPANY USE

Details	Cost (optional)	Current value (optional)

B4 LIABILITES

Details	Due Amount	Due date (optional)

B5 SHAREHOLDERS EQUITY

Details	Amount
2009 Prof	€ 16.530,73

A look to the past and one To the future

Considerations on the first three years of activity

For A&S this report has been an important occasion to make the first balance on the quantity and quality of the work done and on the goals for the future.

In this exercise we wanted to involve directly our stakeholders, committing a third party to carry out interviews to a group of people belonging to the following positions:

- Purchasing Managers
- Network of Purchasing Managers
- CSR managers
- Universities
- Media partners
- Onlus organizations

They were requested to give us the following answers:

- their opinion on the Association main forces
- their opinion on the Association main possible improvements
- their expectations from us
- suggestions about the goals for the future years

Strenghts

The interviews and the results of an internal discussion on this subject has underlined the following main forces:

- Build a network to reach the critical mass to improve the spreading and evaluation of this subject in the companies
- A&S quick diffusion in Italy and the renown know-how
- The international exchange of experiences to reach maturity and enrich our know-how
- The promotion of the vision of processes for making business and the focusing on the global interest in the company for a competitive sustainability

Improvements

The aspects to be improved are the following:

- An even richer communication
- The development of Fundraising projects to finance other researches and studies
- Raise the integration with other company positions
- Collect and spreading of good practice and discussion meetings
- More attention to the small and medium companies world, supporting them in understanding and fulfilling this subject

Next steps and our challenges for the next three years

Partnership with Italian and Foreign Universities and Schools of Management

We will continue to strengthen this partnership through:

- Studies and participation with specific teaching on this subject
- Promoting the 2010-2011 yearly study in Italy on "Sustainable procurement" by the School of Management HEC in Paris
- Organize ad-hoc seminars with 2 Italian Business schools and 2 North-Italy Universities
- Organize an ad-hoc event in South-Italy Universities

Our contribution to the spreading of the Sustainable Supply Chain culture

- To be present in Italy where there are institutional and not institutional discussions on the subject of the sustainability in the Supply Chain to be able to support a constant discussion and creation of a "think tank"
- To found a new Sustainable Economy Academy, promoted by a Partner of ours
- To be the meeting point between private and public field and offer a tight cooperation with one or more National public Purchasing centres on specific points
- To Begin to build the new position of "sustainable procurement manager" also for the Italian company, through the creation of the job description and in partnership with important Human Resources companies and head-hunters
- To continue to participate to the discussion of SSGG to contribute to transfer know-how in Italy and the needful vision to increase awareness
- To make other sustainable product/service datasheets about marcoindustries such as data centers, building trade, company food chain, products for cleaning, office furniture and all the others which can be useful
- To develop the theme of Sustainable Business Travel and Sustainable ICT
- To edit a guide for the diffusion of the individual "virtuous" behaviours in the everyday life (office, school and family)
- To build up a Labour Group to identify the methodology to calculate the economic advantages linked to the sustainable choices in the financial and insurance field
- To edit a guideline about the Key Performance Indicator and Metrics, which are specific for monitoring and managing the sustainable programmes in the Supply Chain
- To welcome all the people who bring know-how, ethics and desire to develop one of our projects

To strengthen our partnership with AVANZI

- To maintain and improve the yearly Observatory on the Social-Environmental Reports of the Italian Companies, also by promoting it at the right occasion with our Partners support

Communication

- To host 2 blogs on our website, on sustainable mobility and green ICT, and to suggest others on specific subjects in the future
- To participate as active partners in the Promoter and Scientific Committee of the 2010 Sustainability Award of Matching - Compagnia Delle Opere
- To give more and structured visibility to the support to Onlus through the project "Onlus, A&S friends"
- To further develop the contents of the LinkedIn fiends "Friends of Acquisti&Sostenibilità"

Training

- To begin a significant update of the 1st and 2nd level training project
- To cooperate with Universities and Secondary Schools to explain the meaning and the importance to purchase with responsibility
- To support younger people willing to learn this subject, through stages and tutoring
- To promote workshops with our network on vertical subjects per macro-industries and specific to our network

New Partnerships and extension of the National and International Network

- To develop the existing connexion with China and Australia, and in particular:

China

- To develop 2 strong partnerships with a local Association and a University
- To participate to a couple of conferences per year presenting our Association
- To write articles on the Chinese background both in Italy and in China
- To develop a project by studying some Chinese Companies to understand and evaluate their positioning in the sustainability field
- To create in China a reference organization for the Italian companies which want to develop their market within the sustainability field

Australia

- To promote A&S and the subjects faced in Australia
- To widen the network and to find Partnerships with organizations like ours and working in Australia
- To get in touch with the local Universities, with CIPSA and with the local institutions with which we can have a mutual benefit

Rest of the world

- To enlarge the international partners network in other Countries, beyond UK, USA and CANADA
- To continue and to strengthen the cooperation with foreign "sister" organizations like ActionSustainability, RPN and BuySmart to reach the common goal of leading Companies to face the Sustainability subject in the Supply Chain in their strategies and in their Board
- To develop communication and survey technologies to spread, give and get updated and complete information at a national and international level

In Italy

- To enlarge our network towards organizations committed and involved in the vertical sectors of the market

Details and updates of these operations will be soon available on the website.



