

salesforce

Salesforce Supplier Sustainability Program Guide

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[サプライヤーの サステナビリティ](#)



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A Message from Our CPO



Dear Valued Salesforce Supplier,

At Salesforce, Sustainability is a core value and an important part of our supplier relationships. We want to work with companies that share [our commitment to sustainability](#).

As we continue to elevate sustainability in our purchasing decisions, we've created this **Supplier Sustainability Program Guide** to help set you up for success as a supplier. Inside, you'll find guidance about our expectations and how we engage with suppliers on sustainability. We've also included links to resources that can support your company on its sustainability journey.

I strongly encourage you to review this guide and to share it with the appropriate teams within your company to strengthen your partnership with Salesforce. Thank you in advance for working with Salesforce to create a more sustainable future together.

Regards,

A handwritten signature in black ink that reads "J Browne".

Jennifer Browne, Chief Procurement Officer, Salesforce



Our Supplier Sustainability Expectations and Assessment

Our Supplier Sustainability Expectations



By setting ambitious expectations for ourselves and our suppliers, and by working together to achieve them, we can amplify our impact and accelerate progress. See the appendix for a detailed [explanation of each expectation](#).



Set a science-based climate target



Reduce emissions in line with a 1.5°C future and disclose specified emissions data annually



Share a third-party sustainability scorecard annually



Agree to sustainability provisions in your contract with Salesforce



Demonstrate collaboration & transparency

The Salesforce Sustainability Exhibit

To support our climate goals and ensure alignment with our core company values, we expect suppliers to agree to incorporate **a set of binding climate-related contract provisions**, which we call our Sustainability Exhibit, into their agreements with Salesforce.

Please review the [Guide to the Sustainability Exhibit for Salesforce Suppliers](#) to learn more.

Your company may receive an annual reporting request to ensure you are on track in meeting your Sustainability Exhibit obligations.



HIGHLIGHTED PROVISIONS OF THE EXHIBIT

- Set a science-based target (SBT) and use good faith efforts to achieve it by reducing absolute emissions in line with a 1.5°C future.
- Report the greenhouse gas (GHG) emissions attributable to the products and/or services provided to Salesforce.
- Deliver the products and/or services on a carbon neutral basis.
- Share a third-party sustainability scorecard annually.
- Agree to a climate positive remedy that ensures a more positive outcome for the planet than business as usual even if things fall short.

Do These Expectations Apply to My Company?

In short, yes.

Sustainability is a journey. While some of our suppliers are already exceeding these expectations, others are just getting started.

Our expectations are ambitious because they reflect the collective action needed to secure a sustainable future. We expect suppliers to be committed to making progress towards meeting and exceeding these expectations in a way that is appropriate to their business.



PRIORITY SUPPLIERS

While these expectations apply to all suppliers, on an annual basis we identify “Priority Suppliers” for the Supplier Sustainability program based on relative spend, GHG emissions, and other business considerations. We conduct deeper engagement with Priority Suppliers.

Assessing Sustainability Performance



We maintain supplier sustainability scorecards and evaluate suppliers' alignment with our expectations using our [Sustainability Evaluation Framework](#). This guide is designed to help your company meet those expectations. If you're looking for 1:1 support, we can provide a list of solution providers.

To ensure accurate scoring, your company should disclose relevant data to Salesforce at least annually. CDP and EcoVadis are our preferred disclosure platforms. Alternatively, complete our Supplier Sustainability Information Request. You can also use the Information Request to provide updates between disclosures. Instructions for all three disclosure options are available [here](#).

Note: the third-party scorecard we expect from suppliers informs Salesforce's sustainability scorecard; they are not the same.

Sustainability Scorecard Example Content

CLIMATE TARGETS

Meets expectations

GHG EMISSIONS

Below expectations

THIRD-PARTY SCORECARD

Exceeds expectations

COLLABORATION

Meets expectations

Engaging with Salesforce on Sustainability

Engaging with Salesforce on Sustainability



Bidding for Business

- Respond to sustainability questions in [RFPs](#) fully
- Review the [Supplier Sustainability Program Guide](#) to understand our expectations and objectives
- [Be in touch](#) if you have any questions

Contracting, Renewals, Amendments

- Collaborate responsively to incorporate a [Sustainability Exhibit](#)
- Prepare your company to meet the obligations in your Exhibit, including reporting requirements

Working Together

- [Keep us informed](#) and respond to reporting requests
- If asked, use [strategic business reviews](#) to engage on sustainability
- Leverage our [enablement resources](#) and let us know how we can support you

Other Ways to Engage

Beyond formal engagements, such as business reviews and reporting requests, we welcome you to contact us anytime about sustainability.

