



ALCATEL-LUCENT RESPONSIBLE PURCHASING PROGRAM

June 2013

..... Alcatel·Lucent 

ALCATEL-LUCENT

VISION: to realize the potential of a connected world

OUR MISSION: to deliver the innovation our customers need to stay ahead, to evolve, to become more efficient, and to move at the speed of ideas.

CORPORATE SIGNATURE: AT THE SPEED OF IDEAS.

FAST FACTS 2011

- Headquarters: Paris, France
- Annual Revenues: approx. €16 billion
- Employees: 79,000 +
- 130 countries
- R&D Budget: €2.5 billion
- Active Patents Held: 27,900
- Patents Awarded in 2010: 2,400
- Nobel Prizes Won: 7

CUSTOMERS WE SERVE

SERVICE PROVIDERS



A leader in mobile, fixed, IP and optics technologies, and a pioneer in applications and services, we offer complete solutions that help service providers and their customers realize the potential of a connected world.

STRATEGIC INDUSTRIES



We provide end-to-end turnkey communications integration that improve quality of life through better energy management, efficient transportation and improved government services.

ENTERPRISES



We help our enterprise and government customers worldwide interconnect their networks, people, processes and knowledge to make money and save money.

ALCATEL-LUCENT CORPORATE RESPONSIBILITY PRIORITIES



● ECO-SUSTAINABILITY

Continue to lead the industry in developing and deploying globally recognized innovation in eco-sustainable communications technologies.



● OUR PEOPLE

Invest in our people & talents while reflecting the diversity of the markets we serve.



● DIGITAL INCLUSION

Realize the potential of a connected world by developing and deploying affordable communication solutions.

● OUR SUSTAINABILITY VALUES

- Zero-tolerance stance on compliance violations
- Collaborate and do business only with partners, including suppliers, contractors and sub-contractors, who share and support our values
- Fully engage as citizens of the communities where we do business

WHY DOING IT?

SUSTAINABILITY IN CUSTOMERS RFX

- Interest in Opex savings but ROI still relatively small
- Supplier sustainable practices mandated in RFI/RFPs
 - ✓ But currently NOT as important as features & price
- However a shift may be occurring
 - ✓ BT: 5% weight for suppliers' sustainability in RFPs, 10% in 2012
 - ✓ Sprint: 90% suppliers complying with its environmental standards by 2017

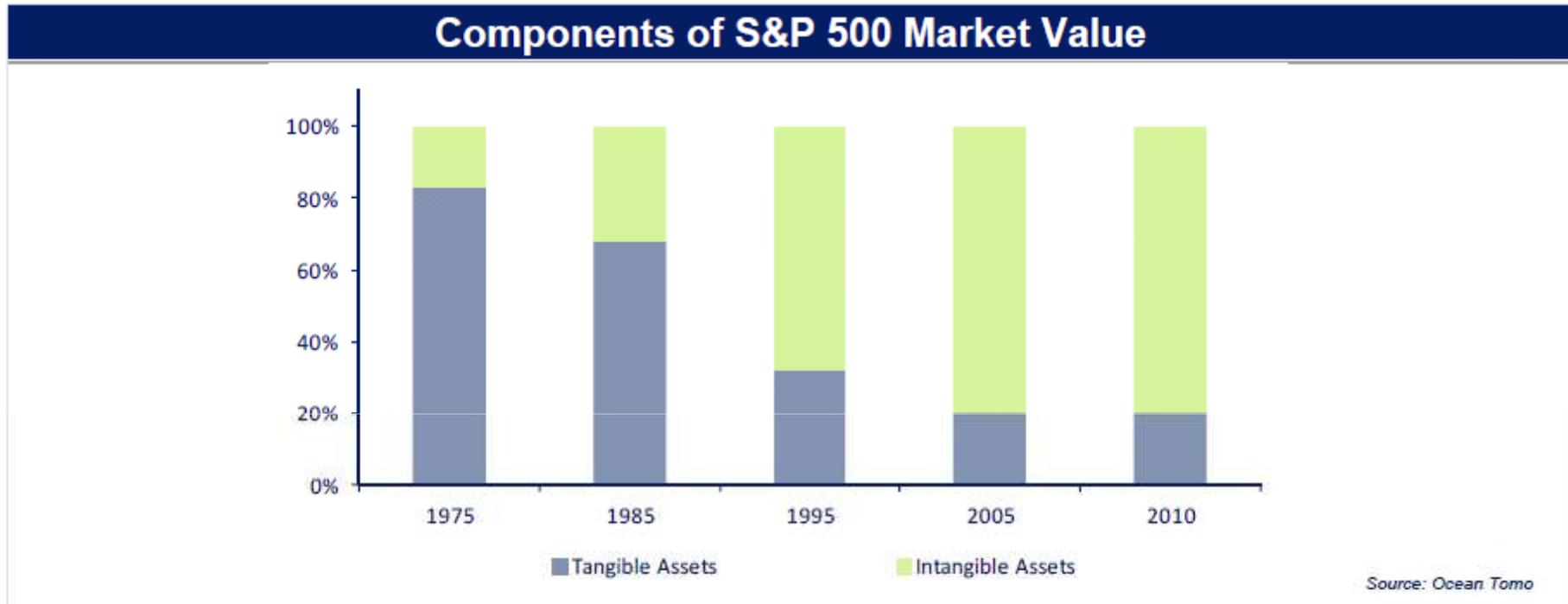
OPERATORS	SUPPLY PRINCIPLES	PROCUREMENT ACTION
Vodafone	Medium	Low
BT	High	Medium
<u>Telefonica</u>	High	Low
DT	High	Low
FT/ Orange	Medium	Low
Sprint	High	Low
AT&T	Medium	Medium
Verizon	High	Medium
China Mob.	Medium	Medium
<u>Singtel</u>	Medium	Low

WHY DOING IT?

