



Solution Provider



Technical Partner



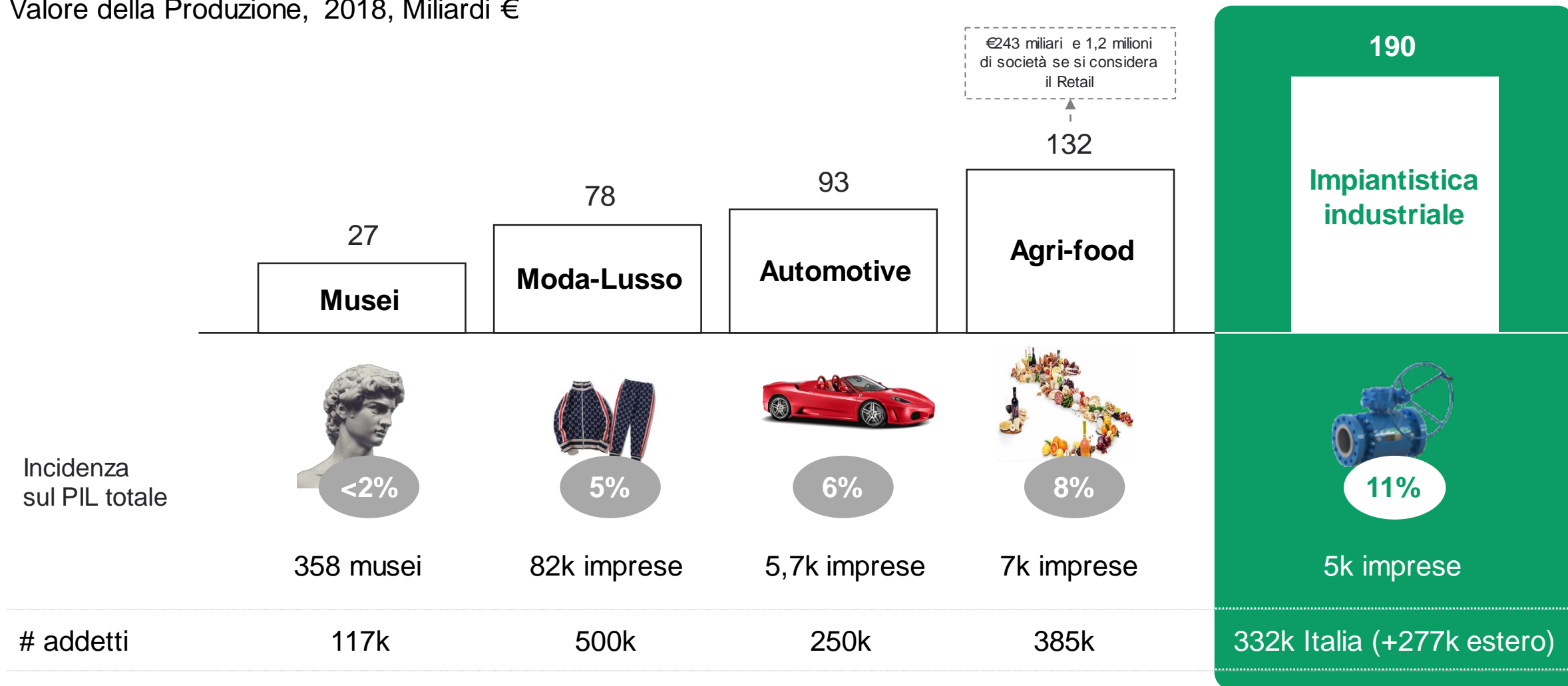
# Misurare e migliorare la Sostenibilità ESG della Filiera di Fornitura