Whether it's sharing a success, asking for help, offering feedback, or identifying opportunities to innovate together, we'd love to hear from you.

Reach out through your sourcing partner or [email our Sustainable Procurement team.](#)



Sustainability Resources for Suppliers

Sustainability Resources and Support for Suppliers



Net Zero Toolkit for Suppliers

A series of guides designed to help suppliers start their net zero journey from making the business case to conducting a GHG inventory to setting climate targets and reducing emissions.

[CLICK HERE TO ACCESS](#)

One-Time Free 1:1 Strategy Session



Meet with a third-party sustainability consultant to scope your path to setting science-based targets and measuring and reducing your company's carbon emissions.

[CLICK HERE FOR DETAILS](#)

Sustainability Action & Reporting Webinar



Suppliers have access to Business Council on Climate Change's webinar designed for companies getting started on fulfilling their customers' sustainability requests.

[WATCH THE WEBINAR](#)

EcoVadis Assessment Credit



Small suppliers may be eligible to receive a credit from Salesforce to cover the fee for their first EcoVadis assessment.

[CONTACT US FOR DETAILS](#)

Carbon Credit Resource for Suppliers

Suppliers can purchase carbon credits directly from Cool Effect that Salesforce has already reviewed for alignment with our Sustainability Exhibit carbon credit standards.

[CONTACT US FOR DETAILS](#)

Supplier Sustainability Resource Library

The final module of the Net Zero Toolkit is the Resource Library, a curated list of articles, tools, and other resources to support suppliers on their net zero journey.

[CLICK HERE TO ACCESS](#)



Indicates resources tailored for our small-to-medium enterprise (SME) suppliers. In the context of our Supplier Sustainability Program that roughly means companies with <500 employees.

Resource Highlight

The Net Zero Toolkit

Salesforce's Net Zero Toolkit provides companies with practical guidance for getting started on their journey to net zero. Modules include:

- Starting Your Climate Action Journey
- Intro to GHG Accounting
- Intro to Net Zero Targets
- Working Toward Net Zero
- Supplier Sustainability Resource Library

Explore the Toolkit

If this link doesn't take you straight to the Toolkit, scroll down.

Salesforce's Net Zero Toolkit for Suppliers.

We created our Net Zero Toolkit to provide our suppliers (and companies in general) with practical guidance for getting started on their journey to net zero.



Starting Your Climate Action Journey

Discover how climate action can deliver value for your company and explore key milestones on the journey to net zero.

[Start your journey](#) 



Intro to Greenhouse Gas Accounting

Get to know the basics of how to develop a greenhouse gas (GHG) inventory to measure corporate emissions.

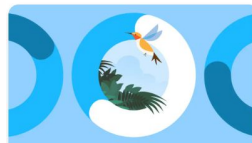
[Create an inventory](#) 



Intro to Net Zero Targets

Learn how your company can set meaningful climate targets to reduce GHG emissions.

[Set a target](#) 



Working Toward Net Zero

Learn how to reduce and compensate for your company's emissions and how to help catalyze global climate action.

[Take action](#) 



Supplier Sustainability Resource Library

Explore our curated list of resources that may be helpful to your company as it advances on its net zero journey.

[Explore the library](#) 

Appendix

A Closer Look at Our Sustainability Expectations and Evaluation Framework



Set a Science-Based Climate Target

OVERVIEW

Science-based targets (SBTs) are corporate greenhouse gas (GHG) emission reduction goals that are consistent with limiting global warming to 1.5°C. Salesforce relies on the criteria developed by the Science Based Targets initiative (SBTi), a global, multi-NGO initiative, to determine if a target qualifies as an SBT. Companies can signal their intent to set an SBT by making a public commitment to do so. SBTs should be shared publicly.