AVOID CUSTOMERS IN-DEPTH INVESTIGATIONS

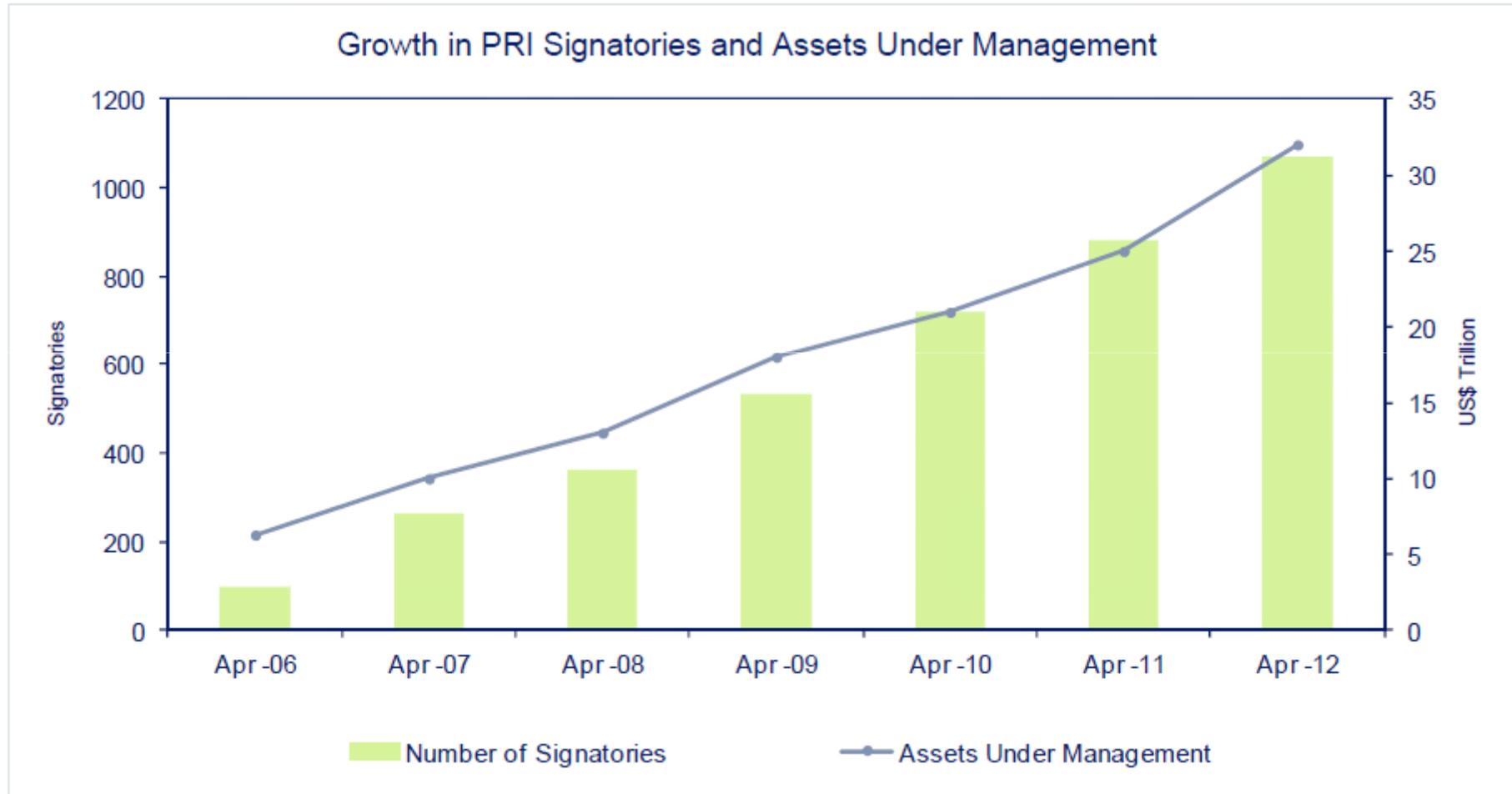
- Demonstrating high sustainability performance **avoids being deeply assessed** / audited by customers
- Sustainability performance is demonstrated with:
 - Leadership in DJSI
 - High scoring in EcoVadis and e-Tasc Sustainability ratings
 - Participation in the United Nations Global Compact
 - Reporting on Sustainability following the Global Reporting Initiative standard (in our Sustainability report)

WHY DOING IT? IMPORTANCE OF INTANGIBLE ASSETS



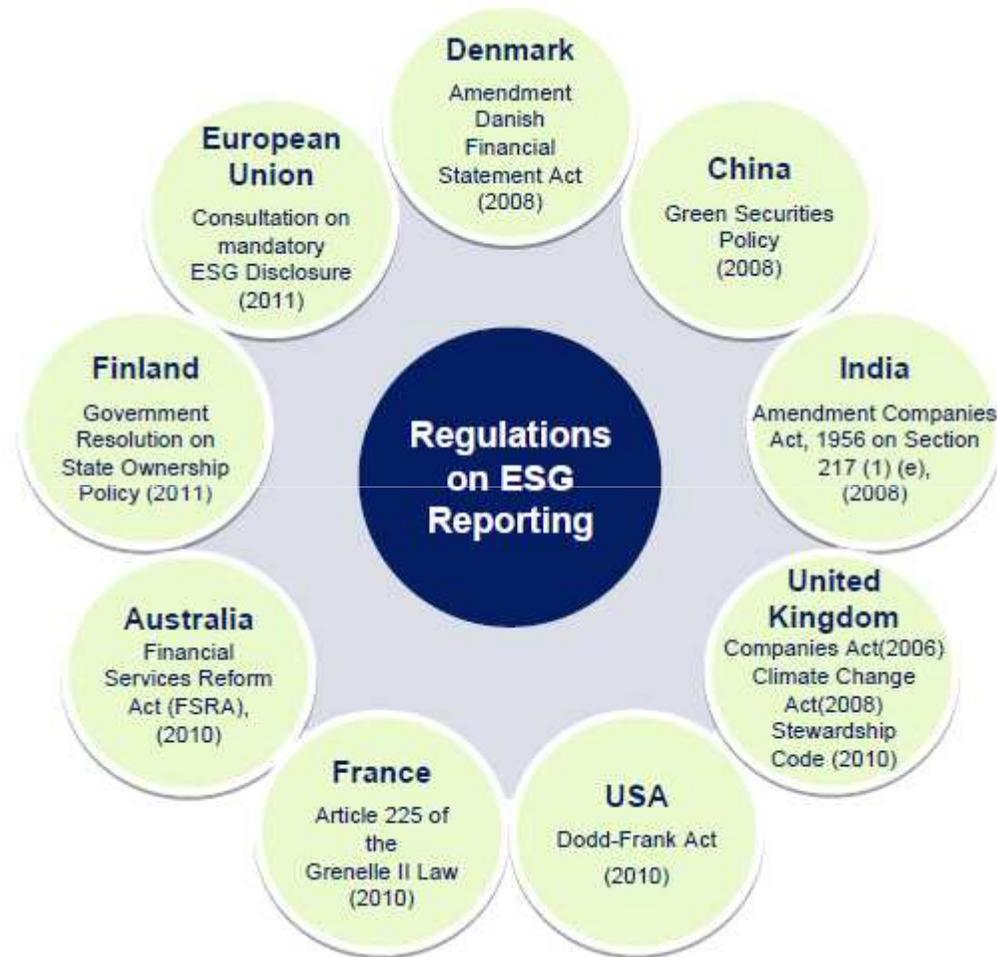
The past quarter century has seen a huge macroeconomic value inversion. In 1975, more than eighty percent of corporate value reflected in the S&P® 500 resided in tangible assets while intangible assets accounted for less than twenty percent of the value. By 2010, these values have replaced each other with intangible assets now accounting for eighty percent and tangible assets accounting for the remaining twenty percent of the corporate value.

