



Fujitsu's SME Charter



During fiscal year 2012/13, Fujitsu spent £715 million with over 1000 suppliers across the UK. We are proud of our reputation as a responsible procurer of goods and services and select suppliers carefully, fostering our values throughout the supply chain. We use a pre-selection questionnaire to choose suppliers with sound ethical and environmental practices.

Our active supply chain includes 772 UK-based small and medium enterprises (SMEs), representing 47% of our active supply base. At the start of 2012, SMEs accounted for 99.9% of all private sector UK businesses, and represented 59.1% of private sector employment and 48.8% of private sector turnover. Over the last two years, 21% of Fujitsu's spend on suppliers has been with SMEs.

Fujitsu recognises that SMEs are the backbone of the UK economy, and contribute significantly to UK growth. Our commitments in the charter set out below are commitments to prospective and existing suppliers alike, ensuring we create a healthy, harmonious and mutually beneficial culture throughout our working relationship.

“ This charter sends a clear message that Fujitsu is open for business for smaller organisations. Smaller, agile businesses bring creativity and innovation and add value to our own skill set.

Working with SMEs helps us to demonstrate our commitment to a local community by securing jobs and training opportunities which in turn help create a vibrant local economy.

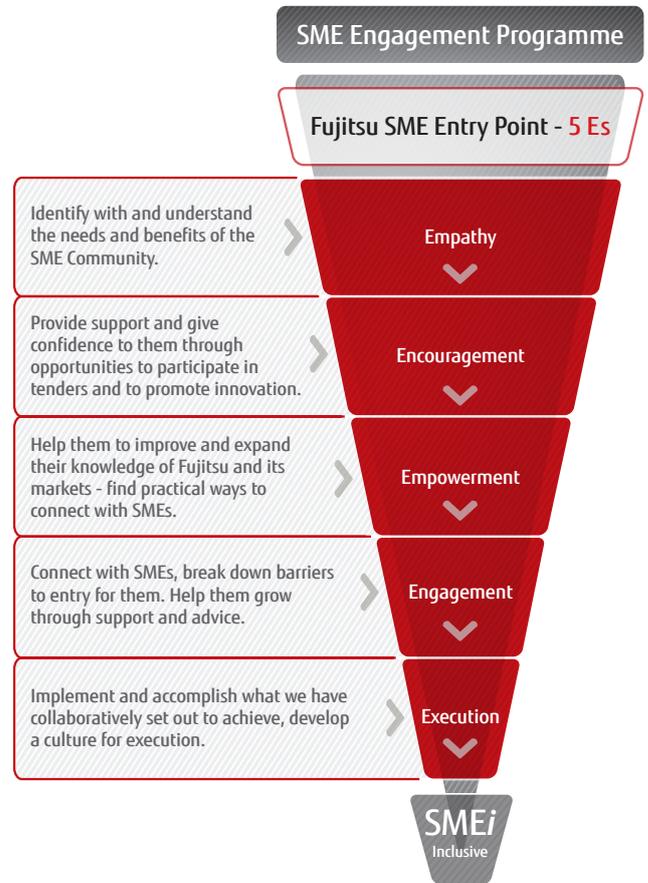
We know the value of working with SMEs, this charter helps reinforce that commitment and demonstrates our passion for responsible business. ”

Gavin Bounds, COO, UK & Ireland, Fujitsu

Our commitment to collaborative working

- We provide equal opportunities to a wide and diverse range of suppliers. Fujitsu selects suppliers on their ability to fulfil a requirement regardless of their size, demographic or social makeup. Our diversity friendly culture has recently been recognised by Supplier Diversity Europe (SDE), with Fujitsu recently securing SDE's Established Accreditation.
- We are 100% committed to being a responsible business. Responsible supply chain management in turn supports small businesses. Our procurement policy ensures that we source ethically and responsibly, and we actively aim to ensure that our supply chain shares our environmental and social values.
- Fujitsu always seeks to respect its supply chain.
- We are supporters of the Public Services (Social Value) Act 2012 and what it stands for, and we seek to work with suppliers that share this view.
- In 2013 we have engaged our SME suppliers face-to-face at events aimed at promoting better collaboration.
- Fujitsu recently commissioned independent research resulting in a report called 'Collaboration Nation'. Within this research, we found that 58% of small businesses believe that large suppliers and small suppliers should work together. Within Procurement, we are actively encouraging this collaboration by adopting a specific approach to SME engagement in our Category Strategies.
- Fujitsu is accredited to a Platinum standard with Business in the Community, and we will maintain this accreditation and continue with all CSR activity.
- In keeping with the theme of collaboration, we have recently partnered with Trading for Good. Trading for Good is a Government backed not for profit organisation that encourages businesses to do well by doing good, and supports responsible business practice within small/medium enterprises.
- Working with Private and Public Sector clients to help them embed SMEs into their supply chain.
- We support our SME suppliers by providing access to schemes such as Supply Chain Finance, which gives our Supply Chain rapid access to its capital, which in turn encourages growth and boosts the UK economy.
- In 2012, Fujitsu signed the Prompt Payment Code, which commits to paying our suppliers on time, and encourages on time payment throughout our supply chain.
- We work proactively with SME suppliers assisting them through our onboarding process, ensuring we are providing practical sources of advice and guidance to develop sound policies and processes to support their business.
- We are working towards removing auto-renewal contracts with our business, creating more opportunities for SMEs to tender for contracts.

The SME Engagement Model



- We will aim to provide an environment for our SMEs to bring their expertise in order to generate value for us, them and our customers.
- We will enhance our online content to include a SME portal, where current and prospective SME suppliers will be able to link up with the most suitable member of the Procurement team.
- We will work with our SME partners to help them understand the value that apprentices can bring to their organisation, using our own successes in this area as a blueprint.
- We will work with external organisations such as Intellect UK in order to ensure our processes are SME friendly.
- We will provide business-to-business knowledge sharing on a pro bono basis.
- We will create a 'Co-Operative' club for SMEs, which will enable SMEs to purchase Fujitsu technology at a more affordable rate.

Proudly supporting **Trading for good** 



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