GET STARTED

Salesforce strongly recommends using SBTi's guidance and tools to develop SBTs. Check out their how-to page [here](#), as well as the "Related Salesforce Resources" on this page.

For small- and medium-sized enterprises (SMEs): we recommend pursuing [SBTi's target setting pathway for SMEs](#) or the [SME Climate Commitment](#). Be sure to confirm your eligibility for these programs with those institutions first.

IN THE SUSTAINABILITY EXHIBIT

The Exhibit includes a few SBT-related requirements:

- Submit a letter to the SBTi establishing a commitment to set a near-term SBT, at minimum. We encourage suppliers to also set long-term and net zero targets.
- Make a good faith effort to set the target and have it validated by the SBTi in a timely manner (generally within two years of committing to set an SBT).
- Make a good faith effort to achieve the target within the timeframe specified by the target, and if requested, provide a copy of the plan to achieve the SBT to Salesforce.

RELATED SALESFORCE RESOURCES

- [Sustainability Exhibit: Overview of Expectations](#)
- [Net Zero Toolkit: Starting Your Climate Action Journey](#)
- [Net Zero Toolkit: Introduction to Net Zero Targets](#)



Disclose Emissions Data and Reduce Emissions

OVERVIEW

Salesforce relies on data from suppliers to measure and manage our progress and to evaluate products and services. We ask suppliers to share allocated GHG emissions or carbon intensity with us annually. We also expect suppliers to publicly disclose their full value chain emissions. We want to see suppliers' emissions decrease in line with SBTs.

GET STARTED

The first step towards disclosure is measuring your company's emissions, as described in our [Intro to GHG Accounting](#). Your emissions can then be allocated to Salesforce (see Appendix B of our [Exhibit guide](#)). For small companies, [How to Calculate Your GHG Emissions](#) offers an interim path to a full inventory.

When you're ready to share data with Salesforce, we prefer you [disclose via CDP](#). You can also provide intensity metrics with your EcoVadis assessment or Sustainability Information Request response.

IN THE SUSTAINABILITY EXHIBIT

With regards to emissions disclosure and reduction, the Exhibit requires suppliers to:

- Disclose "Total Emissions" (a reasonable approximation of the GHG emissions arising from the provision of the products and/or services) to Salesforce.
- Publicly disclose scope 1, scope 2, and scope 3 emissions within one year of signing the Exhibit.
- Use good faith efforts to achieve a SBT, which means reducing emissions in line with a 1.5°C future.

RELATED SALESFORCE RESOURCES

- [Net Zero Toolkit: Introduction to GHG Accounting](#)
- [Disclose via CDP](#)
- [Allocate GHG Emissions to Salesforce \(see Appendix B\)](#)



Share a Third-Party Sustainability Scorecard

OVERVIEW

Assessments completed by a reputable third-party provider help Salesforce understand our suppliers' sustainability performance and evaluate risk in our supply chain. In turn, suppliers can use their assessment to inform their own strategy and manage risk. We expect suppliers to maintain an annual scorecard and strive to achieve a sufficient score as outlined in our Supplier Sustainability Evaluation Framework.

GET STARTED

Our preferred third-party scorecard providers are EcoVadis and CDP. Visit the [Three Options for Sharing Data with Salesforce](#) section of this guide for instructions on providing a scored CDP response and/or completing an EcoVadis assessment.

Note that CDP disclosure meets the third-party scorecard expectation **only if your response is scored**. To be eligible for a CDP score, you must opt for a scored response and submit your questionnaire by the scoring deadline.

IN THE SUSTAINABILITY EXHIBIT

The Sustainability Exhibit requires suppliers to maintain a sustainability scorecard on an annual basis, and if requested, promptly provide a copy to Salesforce. In the Exhibit, a "Sustainability Scorecard" is defined as a corporate social responsibility assessment report prepared by a reputable provider that is reasonably acceptable to SFDC.