SCIENTIFIC COMMITTEE

11 Experts in the Scientific Committee

MEMBERS

200 Individual Members

18 Company Members

PARTNERS & NETWORKS

23 National partners

3 International partners (USA, UK, Canada)

6 National media partners

1 International media partner (Portugal)

EVENTS & TRAINING

5 Free of charge seminars

4 1st level training courses

1 High training course

9 Participation as speakers to international events

19 Participation as speakers to national events

RESEARCHES & STUDIES

2 Annual observatories

6 University researches

COMMUNICATION & WEB

3 Articles on international magazines

44 Articles on national magazines

3 Groups of radio daily spots

2 Sustainability Award

2 Free of charge online assessment

14 Online inquiries (minipolls)

4 Events with compensated CO²emissions

1 LinkedIn group (Friends of Acquisti&Sostenibilit ) with about 200 members

3000+ Monthly visits to the website

2500+ Database mailing list contacts

60.000+ Indirect contacts at a national and international level

A&S would like to say Thank you

A&S would truly like to thank all our Members, the Board and all the people who in particular moments and continuously have supported and inspired us in these three years of high passion and commitment, and we are sorry if in this list we have forgot somebody.



Lylen Albani, Marco Albino, Nicola Antonucci, Silvia Arban, Enzo Argante, Danilo Augugliaro ,Roberto Bacchi, Davide Barbato, Maria Rosa Baroni, Matteo Bartolomeo, Roberto Barreri, Mike Barry, Primo Barzoni, Carlo Basadonna, Chema Basterrechea, Dario Beltrame, Antonella Bernasconi, Irma Biseo, Marco Borgarello, Antonio Borghesi, Eduardo Bosch, Carol Boutin, Stephen Brammer, Gregg Brandyberry, Maria Teresa Brassiolo, Bruno Cachaco, Rosemarie Caglia, Daniele Calciolari, Enrico Camerinelli, Stefania Cantù, Federico Caporali, Lidia Capparelli, Sasa Carpaneda, Marino Cavallo, Paolo Cederle, Corrado Cerruti, Massimo Ceruti, Francesco Ciliberti, Giovanni Corbetta, N.Chandrasekaran, P.Christie, Paolo Chiaverini, Silvana Ciceri ,Fabio Corno, Anna Laura Cubello, Eliana D' Aquanno, Marco D' Angelo, Matteo D' Elia, Tiziano Degiuli, Davide Dal Maso, Laura Deitinge, Massimo Derchi, Marco Di Pietro, Emilio D' Orazio, Valerio Di Bussolo, Simona Elli, Francesco Farina, Elido Fazi, Laura Ferri, Alessandro Finicelli, Ferruccio Fiordispini, Stefano Fraccaroli, Marco Frey, David Fucili, Fanny Garcia, Bonnie Nixon Gardiner, Lelio Gavazza, Tiziano Gatti, Paolo Ghinolfi, Annibale Ghisolfi, Gianluca Gibelli, Grazia Maria Giordano, Riccardo Giordano, Gianfranco Giorgini, Antonella Iaconis, Emma Jane Allen, Gerardo Iula, Diane Laschet, Nicola Lubian, Deborah Lucchetti, Franco Macchi, Fabio Macchitella, Jason Madigson, Massimiliano Magi Spinetti, Paolo Mamo, Satia Marchese, Gigliola Mariani, Ivan Mazzoleni, Shaun McCharty, Giorgio Milesi, Andrew Millington, Sebastiano Missineo, Mario Molteni, Simone Molteni, Francesca Mostardini, Vincenzo Morabito, Barbara Morrison, Francesca Mostardini, Guido Nassimbeni, Fosca Nomis, Chris O'Brien, Alessandro Panzeri, Diego Pedroli, Giovannina Pelagatti, Chiara Pesatori, Gustavo Piga, Stefano Piziali, Pierpaolo Pontraldolfo, Daniela Pozzi, Nicola Pumilia, Sonia Quarchioni, Eleonora Rambaldi, Sebastiano Renna, Gianmaria Riccardi, Paolo Ricotti, Amy Robinson, Armando Romaniello, Paola Roncareggi, Andrea Ronchi, Luigi Rossetti, Luca Saglia, Carla Salerno, Luca Saporetti, Marco Sartor, Alfonso Savi, Roberto Scaramuzza, Simone Schiavetti, Walter Serrentino, Kavita Shial, Paola Signori, Elio Silva, Paul Snell, Andrea Solari, Claudio Soldà, Francesco Sperandini, Ariane Thomas. Andrea Tiberi, Francesca Tommasi, Antonietta Tomasulo, Cristina Varone, Federico Versace, Ferdinando Vigorito, Gian Luigi Volpara, Thomas J. Westbrook, Mauro Zanandrea, Roberto Zangrandi

A particular and special thanks to:

Paola, Leonardo
Marta, Filippo, Caterina, Aurora

We thank company Avanzi – Idee, ricerche e progetti per la sostenibilità, for the methodology, the interviews and texts.



This document is available also on the website www.acquistiesostenibilita.org



We invite you to join the A&S project, because we really believe that the know-how on the subject of Sustainability will become a key element for your professional life and for your company.

For memberships and more details:
www.acquistiesostenibilita.org
email: info@acquistiesostenibilita.org



NOT FOR PROFIT Organization

Operative headquarters: Via P. Maroncelli, 9 - 20038 - Seregno (MB) - ITALY
Legal address: Via Laurentina, 447A - 00142 - Roma - ITALY



<http://www.acquistiesostenibilita.org>



info@acquistiesostenibilita.org



Friends of Acquisti&Sostenibilità



Acquisti & Sostenibilità