WHY DOING IT? GROWTH OF RESPONSIBLE INVESTMENT

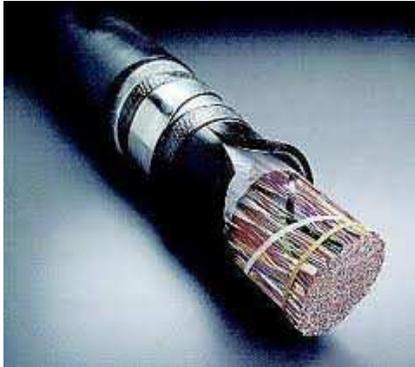


Source: PRI Secretariat April 2011

WHY DOING IT? REGULATORY PRESSURE FOR SUSTAINABILITY REPORTING



PURCHASING DOMAINS

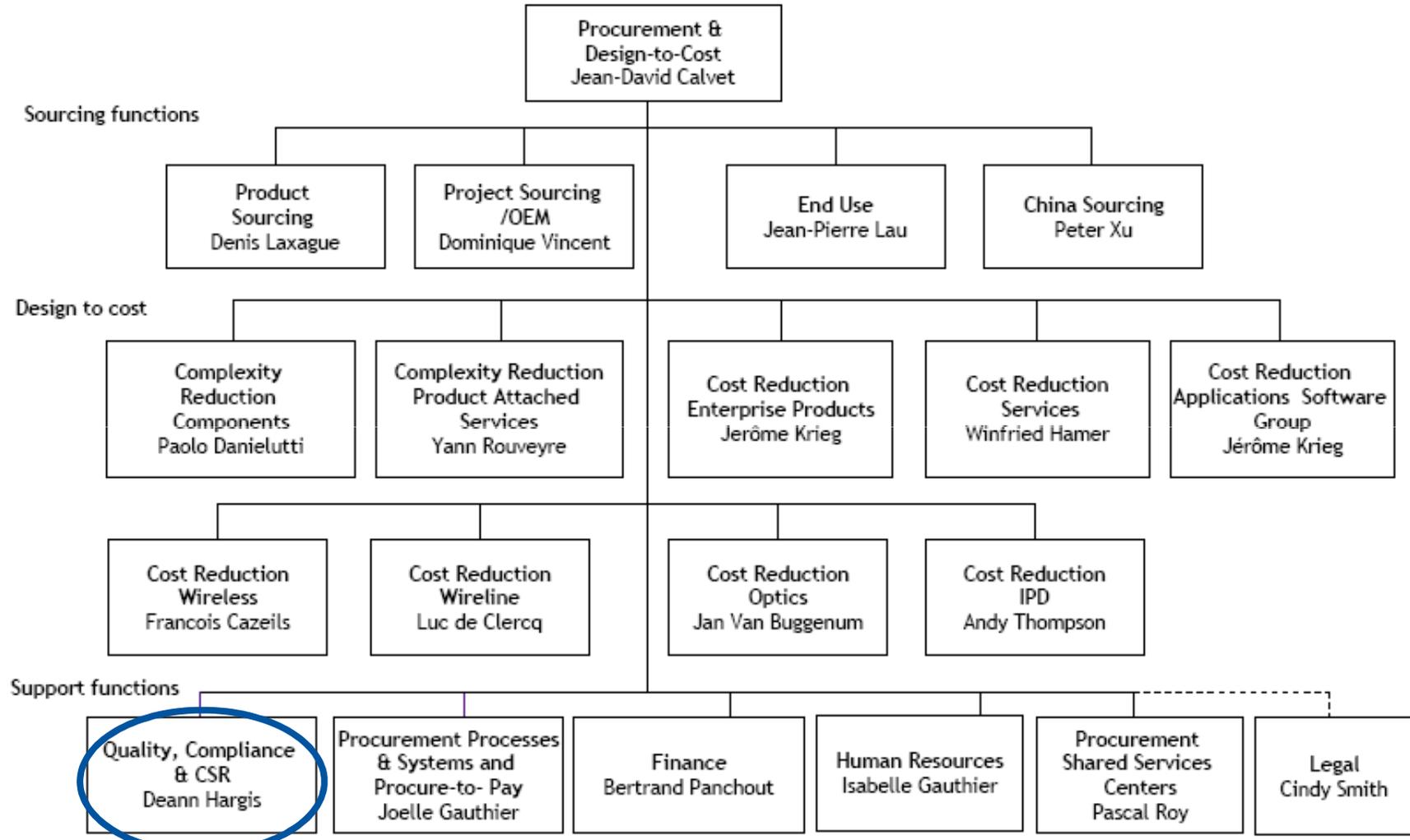


Microsoft®



.....
AT THE SPEED OF IDEAS™

PURCHASING ORGANIZATION



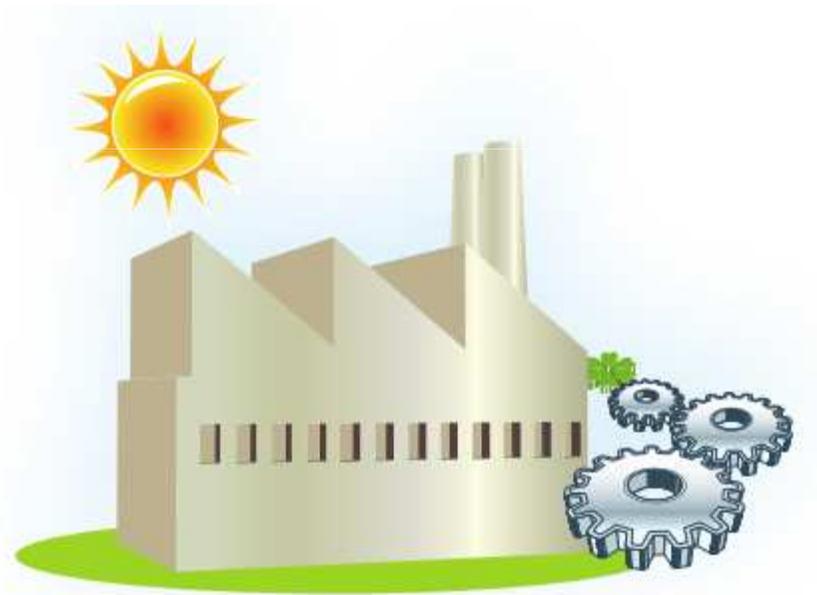
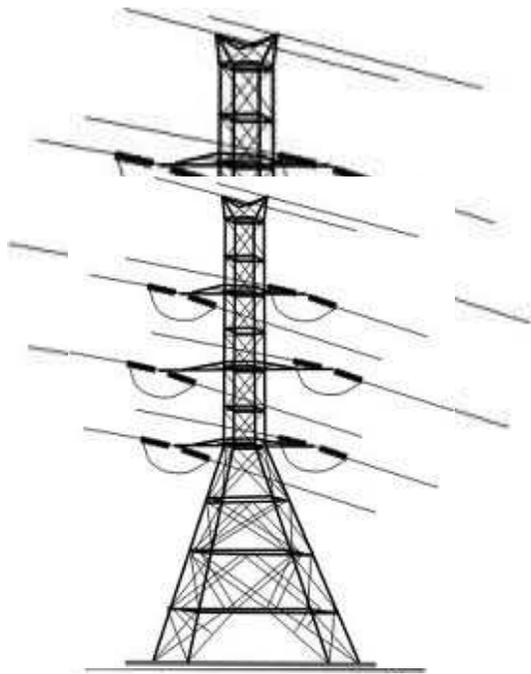
WE ARE HERE

BENEFITS OF RESPONSIBLE PURCHASING PRACTICES

PwC / EcoVadis / INSEAD study 'value of sustainable procurement practices'

TYPE	DESCRIPTION	AVERAGE RESULTS	COMPARED TO SUSTAINABLE PROCUREMENT PROGRAMME COSTS	IMPLEMENTATION PROBABILITY
1. Cost reduction	Reduction in total cost of ownership linked to reduced energy costs, reduced over-specification, reduced consumption and reduced social and environmental compliance costs	0.05% of total revenue per project ¹	Up to 6 times payback	High
2. Risk reduction	Financial impact on brand value from bad supplier practices (e.g., child labour, local pollution); economic cost of supply chain disruptions (e.g., noncompliance with environmental regulations)	Additional direct costs as a 0.7% of total revenue	Up to 85 times payback	Low
		Decrease of 12% in market cap	NA	Low
3. Revenue growth	Additional revenue through innovation of eco-friendly products/services, price premium or income from recycling programmes	0.5% of total revenue	Up to 58 times payback	Medium

EXAMPLE OF COST REDUCTION IN PURCHASING



EXAMPLE OF SUSTAINABILITY RISK IN THE SUPPLY CHAIN