RELATED SALESFORCE RESOURCES

- [Complete an EcoVadis Assessment](#)
- [Disclose via CDP](#)



Agree to Sustainability Provisions in Your Contract

OVERVIEW

To support our climate goals and ensure suppliers are aligned with our core company values, Salesforce expects suppliers to incorporate our Sustainability Exhibit, a set of binding climate-related contract provisions, into their agreement with Salesforce. This can occur with a new contract, during a renewal, or as an amendment to an existing agreement. The Exhibit is designed to be adaptable to a supplier's business, while maintaining our intent and ambition.

We have developed our [Guide to the Sustainability Exhibit for Salesforce Suppliers](#) to help you understand and comply with the Exhibit.

GET STARTED

[Contact us](#) if you'd like to learn more about incorporating a Sustainability Exhibit into your agreement with Salesforce.

IN THE SUSTAINABILITY EXHIBIT

The obligations in the Sustainability Exhibit align with our sustainability expectations of suppliers. These include:

- Set a science-based target (SBT) and use good faith efforts to achieve it by reducing absolute emissions
- Report the GHG emissions attributable to the products and/or services provided to Salesforce
- Share a third-party sustainability scorecard annually

The Exhibit also requires suppliers to deliver products and/or services on a carbon neutral basis, and it includes a climate positive remedy so that even if things fall short, a more positive outcome is achieved for the planet than if no action were taken through the Exhibit.

RELATED SALESFORCE RESOURCES

- [Guide to the Sustainability Exhibit for Salesforce Suppliers: Overview of Expectations](#)



Demonstrate Collaboration & Transparency

OVERVIEW

We expect suppliers to engage with Salesforce in a collaborative, transparent, and proactive way. We encourage our suppliers to identify opportunities to partner together to drive sustainability and innovation in both our businesses.

Salesforce may request periodically that suppliers update us on the status of their progress against expectations, such as through our Sustainability Information Request or in conjunction with a business review. This helps us make informed decisions, measure success, plan ahead to meet our own sustainability commitments, and identify opportunities to better support our suppliers on sustainability.

IN THE SUSTAINABILITY EXHIBIT

Committing to the provisions of the Exhibit is an important way to demonstrate collaboration and transparency with Salesforce. It helps ensure our suppliers are taking action and providing data that will help us achieve our climate goals. We also ask the supplier to extend this partnership down the supply chain by cooperating with relevant subcontractors to minimize and measure the environmental impact of the agreement and to review, share, and use good faith efforts to implement relevant sustainability best practices.

RELATED SALESFORCE RESOURCES

- [Engaging with Salesforce on Sustainability](#)

Supplier Sustainability Evaluation Framework



The content below is a close representation of Salesforce's supplier sustainability scoring criteria, but does not capture every detail. The framework and individual scores are subject to revision at Salesforce's discretion. We maintain a modified framework for small businesses. Contact us if you would like to learn more.

	PERFORMANCE			PARTNERSHIP	
	 Set a Science-Based Climate Target	 Reduce & Disclose GHG Emissions	 Share a Third Party Scorecard	 Align with our Sustainability Exhibit¹	 Demonstrate Collaboration & Transparency
MEET EXPECTATIONS	Set a science-based target (SBT)	Disclose scopes 1+2+3 emissions AND share customer intensity or allocated data	Recent 45+ EcoVadis environment score OR B/B- CDP score	Sign the Exhibit and be on track to meet all obligations	Respond cooperatively and transparently to direct sustainability requests
EXCEED EXPECTATIONS	AND SBT validated by the Science Based Targets initiative (SBTi) or accepted equivalent	AND obtain third-party data assurance AND reduce product/service intensity year over year	Recent 55+ EcoVadis environment score OR A- CDP score	n/a	Engage proactively and collaboratively to support sustainability
FAR EXCEED EXPECTATIONS	AND commit to net zero emissions by 2040	AND achieve intensity reduction >4%	Recent 75+ environment score OR A CDP score	n/a	Go above and beyond to help drive progress and innovation

¹ "Meet expectations" reflects how we rate supplier action and not what is required by an Exhibit. Meeting all obligations is required under each Exhibit.

