For

This is the HCL Technologies Podcast Network. You are listening to the
'Shaping sustainable organizations' podcast series, where our industry
experts discuss how businesses can drive sustainability at scale by
leveraging SAP products and capabilities. The podcast begins in 3, 2, 1.
Good morning, everybody. My name is Christina Hernan. I am the Global
Director for Sustainability at HCL Technologies. Today, I'm thrilled to be
able to have a discussion with Graham Saunders, who is our SAP Global
Offerings Lead based out of the UK. But before we go any further, I'd like
to give a very quick overview of what does HCL mean, what does
sustainability mean for HCL Technologies. And before we go into the detail
with regards to how our technologies are an enabler, and specifically how
SAP is a solution, that is a very viable option for our clients. So
sustainability at HCL, is built on the values of innovation, and always
has been. It is about innovation, it's about our entrepreneurship,
humanity, and apeople-centricc culture.

By providing a harmonious workplace for employees, and using every
resource efficiently to maximize value. This is the foundation of our pact
with our stakeholders with whom we build initiatives that deliver a long
lasting impact. Together, HCL can achieve sustainable success by working
together with our clients, and we collaborate with them and our ecosystem
partners to truly embed sustainability into everything we do. But
specifically, we really work with our ecosystem partners, to innovate
quicker, and to help us drive change. Our close collaboration within that
ecosystem helps us to develop those innovative, forward-looking solutions.
And many of these solutions are truly required to transition
sustainability from just talking about strategy to really using
sustainability as an enabler. And using technology as an enabler to drive
a sustainability impact. Technology, therefore, is key. And our ecosystem
partners are vital to unlocking these these solutions with us. With that
respect, we really are thrilled to be working together with SAP, who have
been a forerunner in sustainability for a long time, and are really
leading the pace moving forward with developing innovative solutions, and
working together within their own ecosystem. So without further ado, I'd
really like to hand the mic over to Graham, to let us know, how is SAP
delivering on a sustainability strategy? How is HCL and SAP jointly
driving this sustainability strategy for what and what could be some of
the solutions and enablers that we could offer to joint clients out in the
market today. Over to you, Graham.

Thanks, Christina. And thanks for inviting me to join you on this podcast
much appreciated. And it's great to be able to talk about a topic that's
close to my own heart, in terms of sustainability. And I think the, you
know, we had some discussions around, why was it that SAP was such a key
driving force in this. And then the key thing with SAP is it's generally
used by organizations to really drive their operations. And when you look
particularly at sustainability and environmental impact, it's usually
business organization's operations, that are the things that are creating
emissions, and so on. So being able to drive change in those practices,
continuous improvement of those is really going to deliver change. And for
me, I think one of the key things is that it's not just about reporting
your emissions. And there's lots of web solutions that I've seen pop up

around, enabling people to just report on what they're doing from an emissions point of view. I think the key thing with an ERP platform is about getting real time visibility of what your operations are actually doing, and then putting some continuous improvement processes in place. So to me, it's quite exciting. I think that SAP has a really key role as one of the major ERPs in the world to really help drive sustainability. Now they SAP launched their climate 21 initiative from a Christian Klein, presenting it at Sapphire in 2020. And it was very exciting to see that commitment and they launched that commitment because they felt that climate change was the biggest challenge of the 21st century. And since then SAP has rolled out new functionality its carbon footprint analysis tool, sustainability control tower, carbon accounting.

I'm saying and it's for HANA system, the core ERP and extensions to its EH and S product around sort of emissions and, and that kind of thing and incident reporting. So, you know, their aim is to provide that that real broad toolset to support and as nations on their journey to to a sustainable business future.

Now, what I'd like to talk about Christine, because I'm quite excited my role as offerings lead, we've been looking at, well, what could we develop, what could we add to what SAP is doing in its core product to help customers and we've, we've kind of broken it in really into three fundamental areas is the kind of sourcing piece. So this is sort of, you know, the indirect purchase good scope to type items. We've looked at the commerce side, so where you're selling your products to customers and making more sustainable choices there. And then really, the biggest one, probably the scope one and some of the distribution, indirect

emissions, and so on is looking at what we can do around the manufacturing, core operations and what we can do in those spaces. So we've targeted sort of developing extensions to the SAP tools or accelerators to help customers adopt these kind of sustainability solutions. And what I'd like to do is just give you a brief overview and use those as examples of how I think SAP can drive more sustainable business moving forward.