Company Name	Further Expansion of Environmental Management (see the Supply Chain)		Push for Suppliers to Make Concrete Action & Disclose Information		Use Public Information to Enhance Supply Chain Management		Conduct Checks on Supplier Violator Cases		Supplier to Score Level Two Suppliers
	Direct/ Extended Management to Main Materials Suppliers	Regular Disclosure of Exchange Data	Corrective Action & Expectation	Detailed Analysis Search Mechanism	Conduct Baseline Search Mechanism	Industry Checks	Internal Checks	Check Body Purpose	
BT	✓	✓	✓	✓	✓	✓	✓	✓	✓
HP	✓	✓	✓	✓	✓	✓	✓	✓	✓
Samsung	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sony	✓	✓	✓	✓	✓	✓	✓	✓	✓
Siemens	✓	✓	✓	✓	✓	✓	✓	✓	✓
Alcatel	✓	✓	✓	✓	✓	✓	✓	✓	✓
Sharp	✓	✓	✓	✓	✓	✓	✓	✓	✓
Lenovo	✓	✓	✓	✓	✓	✓	✓	✓	✓
Toshiba	✓	✓	✓	✓	✓	✓	✓	✓	✓
Vodafone	✓	✓	✓	✓	✓	✓	✓	✓	✓
Panasonic	✓	✓	✓	✓	✓	✓	✓	✓	✓
Safin	✓	✓	✓	✓	✓	✓	✓	✓	✓
Intel	✓	✓	✓	✓	✓	✓	✓	✓	✓
BYD	✓	✓	✓	✓	✓	✓	✓	✓	✓
Huachi	✓	✓	✓	✓	✓	✓	✓	✓	✓
Canon	✓	✓	✓	✓	✓	✓	✓	✓	✓
Philips	✓	✓	✓	✓	✓	✓	✓	✓	✓
Motorola	✓	✓	✓	✓	✓	✓	✓	✓	✓
Hitachi	✓	✓	✓	✓	✓	✓	✓	✓	✓
TCL	✓	✓	✓	✓	✓	✓	✓	✓	✓
Foxconn	✓	✓	✓	✓	✓	✓	✓	✓	✓
SingTel	✓	✓	✓	✓	✓	✓	✓	✓	✓
Cisco	✓	✓	✓	✓	✓	✓	✓	✓	✓
IBM	✓	✓	✓	✓	✓	✓	✓	✓	✓
Nokia	✓	✓	✓	✓	✓	✓	✓	✓	✓
LG	✓	✓	✓	✓	✓	✓	✓	✓	✓
Ericsson	✓	✓	✓	✓	✓	✓	✓	✓	✓
Apple	✓	✓	✓	✓	✓	✓	✓	✓	✓

The New York Times

Alcatel-Lucent 

EXAMPLE OF BUSINESS OPPORTUNITY IN THE SUPPLY CHAIN



THE 3 PILLARS OF SUSTAINABILITY IN SUPPLY CHAIN

REQUIRE Sustainability commitments

Contractual requirements based on our **supplier code of conduct (EICC)** and Environment, Health and Safety clauses

Product or service-specific sustainability requirements integrated into specifications, requests for purchase...