Three Options for Sharing Data with Salesforce

Disclose via CDP



Salesforce encourages your company to disclose environmental data to us annually by completing CDP's annual Corporate Questionnaire. We expect this disclosure to include your total scope 1, scope 2, and scope 3 emissions along with an allocation of emissions to Salesforce and/or emissions intensity. We also look for data on climate targets, renewable energy use, and emissions reduction progress. For your CDP disclosure to meet our expectation of sharing a third-party scorecard, your response must be scored by CDP. There is no fee required to disclose to Salesforce. Visit CDP's [Disclose Data](#) page to learn more about CDP disclosure.

If you did not disclose to Salesforce last cycle, but intend to this year, please [let us know](#) as soon as possible. We will add your company to our request list and provide further instructions.

Repeat responders will be invited via the CDP platform. Please follow CDP's instructions for completing your questionnaire ahead of the disclosure deadline, and ensure that your company accepts Salesforce's request to share data with us.

For small- and medium-sized enterprises (SMEs): CDP offers a simplified questionnaire for SMEs. Refer to [CDP's website](#) for eligibility criteria.

ABOUT CDP

CDP, a global non-profit, is the world's largest environmental disclosure platform. CDP enables companies to report to many stakeholders with a single disclosure through an online platform. Disclosers can report on multiple topics including climate change, water, forests, biodiversity, and plastics. Your disclosure can help your company manage risk and understand opportunities.

The CDP response window typically runs from early summer through fall. Refer to the CDP website for the [current disclosure cycle timeline](#).

Need Help?

For technical assistance with reporting through CDP, visit the [CDP Help Center](#).



Complete an EcoVadis Assessment



Salesforce uses EcoVadis to monitor sustainability, ethics, and labor and human rights in our supply chain. If you have an existing EcoVadis scorecard, [share it with Salesforce](#). Add [environmental metrics](#) if you haven't already. If your scorecard is expired, you can initiate a reassessment from the platform.

New to EcoVadis? Review the [process overview](#) before getting started. When you're ready to proceed:

1. Visit the [Salesforce landing page](#). Click "Register Now" and follow the prompts. Designate a primary contact and add collaborators. You'll receive an email invitation from EcoVadis to complete your customized questionnaire.
2. Complete the questionnaire, including required documentation.
3. To maximize your disclosure, include [environmental metrics](#), particularly emissions-related metrics.

There is a size-based [fee](#) for assessment. If your business has <500 employees and this fee is a concern, [contact us](#) to discuss options.

ABOUT ECOVADIS

EcoVadis is a global provider of business sustainability ratings, assessing companies' environmental, social, human rights, and ethical performance. After completing a customized questionnaire, your company will receive a detailed, expert-validated scorecard, which can be shared with your customers. EcoVadis accepts questionnaires on a rolling basis, and the time to publish results is typically six to eight weeks.

Need Help?

For technical assistance with EcoVadis reporting, visit getsupport.ecovadis.com.



Complete Our Supplier Sustainability Information Request



We encourage all suppliers, particularly those not disclosing through CDP or EcoVadis, to complete the Supplier Sustainability Information Request annually, or when there are material updates to share. This is a simple step to take to demonstrate your commitment to collaborating with us on sustainability.

HOW TO COMPLETE THE INFORMATION REQUEST

1. Review this Program Guide and included resources to familiarize yourself with our expectations and key sustainability concepts.
2. Review the [complete list of questions](#) included in the Appendix of this guide and prepare your answers. You'll likely want to coordinate internally, particularly with teams responsible for sustainability-related efforts.
3. If you want to know when your company last completed the request or receive a copy of your previous response before proceeding, please contact sustainable_procurement@salesforce.com.
4. Click the link in the box to the right and complete the survey. Thank you in advance for your participation and partnership.



