



### Program Director

**Aileen Ionescu-Somers**, Ph.D, Professor/BSL Partner and co-author of the Practitioners Guide for Sustainable Sourcing of Agricultural Raw Materials

### SAI Platform Speaker Contributions

**Jane Duncan**, Director of Operations, *SAI Platform*

### Industry Speaker Contributions

**Nigel Davies**, Manufacturing and Sustainability Director, *Muntions*

**Duncan Pollard**, AVP, Stakeholder Engagement in Sustainability, *Nestlé*

**Geza Toth**, Global Sustainability Raw Materials & Environmental Challenges, *Ferrero*

**Guy Hogge** Global Head – Sustainability, *Louis Dreyfus Company*

**Mike Barry**, Director of Sustainable Business, *Marks & Spencer* (Video conference)

**Rozanne Davis**, Head of Fruit, *innocent drinks* (Video conference)

### NGO/Not-for-Profit Speaker Contributions

**Mercedes Tallo**, Market Transformation, *The Rainforest Alliance (RA)*

**Scott Poynton**, Founder, *The Forest Trust*

**Mathieu Lamolle**, Senior Advisor, *International Trade Center (ITC)*

**Danny Denolf**, Senior Technical Advisor, *GIZ*

**Felipe Fuentesláz**, Agriculture & Water Coordinator, *WWF Spain* (Video conference)

**Aileen Ionescu-Somers**, *Google Food Lab* Participant | *Chocothon* project team

**Sandra Carrera**, Advisor, Sustainability and Value Chains, *ITC* | *Chocothon* project team

### Master Class Output Assessment

**Reinier de Man**, Co-author of the Practitioners Guide for Sustainable Sourcing of Agricultural Raw Materials

### Keynote speaker

**Hans Jöhr**, Corporate Head of Agriculture, *Nestec SA*



10:30	<b>Registration for Days 1 and 2</b>	
10:45	<b>DAY 1   November 14, 2017</b> <b>Strategy Building</b>	<b>Welcome and introduction:</b> <i>Why are we here? Defining your expectations</i>
11:15	<b>Relevance of sustainability to the food &amp; beverage business context</b>  Interactive knowledge brokering session with experts from the companies and non-for-profit organisations	<i>How does your sustainable sourcing strategy contribute to achieving the SDGs?</i>
12:15	<b>Using sustainable sourcing for commercial benefit and value creation</b>  With at least one focused industry best practice case study example	<i>How do you structure and communicate a robust business case?</i>  <i>How do you leverage promoting factors and have your sustainable sourcing strategy contribute to your commercial success?</i>
13:15	<b>Lunch/Networking – Day 1</b>	
14:00	<b>Implementing sustainable sourcing - initial decisions to be made</b>  Introducing three interactive knowledge building/sharing sessions, with best practice contributions from SAI Platform member companies	<i>What is the step-by-step implementation process for a sustainable sourcing strategy?</i>
14:15	<b>a) Identifying sustainability priorities and requirements</b>	<i>How do you set priorities and build a coherent sustainable sourcing program around them?</i>
15:15	<b>b) Developing your sustainable sourcing portfolio</b>	<i>What sustainability criteria and requirements do you wish to achieve? What are the roles of internally and externally defined standards?</i>
16:15	<b>Coffee and networking break – Day 1</b>	
16:45	<b>c) Implications for your sourcing model</b>	<i>How do you implement sustainability standards in your company's supply chain?</i>
17:45	<b>Keynote address and discussion:</b>  - <b>Hans Jöhr</b> , Corporate Head of Agriculture, Nestec SA	<i>Thought provoking bird's eye view on critical agricultural sourcing challenges and the role of companies in addressing them</i>
18:45	<b>Dinner – Day 1</b>	



8:30	<b>Day 2   November 15, 2017 Strategy Embedding</b>	<b>Refresher from day one:</b> <i>Key learning</i>
8:45	<b>The ITC Standards Map: Case Study</b>	<i>How do companies use it?</i>
9:15	<b>SAI Platform/ITC practical tools</b>	<i>What tools will help you to implement your sustainable sourcing strategy?</i>
09:45	<b>Coffee Break/Networking – Day 2</b>	
10:05	<b>Multi-stakeholder case study: dealing with Volatility, Uncertainty, Complexity, Ambiguity</b>  Case discussion: The challenges and successes of multi-stakeholder initiatives related to the Doñana Berry Project – on water management in the protected area of Huelva, Spain	<i>What is the learning for companies from a challenging multi-stakeholder dilemma?</i>
11:20	<b>Applying your strategy at farm level</b>  <i>How do you choose the right partners for the crop/region/issue, engage with farmers and overcome hurdles to implementation?</i>	<i>How do you choose the right partners for the crop/region/issue, engage with farmers and overcome hurdles to implementation?</i>  <i>How do you share learning in a pre-competitive way to help the entire industry to drive accelerated implementation?</i>
12:00	<b>Transparency, connectivity and proximity through technology</b>	<i>Can you use technology to tackle "farm to fork" and "fork to farm" challenges?</i>
13:00	<b>Lunch/Networking – Day 2</b>	
14:00	<b>Rolling out the sustainable sourcing strategy internally</b>  Interactive knowledge sharing session on barriers and promoting factors to rolling out your sustainable sourcing strategy	<i>How do you influence and adapt the company's culture, processes and structures to enable implementation and optimize the strategy?</i>
16:15 -16:30	<b>Distilling the learning into take-home value</b>	<b>All participants</b>