ASSESS Supplier Sustainability practices

Sustainability integrated as an element of **supplier risk analysis** and as a **selection criteria**

Assess supplier Sustainability management systems

Audit Sustainability practices to ensure they correspond to sayings

IMPROVE Sustainability performance

Minimum level of expectation of assessed suppliers

Require Improvement plans further to unsatisfactory Sustainability ratings and audits

Support and communicate through workshops and exchanges



REQUIRE: OBJECTIVES AND WHERE TO USE?

REQUIRE

- **Corporate Responsibility Commitment from all suppliers in purchasing agreements or when creating an account in the system**

		Purchase Order terms & conditions	Sustainability commitment when creating supplier account	Contractual templates
Generic requirements	<i>United Nations Global Compact</i>	✓	✓	
	<i>EICC Code of Conduct Rev 3</i>			✓
Activity-specific requirements	<i>EHS Clauses</i>			✓

REQUIRE: SUPPLIER CODE OF CONDUCT

Labor

Freely Chosen Employment
Child Labor Avoidance
Working Hours
Wages and Benefits
Humane Treatment
Non-Discrimination
Freedom of Association

Health and Safety

Occupational Safety
Emergency Preparedness
Occupational Injury and Illness
Industrial Hygiene
Physically Demanding Work
Machine Safeguarding
Sanitation, Food, and Housing

Management System Requirements for CR

Global References

Environment

Environmental Permits and Reporting
Pollution Prevention and Resource Reduction
Hazardous Substances
Wastewater and Solid Waste
Air Emissions
Product Content Restrictions

Ethics

Business Integrity
No Improper Advantage
Disclosure of Information
Intellectual Property
Fair Business, Advertising, Competition
Protection of Identity

REQUIRE: SUPPLIER CODE OF CONDUCT

- 1) **Freely Chosen Employment**
Forced, bonded or indentured labor or involuntary prison labor shall not be used. All work will be voluntary, and workers shall be free to leave upon reasonable notice. Workers shall not be required to hand over government-issued identification, passports or work permits to the Participant or Labor Agent as a condition of employment.
- 2) **Child Labor Avoidance**
Child labor is not to be used in any stage of manufacturing. The term "child" refers to any person under the age of 15 (or 14 where the law of the country permits), or under the age for completing compulsory education, or under the minimum age for employment in the country, whichever is greatest. The use of legitimate workplace apprenticeship programs, which comply with all laws and regulations, is supported. Workers under the age of 18 shall not perform work that is likely to jeopardize the health or safety of young workers.
- 3) **Working Hours**
Studies of business practices clearly link worker strain to reduced productivity, increased turnover and increased injury and illness. Workweeks are not to exceed the maximum set by local law. Further, a workweek should not be more than 60 hours per week, including overtime, except in emergency or unusual situations. Workers shall be allowed at least one day off per seven-day week.
- 4) **Wages and Benefits**
Compensation paid to workers shall comply with all applicable wage laws, including those relating to minimum wages, overtime hours and legally mandated benefits. In compliance with local laws, workers shall be compensated for overtime at pay rates greater than regular hourly rates. Deductions from wages as a disciplinary measure shall not be permitted. The basis on which workers are being paid is to be provided in a timely manner via pay stub or similar documentation.
- 5) **Humane Treatment**
The Participant's disciplinary policies and procedures shall be clearly defined and communicated to workers. There is to be no harsh and inhumane treatment, including any sexual harassment, sexual abuse, corporal punishment, mental or physical coercion or verbal abuse of workers: nor is there to be the threat of any such treatment.

ASSESS: BUILDING BLOCKS

- Risk mapping
- Overall Risk / Performance Assessment
- Sustainability management systems ratings
- Suppliers Scorecards
- Onsite audits
 - Quality Audits
 - Corporate Responsibility audits



ASSESS: RISK MAPPING

Domain	Council	Subcouncil	Risk level
OEM	OEM	OEM IT	Yellow
		OEM Software	Light Green
		OEM Telecom	Yellow
		Strategic industries & Civil Works	Yellow
		Maintenance	Yellow
Project sourcing	Services	Network Design	Light Green
		Installation & commissioning	Red
		Turnkey Civils Works	Red
		Marine services	Yellow
		Technical Assistance & Project Management	Light Green
	Maintenance	Maintenance & aftersales	Yellow
		Repair services	Yellow
		Consulting & integration	Light Green
Product sourcing	Specific Components		Orange
	Standard Components		Orange
	Electromechanical components	Interconnect	Red
		Enclosures, Mechanical Parts & Sub-Assemblies	Orange
		Energy Systems	Orange
		Installation Material	Red
		Repair	Yellow
	Electronic Manufacturing Services		Red
	Radio frequency and microwave		Red
	Optical components		Orange
	RFS		Red

ASSESS: RISK ASSESSMENT

The screenshot displays the EcoVadis Risk Assessment interface. At the top, the browser window shows the URL <https://www.ecovadis-survey.com/ecoPortal/RAM.aspx>. The Alcatel-Lucent logo is prominently displayed on the left. The main navigation area includes tabs for 'Dashboard', 'Evaluation', and 'Risk Profiles', with 'Risk Profiles' being the active tab. Below this, there are sub-tabs for 'Risk Analysis', 'Categories', and 'Countries'. The central part of the interface is a form titled 'Input Data' with several sections:

