

Race to the Top: The Staples Supplier Collaboration Initiative

Session abstract:

Learn how Staples launched a Supplier Collaboration Initiative and how it evolved into a Sustainability “Race to the Top” initiative with key suppliers.

In 2008, Staples developed a unique approach to Supplier Collaboration, targeting a shared savings proposition to reduce end-to-end supply chain expense. The Supplier Collaboration Initiative focused on important thematic areas consisting of Inventory Optimization, Transportation, Packaging and Reverse Logistics. Staples approach to Supplier Collaboration began with a foundation consisting of commitment from the top from both Suppliers and Staples. Using Lean Six Sigma improvement methodologies Staples mapped the intersection points between companies across the supply chain to drive efficiencies. Staples and their supplier partners shared with each other their processes, best practices and opportunities for improvement through value stream mapping. Launching multiple projects across their supplier partners, Staples assigned these projects to Lean Six Sigma Black Belts to manage and hold “toll gate” reviews to ensure the projects were on track. Plus they had monthly readouts with steering committees chaired by leadership representation from both Suppliers and Staples. Staples announced the Sustainability “Race to the Top” with their key Suppliers in the fall of 2010. This initiative evolved from a focus on supply chain expense reduction by using sustainability to drive end-to-end supply chain expense savings.

Staples believes that sustainability is a powerful way to unite cost savings, revenue drivers, business innovation, customer demand, associate values and stakeholder requirements while benefiting the planet and society at the same time.

Why attend:

Learn how to adopt and implement a successful and practical model of collaboration.