[CLICK HERE](#)

**to complete the
Salesforce Supplier
Sustainability
Information Request**

Sustainability in RFPs and Business Reviews

Sustainability in Requests for Proposals (RFPs)



Questions you can expect when responding to an RFP from Salesforce*

1. Have you reviewed the Salesforce Supplier Sustainability guide?
2. Will your company agree to include sustainability terms substantially in the form of the Salesforce Sustainability Exhibit into your engagement with Salesforce?
3. Provide a link to your company's most recent annual corporate sustainability/ESG report. If no such report is available, briefly describe your company's high priority sustainability initiatives, goals, commitments, and timelines.
4. Has your company set a science-based target to reduce greenhouse emissions?
If not, can you commit to doing so within 2 years?
5. If awarded this business, will your company provide the products and/or services on a carbon neutral basis, including all relevant value chain emissions?
6. Is your company able to provide Salesforce with an annual report of your greenhouse gas emissions, including emissions attributable to Salesforce's business with your company?
7. Provide an estimate of the average annual greenhouse gas emissions intensity of the products and/or services that will be delivered to Salesforce (tCO₂e per \$US spent).
8. If your company has been assessed by EcoVadis in the past 24 months, please provide the Overall Score from your most recent scorecard. If not, indicate if your company will complete such a scorecard within the next 3 months.

Sustainability in Strategic Business Reviews

If invited to participate in a strategic supplier business review (SBR)*, your company will be scored on **sustainability performance and engagement** using our [Supplier Sustainability Evaluation Framework](#). The scale is 1 to 5, ranging from far below to far exceeding expectations. We have high sustainability standards, **so a 3 (“meets expectations”) is a good score**. It means your company is demonstrating best practices.

Any concerns about performance will be addressed in the SBR. Let your sourcing partner know if you’d like to discuss your score with us.

*Only certain suppliers are requested to participate in SBRs, which are managed by our Supplier Governance & Compliance team.



How to Ensure an Accurate Sustainability Performance & Engagement Score

1. Review our expectations and scoring criteria.
2. Update us on your progress by completing our [Supplier Sustainability Information Request](#).
3. Let your sourcing partner know at least one month before your SBR if you would like to discuss sustainability with us or provide any additional updates ahead of the SBR.
4. If you are responsible for any sustainability deliverables beyond the expectations outlined in this guide (e.g., a workplace services provider managing waste diversion), ask your business partner to share your progress with the Sustainable Procurement team.

Salesforce Sustainability Information Request Questions List

Information Request Questions



Company Questions

An asterisk (*) indicates a required question. The form is dynamic; questions, response options, and numbering may differ from the following based on your responses. This question list is subject to change.

- What is the name of the company on behalf of which you are responding to this information request?*
- Is your company's impact captured by the sustainability targets, initiatives and/or reporting of another entity (i.e., a parent company)?*
 - No
 - Yes (enter the name of the entity/parent company)
- Provide the following contact information for the person completing this questionnaire.*
 - First and Last Name
 - Email Address
 - Job Title
- Are you the person Salesforce should contact about sustainability-related topics at your company? If “no”, you will be asked to provide details about the correct sustainability contact.*
 - Yes
 - No

Information Request Questions



Company Questions (continued)

- Approximately how many people are employed full-time by your company?*
- Is your company publicly traded?
 - Yes
 - No
- In what region(s) does your company operate? Select all that apply.
 - Asia/Pacific
 - Europe
 - Middle East/Africa
 - North America
 - South/Central America
- If available, provide your company's nine-digit DUNS number.
- Provide contact details for the person who should be contacted regarding sustainability-related topics.
 - First and Last Name
 - Email Address
 - Job Title

Information Request Questions



Sustainability-Related Questions (Part 1)

- 10) Has your company disclosed climate-related information via the CDP Corporate questionnaire within the past 2 years?*
- a) Yes
 - b) No

- 11) Is your company potentially interested in disclosing climate-related information to Salesforce via CDP?
- a) Yes
 - b) No

- 12) Does your company publicly disclose its greenhouse gas (GHG) emissions?*
- a) Yes
 - b) No, but we measure our GHG emissions
 - c) No, and we do not measure our GHG emissions

- 13) Select which scopes of emissions you disclose (select all that apply)*
- a) Scope 1 emissions
 - b) Scope 2 market-based emissions
 - c) Scope 2 location-based emissions
 - d) All relevant Scope 3 emissions
 - e) Only partial Scope 3 emissions

- 14) Do you obtain verification/assurance by a third party of your reported emissions?*
- a) Yes, with full coverage of the reported emissions
 - b) Yes, with partial coverage of the reported emissions
 - c) No

- 15) Enter your company's CDP organization number AND name exactly as it appears in the CDP database.