- Buyer CSR exposure**: Radio buttons for 'Internal only' and 'Our Customers'.
- Product / Service end-use**: Radio buttons for 'Internal only' and 'Our Customers'.
- Supplier Business criticality**: Radio buttons for 'Low', 'Moderate', and 'Strong'.
- Supplier dependence**: Radio buttons for 'Low', 'Moderate', and 'Strong'.
- Relationship with supplier**: Radio buttons for '> 5 years', '> 2 years', and 'New'.
- Approximate Spend Volume**: Radio buttons for '0-1M\$', '1-10M\$', and '>10M\$'.
- Supplier information**: A text field for 'Supplier Name', a dropdown for 'Commodity' (currently showing 'EcoVadis-Category'), another dropdown, and a 'Country' dropdown (showing 'Select country').
- Size**: Radio buttons for 'Small', 'Medium', and 'Large'.
- ISO 14001 certification**: Radio buttons for 'Yes' and 'No'.
- OHSAS 18001 certification**: Radio buttons for 'Yes' and 'No'.
- Code of conduct**: Radio buttons for 'Yes' and 'No'.

A 'Calculate Risk' button is located at the bottom right of the form. On the left side of the form, there are links for 'Previous Analysis' and 'Excel template file', and an 'Open Webinar' button. The bottom of the browser window shows the Windows taskbar with various icons and the system clock at 16:10.

ASSESS: RISK ASSESSMENT

The screenshot displays the EcoVadis risk assessment tool. At the top, there is an 'Import file' section with a text input field and a 'Select File' button. Below this is the 'Details' section, which features a risk matrix chart. The chart has 'Supplier CSR Risk' on the vertical axis and 'Buyer CSR Exposure' on the horizontal axis. A black dot is positioned in the upper-right quadrant, indicating a high risk level. To the right of the chart, the text states: 'The industry sector presents high environmental risks (related to the production process and to the products) , low social risks and low ethical risks. The industry sector overall CSR risks are Medium low.' Below this, it notes 'Supplier headquarter country CSR risks are high.' and includes a button labeled 'Supplier CSR assessment (priority)'. The 'Input Data' section lists various attributes: Product / Service end-use : Our Customers; Supplier Business criticality : Strong; Supplier dependence : Moderate; Relationship with supplier : > 5 years; Approximate Spend Volume : >10M\$; Commodity : Manufacture of electronic c...; Country : China Size : Small; ISO 14001 certification : No; OHSAS 18001 certification : No; Code of conduct : No. The footer contains navigation links like 'Evaluation', 'Help', 'Glossary', 'Sign Out', 'Dashboard', 'Category Risk Profile', 'User manual', and 'Country Risk Profile', along with the EcoVadis logo and contact information.

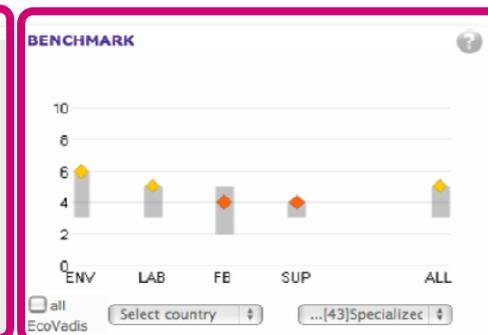
ASSESS: SUSTAINABILITY RATINGS PROCESS



CSR PERFORMANCE

Environment	ENV	6
Labor Practices	LAB	5
Fair Business Practices	FB	4
Suppliers	SUP	4

No Audit report No Comment



ENVIRONMENT

POLICIES

- Company policy on major environmental issues

ACTIONS

- No certification of environmental management system (ISO 14001 or EMAS)
- External/ 3rd party audit on environmental issues [included in ISO9001]
- Measures to facilitate aesthetic and architectural integration of equipment into local environment
- Reporting on electricity consumption
- Reduction of energy consumption through innovative equipment
- Measures to optimize transports or reduce CO2 emissions from transport
- Measures or innovative technologies implemented to reduce, recycle or reuse waste [questionnaire declaration]
- Reduction of energy consumption through employees awareness programs

RESULTS

- Basic reporting on environmental issues
- 6 - 10% of fleet vehicles use alternative fuel
- Reporting on average fuel consumption [for motor vehicles and vans]
- More than 80% of the fleet Euro V or EEV compliant [questionnaire declaration]

LABOR PRACTICES & HUMAN RIGHTS

POLICIES

- Claims policies on selected issues but no supporting documentation [human rights issues]
- Labor practices policy on [working conditions and career management & training]
- Comprehensive employees health and safety policy [included in the Quality Management Manual]
- Official targets to reduce occupational injury & illness [questionnaire declaration]