Now looking at the first area, so we looked at sustainable sourcing. So SAP procurement solution is Ariba. And what we've developed there is integration with EcoVadis. EcoVadis, are already a partner of SAP, and they provide audit services. So they audit organizations on their sustainability credentials. And the fantastic thing about that is that that really drives organizations, if they want to be competitive, then in the future, they're going to have to be able to, you know, to have a really strong kind of audit result to show that they are a sustainable business and they adopt sustainable practices. So what we've done is, we've looked at integrating EcoVadis, automatically with the Ariba sourcing solution. So when you're running an RFP, you can include specific sustainability criteria in your in your RFP criteria, and it will go out and pull that information in from from EcoVadis. So clearly, anyone who's participating is going to want to have a really good audit rating. And so they're going to drive internal initiatives to improve. And then if organizations aren't signed up, then we've automated the process for doing that. So again, if you're doing an RFP, you would say that you were using

this ratings approach. And we can automatically invite vendors to join that. And this is going to put pressure on all businesses, I think it's going to be a key thing as we move forward. You know, I think to be competitive, to win tenders to win work, sustainability is going to become a number one of the top criteria, perhaps not the number one criteria, but one of the top criteria, as organizations have got to improve and do better in order to be competitive in business in the future. If I move on to the second area we're looking at. So

In terms of reducing emissions, you know, we need real step change, we need step change in the reduction of energy usage, we need step change in the production of emissions and more recyclable materials. And so we need continuous improvement processes to drive that. The third area we were looking at is ecommerce and the sale of product to customers. And so what we've built here, we've got a template, web shop on SAPs Hybris product, and what we're trying to do is drive sort of sustainable practice. So simple things like the full disclosure of the carbon footprint of the products are selling, but then giving people the ability to return and recycle previous products. Choose more environmentally friendly delivery options, so perhaps allowing more timebundling products together and weighting this kind of thing.

And also the ability to pay for carbon credits actually giving the customer the opportunity to, to buy carbon offset for the products that they are purchasing. So those are those are three key areas. And it's about driving sustainable business practice, all of those things give people choice, they drive improvements in business, they create real time visibility, so that people can put those continuous improvement programs in place that we need.

I think that I think you agree, I think that sounds like a very good and focused overview of a technology or a platform integration that is really going to help our clients and any future clients be able to, to accelerate,

how they report and how they are able to leverage technology as part of their sustainability strategy. So being able to really think about, you know, where do I start as a client? How do I how do I even choose the right vendor, and hence, the EcoVadis engagement becomes so relevant, because this is a standard, where vendors and suppliers and organizations are audited to really ensure that they are driving the same kind of sustainability approach, like, like an SAP or an HCL. So I really like the option of being able to choose the most appropriate and the most sustainable vendor as as lines, you know, move along their journey, and then being able to articulate how do we ensure that we are able to monitor those emissions and not only just monitor these emissions, but I think it's becoming more and more important, what do we do with that monitoring with that analysis? How are we able to tweak and change our approach? You know, based on the findings, and based on the analysis, I think that's hugely important. And we see request with this kind of enablement and this kind of knowledge becoming more to the forefront. So thank you for that overview. I think that was very, very helpful and very useful. So in terms of, you know, our audience wanting to find out more information on how

they could engage how they could look at demos, you know, what would be the next step to that we can that we can let the audience know.

Yeah, certainly, Christina. Yeah, I mean, that the best thing is to reach out to the SAP practice at HCL. So we've got a generic email sap@hcl.com. So if anyone's interested in having a discussion on how they can deploy sustainability solutions as part of SAP landscape, if they're interested in seeing demonstrations of the solutions that we've kind of talked about today, then drop or drop an email to that email address sap@hcl.com. And one of the team will reach out to them. Thank you, I think that would be great. So just to reiterate, it is sap@hcl.com. And the SAP team will come back to, you know, any kind of requests and for further information, I think that would be great. Thank you so much for your time, Graham. I really appreciate it. I look forward to seeing more success stories as we as we move forward into the market with these solutions. Thank you very much.

Thanks, Christina.

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