L'approccio collaborativo adottato dell'Impiantistica Industriale

Maggio 2021

# La Filiera dell'Impiantistica Industriale «Made in Italy»

Valore della Produzione, 2018, Miliardi €



# You are as ESG Sustainable as the last of your critical supplier is.

Companies' Revenues in B2B		
Purchases (>50%)	Other costs	Margin

# If you can't measure it, you can't improve it.



Sir William Thomson

Inventor of the Kelvin international  
system of absolute temperature

# INDUSTRY-SHARED and INDEPENDENT approach

ESG SUSTAINABILITY ASSESSMENT WORKGROUP created in July 2019



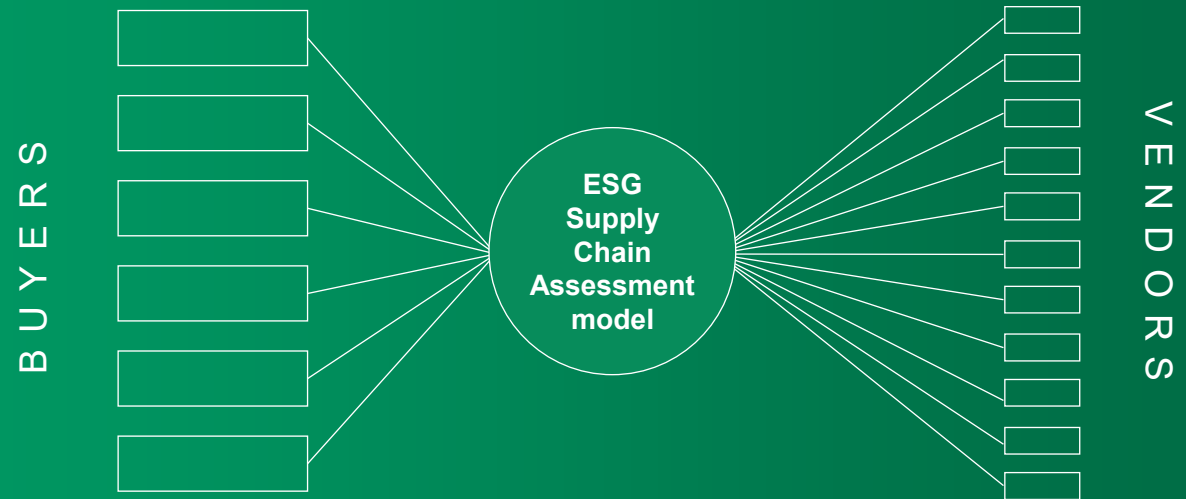
FINCANTIERI



Partners



OPEN INNOVATION FOR A TRULY INDEPENDENT SUPPLY CHAIN ESG MODEL



- ✓ Independent & Transparent
- ✓ Industry-shared **Guideline, specific for Plant Engineering industries** and based on **international best practices**
- ✓ **Free-of-charge for Vendors**
- ✓ **Fully digital, simple and easy-to-use**, with possibility to **integrate it into Vendor Management and Risk Management processes**



The workgroup is always open to other players to join the ongoing discussion

# 10 principles behind the ANIMP ESG initiative, as defined in '19

Mapping of **Sustainability needs of End-Users** and Stakeholders  
(e.g. lenders)

**Benchmarking of 32 existing practices**  
on Sustainability-related information  
requested in Plant Engineering

Analysis of the **existing Standards, Norms & Programs**



SA8000



... and many more

- 1 **Standard and focused** on the **B2B industrial equipment and services**
- 2 **Valid at global level**
- 3 **Pragmatic and easy-to-use**, limiting the burden for all actors of the value chain
- 4 **Comprehensive** and - based on **multiple templates** - valid for all types of supplies
- 5 **Linked** - as much as possible - to the **existing standards, norms and programs** available on the market
- 6 **Easy to compare with ESG Scores** to drive improvements of Vendors' Sustainability
- 7 **Guideline constantly updated** to cope with the newly introduced practices, requirements and standards
- 8 **Open and free-of-charge to any type of Vendor** and accessible also to smaller Buyer organizations
- 9 **Focused at production location level**, with the possibility to evaluate the Sustainability of Sub-Vendors
- 10 **Shareable with the banking system** to support funding for investments on Sustainable improvement actions

# Benefits for Vendors



# ESG-meter.com

## If you can't measure it, you can't improve it.

- Creation of a **dedicated website** (ESG-meter.com) to **publish the Guideline** with openness to receive comments
- **Invites to players** to join the Open Innovation Program
- **Dedicated News area** to:
  - give **visibility of players' ESG initiatives**
  - publish **results and reports** of the Program

Types of participants to industry-shared ESG Supply Chain initiative



### Participants

[view all](#)



The industry-shared system to collaboratively measure and improve the ESG Sustainability of B2B industrial Supply Chains

chosen by the most demanding organizations of all sizes in Oil&Gas, Chemicals, Power, Renewables, Shipbuilding, Construction, Steel & Metals, Cement and adjacent industries.

**1.100**

ESG-monitored Suppliers

**18.000**

ESG indicators constantly monitored

**950**

ongoing ESG initiatives by Suppliers

### We are as ESG Sustainable as the last of our supplier is

ESG Sustainability in industrial B2B is a pass-through in a supply chain that can represent up to 80% of an organization's revenues

### If we can't measure it, we can't improve it

Several international standards are present, but lack of a system to easily assess and monitor the ESG performance for Suppliers in industrial B2B

### B2B industrial is pivotal in ESG evolution

ESG is not something new, with B2B industrial supply chains being truly global and characterized by SMEs, across different categories of supply





ASSOCIAZIONE NAZIONALE DI  
IMPIANTISTICA INDUSTRIALE