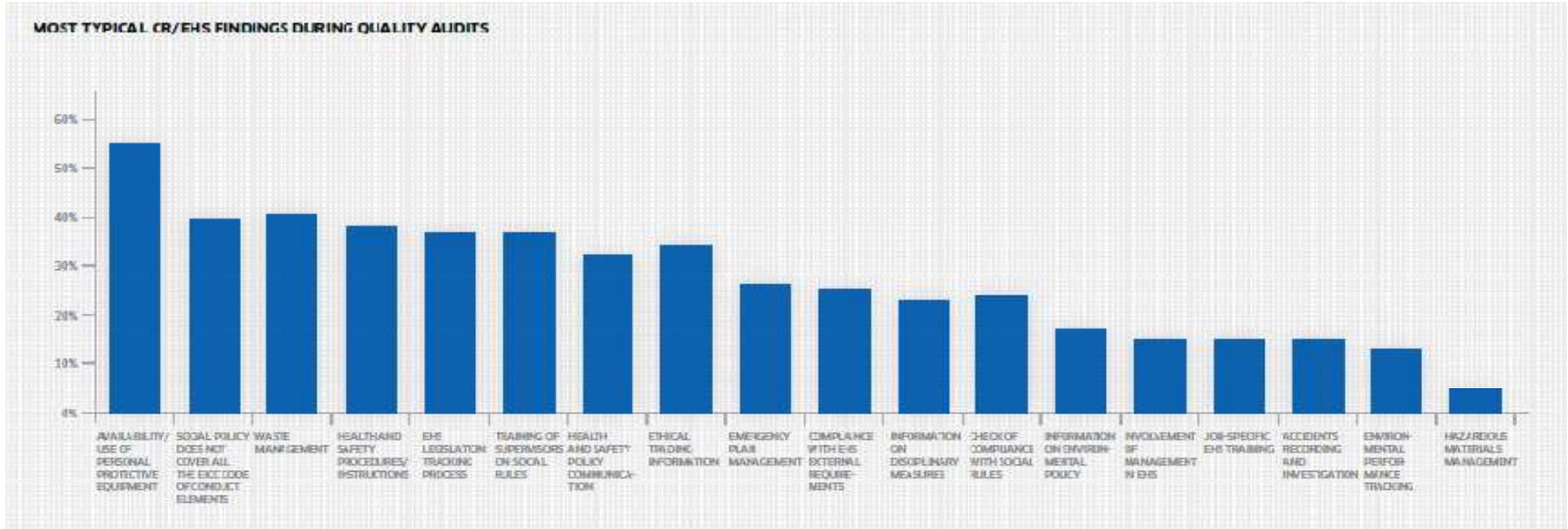
ACTIONS

- No OHSAS 18001 certification
- Declares measures on labor relations but no public information available
- Declares measures on discrimination issues but no public information available [declares to be compliant with German law]
- Regular assessment (at least once a year) of individual performance
- Mandatory health check up for all employees [questionnaire declaration]
- Provision of skills development training

RESULTS

- Basic reporting on labor practices [not on human rights issues]
- Reporting on accident severity rate

ASSESS: AUDITS



Some 2011 sustainability audit findings:

- Violation of local laws and regulations on working hours;
- Lack of systematic and extensive health and safety risk assessments;
- Lack of GHG emissions inventories and reduction plans;
- Insufficient numbers of employees trained in first aid;
- Lack of policies and/or communication to employees on compensation and benefits;
- Forced labor suspicion (passport withholding)
- Discrimination when hiring workers (pregnancy test)

ASSESS: OBJECTIVES AND WHERE TO USE?

ASSESS

Assess suppliers with significant business level
 (key, preferred, high spend)
or high sustainability risk (supplier activity and / or location)

		Pre-selection	Supplier selection (strategic / key / preferred/ ...)	Request for XXX	Specific Sustainability Investigation
Remote analysis	Supplier Risk Assessment	✓	(✓)	✓	
On-line assessment	EcoVadis Sustainability rating		✓	✓	✓
On-site audit	Quality Audit (SCA)		✓		✓
	SGS Sustainability audit				✓
Assessment and audit remediation	Improvement Plan		✓		✓

IMPROVE: OBJECTIVES

IMPROVE

Ensure 80% of assessed suppliers are satisfactory by end of 2014 (versus 53% by mid 2011) by:

- Ensuring new / selected suppliers are satisfactory
- Pushing current unsatisfactory suppliers to work on improvement plans

IMPROVE: SUPPLIER MONITORING

- Integration of sustainability considerations in the supplier relationship: managed by **Commodity Managers** in business reviews

011-02
Supplier

On-Time Delivery	Service, Flexibility	Cost	Quality	Supplier Change	Supplier Change	Supplier Change	Supplier Change
100%	100%	100%	100%	100%	100%	100%	100%
95%	95%	95%	95%	95%	95%	95%	95%
90%	90%	90%	90%	90%	90%	90%	90%
85%	85%	85%	85%	85%	85%	85%	85%
80%	80%	80%	80%	80%	80%	80%	80%
75%	75%	75%	75%	75%	75%	75%	75%
70%	70%	70%	70%	70%	70%	70%	70%
65%	65%	65%	65%	65%	65%	65%	65%
60%	60%	60%	60%	60%	60%	60%	60%
55%	55%	55%	55%	55%	55%	55%	55%
50%	50%	50%	50%	50%	50%	50%	50%
45%	45%	45%	45%	45%	45%	45%	45%
40%	40%	40%	40%	40%	40%	40%	40%
35%	35%	35%	35%	35%	35%	35%	35%
30%	30%	30%	30%	30%	30%	30%	30%
25%	25%	25%	25%	25%	25%	25%	25%
20%	20%	20%	20%	20%	20%	20%	20%
15%	15%	15%	15%	15%	15%	15%	15%
10%	10%	10%	10%	10%	10%	10%	10%
5%	5%	5%	5%	5%	5%	5%	5%
0%	0%	0%	0%	0%	0%	0%	0%

- Supplier scorecards integrate sustainability performance:
- Sustainability rating result
- Combined with specific elements in some instances (e.g. Diversity on the US)

IMPROVEMENT PLANS FOR SUPPLIERS

- Improvement plans for unsatisfactory suppliers
 - Address management systems weaknesses identified in Sustainability Ratings scorecards