Information Request Questions



Sustainability-Related Questions (Part 2)

- 16) Is your company able to provide the greenhouse gas emissions intensity of the products and/or services it delivers to Salesforce?*
- a) Yes
 - b) No
 - c) We prefer to disclose this information to Salesforce via our CDP disclosure

- 17) Provide an estimate of the average annual greenhouse gas emissions intensity of the products and/or services delivered to Salesforce for the MOST RECENT year available.*
- a) Intensity value
 - b) Start date of period covered
 - c) End date of period covered
 - d) Unit of measurement (e.g., metric tons of CO2e per \$USD revenue)

- 18) Provide an estimate of the average annual greenhouse gas emissions intensity of the products and/or services delivered to Salesforce for the SECOND MOST RECENT year available.
- a) Intensity value
 - b) Start date of period covered
 - c) End date of period covered
 - d) Unit of measurement (e.g., metric tons of CO2e per \$USD revenue)

- 19) Select which scope(s) of emissions are included in the factor(s) provided above.*
- a) Scope 1 emissions
 - b) Scope 2 market-based emissions
 - c) Scope 2 location-based emissions
 - d) Relevant Scope 3 emissions

Information Request Questions



Sustainability-Related Questions (Part 3)

- 20) Does your company have any climate targets or commitments that have been validated by the Science Based Targets initiative (SBTi)?*
 - a) No
 - b) Yes (Enter your company's name EXACTLY as it appears in the SBTi database: <https://sciencebasedtargets.org/target-dashboard>)
- 21) Has your company set a science-based target to reduce greenhouse gas emissions?*
- a) Yes, we have set a science-based target
 - b) No, but we have publicly committed to setting a science-based target
 - c) No, but our company has a public non-science-based target to reduce GHG emissions
 - d) No, but we are actively evaluating doing so
 - e) No
- 22) Has your company made a public commitment to reach net zero greenhouse gas emissions (at minimum, a commitment to reduce absolute emissions to near-zero by 2050 at the latest and compensate for residual emissions with high quality carbon credits)?*
- a) Yes
 - b) No
- 23) Does your company have a process for identifying, assessing, and responding to climate-related risks and opportunities?
 - a) Yes
 - b) No
 - c) We are developing such a process
- 24) Has your company completed an EcoVadis assessment?*
- a) No
 - b) Yes (if yes, enter your EcoVadis ID)

EcoVadis ID (EVID) can be found in your Company Profile on the EcoVadis platform. If your company reports to EcoVadis as multiple entities, please provide the EVID(s) for the entity(ies) that provides goods and/or services to Salesforce.

Information Request Questions



Partnership Questions

- 25) Does your company have any new or untapped offerings that Salesforce should be aware of related to the products or services being provided to us that could enable Salesforce to better meet our own sustainability commitments and reduce our environmental footprint?
- a) Yes
 - b) No

Comment box: If yes, please feel free to provide additional details about your offerings here.

- 26) Please rate your level of agreement with the following question: Salesforce's Supplier Sustainability program (e.g., Sustainability Exhibit, supplier expectations, shared resources) has helped to advance or accelerate my company's corporate sustainability initiatives.*
- a) Strongly disagree
 - b) Disagree
 - c) Agree
 - d) Strongly agree
 - e) Not familiar enough with Salesforce's programs to respond
- 27) Which of the following types of support from a customer like Salesforce would be most helpful to advancing your company's sustainability initiatives and reducing your emissions? (select up to 3)
- a) Training on foundational sustainability concepts and actions
 - b) Access to free or discounted consulting services that support implementation of sustainability initiatives
 - c) Financing/access to capital for larger-scale sustainability projects and investments
 - d) Increased access to renewable energy solutions
 - e) Increased access to carbon markets
 - f) Sustainability-related incentives provided by customers (e.g. recognition programs, increased access to business, preferred payment terms)
 - g) Access to data management tools
 - h) Increased visibility into how your sustainability performance compares to peer suppliers
 - i) Other

- 28) We value your input as we strategize our supplier enablement programs. How else could Salesforce better support you in meeting our sustainability expectations or achieving your own sustainability goals?

Have Questions?

Contact the Sustainable Procurement team



