



Supply Pilot and Prof. Consulting Group Announce Strategic Partnership to Help FMCG Brands Overcome Scale and Complexity of achieving ESG Goals

Supply Pilot, the leading provider of Supplier Collaboration software, and the brand-driven food and grocery consultancy, Prof. Consulting Group, today publicly announced a partnership. Their partnership aims are to provide an integrated approach for brands seeking to accelerate their Environmental, Social Governance (ESG) journey through practical advice that demystifies sustainability and a software platform and process that maximises supplier engagement.

“You’ve most likely heard the McKinsey statistic that two-thirds of the average company’s environmental and social impact lies with suppliers. For FMCG brands, it can even be as high as 95%. With this in mind, it’s a no-brainer that brands need to work with all of their suppliers to achieve their sustainability goals,” said James Butcher, Supply Pilot CEO.

“However, the complexity of tackling the myriad of issues that are materially important to FMCG brands combined with the scale of the modern supply chain can result in organisational inertia. Our partnership with Prof. brings together the knowledge, capabilities and resource required to help brands to overcome this inertia practically and pragmatically.”

FMCG retailers, brands and manufacturers are under increasing pressure from their customers, investors and employees to make measurable progress towards becoming more responsible and sustainable after COP26 last November drove many to make public commitments. Most commonly, these commitments are centred around Scope 3 Carbon Emissions and responsible sourcing.

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However, many face an uphill battle after systemic industry changes like online retail combined with COVID and international trade disputes, which places unprecedented strain on their business models. Furthermore, a growing war for ESG talent means many brands struggle even to begin to implement their action plans to achieve their goals.

This perfect storm has resulted in a situation where, whilst over 80% of emissions come from the supply chain in consumer goods, less than 25% of companies engage with the suppliers to address these emissions, and only 9% of companies can measure their carbon footprint.

“Businesses need to understand their consumers’ ever-evolving demands to enable them to prioritise the issues that matter most.” Said Mark Fields, Prof Consulting Group Founding Director.

“Whether it is reducing carbon emissions, eliminating unnecessary plastics, or promoting a more responsible supply chain, they all require a brand to engage with all suppliers and not just the top 20%. However hard that may be.”

“And that’s why our partnership with Supply Pilot excites me.” Mark continues. *“Supply Pilot’s award-winning Supplier Engagement Platform and Process complement our teams’ extensive FMCG experience, expertise and passion for growing brands. Together we can help a brand identify the issues that will move the dial for their consumers through to delivering on those recommendations supplier collaboration at pace and scale.”*

Supply Pilot and Prof Consulting Group both operate internationally with clients such as Woolworths (Australia), Walgreens Boots Alliance and Walmart on their books.

Those wishing to learn more can visit <http://www.supply-pilot.com/prof-consulting-group>