- Usually long process

HELP SUPPLIERS IMPROVE THEIR PERFORMANCES

- **Supplier Sustainability toolkit**  **Useful resources**
Glossary, FAQ, Help

- **Suppliers workshops**



- **Trainings**



REQUIREMENTS IN PRODUCT / SERVICE SPECIFICATIONS



REQUIREMENTS FOR COMPANIES IN REQUESTS FOR PURCHASE / REFERENCING



A SECTOR-SPECIFIC ISSUE: CONFLICT MINERALS



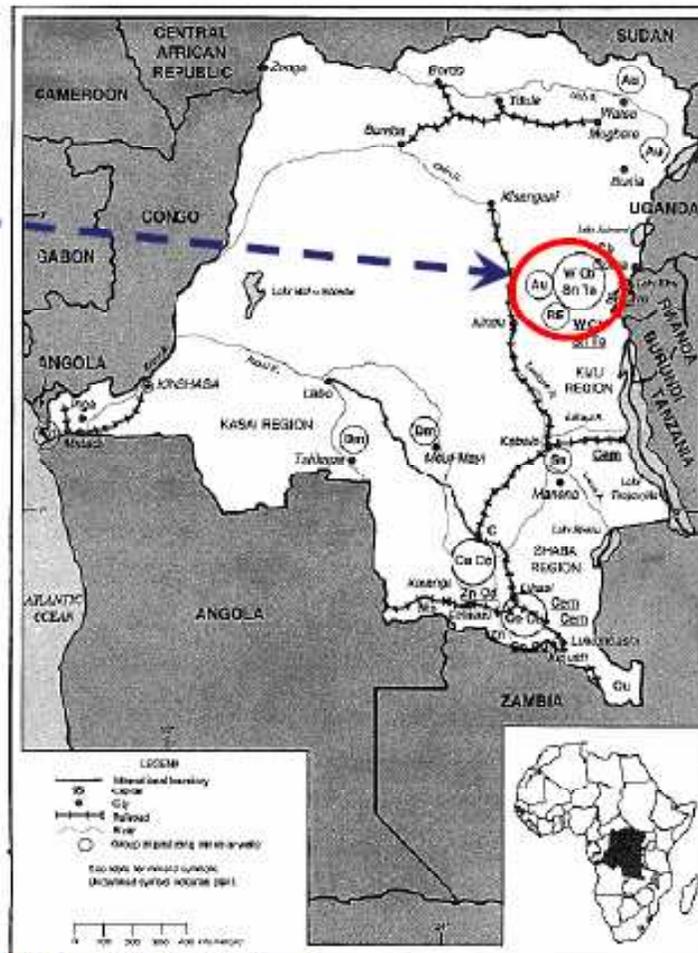
Conflict minerals and the DRC

Exploitation and trade of conflict minerals originating in the Democratic Republic of the Congo (DRC) is helping to finance conflict characterized by extreme levels of violence in the eastern DRC. This ongoing conflict, located in the provinces where minerals used in electronics are mined, has claimed more than 5.4 million lives since it began in the late 1990's.

Mining activity is crucial to the DRC economy. However, some mines are controlled by militant groups causing serious social and environmental issues in the region:

- Serious human rights abuses, theft, extortion
- Violence over control and taxation of mineral resources
- Forced and child labor
- Limited development options ->artisanal and small-scale mining
- Conservation impact, deforestation, etc.

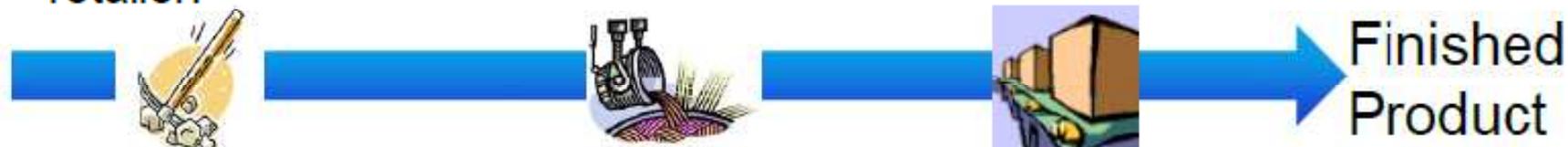
CONGO KINSHASA





The minerals supply chain is complex

The number of sources for metals used in a given product can vary over the life of a product. This is a simplistic view of a supply chain where material flows downstream to the retailer. More entities typically exist from mine to retailer.



Upstream² - Mineral supply chain from Mine to Smelter

Downstream² - Mineral supply chain from Smelter to Retailer



Downstream entities mitigate risk through controls to verify 'upstream' supplier DRC Conflict Free policies and processes.

¹CM – Contract Manufacturer

PCB – Printed Circuit board assembler

²Semi Con – Semiconductor fabricator

ODD – optical disk drive

²Upstream and downstream as defined by the OECD guidance.



EICC-GeSI approach to responsible sourcing: Due diligence mechanisms



Upstream Due Diligence

Multi-Stakeholder collaboration to verify DRC conflict-free smelters

➤ **Conflict Free Smelter (CFS) assessment**

➤ **In-Region Sourcing program**

ICGLR's mineral tracking & certification
BGR's certification & mineral fingerprinting

Downstream Due Diligence

Companies can ensure CFS smelters are used in their supply chain

➤ **Company Due Diligence:**

- Establish Management System
- Conduct supply chain risk assessment
- Report results



SECTOR-SPECIFIC ISSUES: MATERIALS DECLARATION

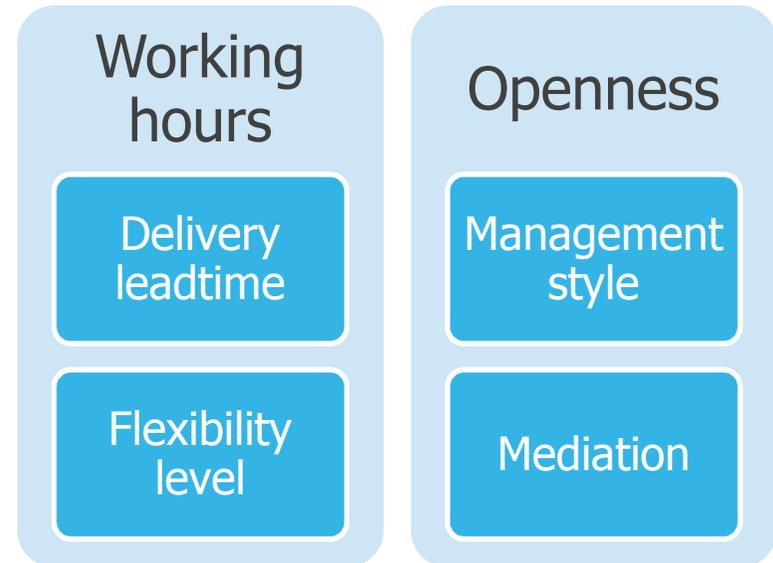
Chemical Data MDS URL							
Location Name	Homogenous Material	Substance Name	CAS Number	Substance Mass	Total MASS (g)	Total MASS Summation (g)	PPM
Internal Leadframe Plating	Internal Leadframe Plating	Ag	7440-22-4	0.000243	0.0742	0.07417812	1000000
Die Attach	Die Attach	Ag Filler	7440-22-4	0.000904	0.0742	0.07417812	799292.6613616269
Bond Wires	Bond Wires	Au	7440-57-5	0.0003	0.0742	0.07417812	1000000
Molding Compound	Molding Compound	Brominated resin	68928-70-1	0.000222	0.0742	0.07417812	4996.511444712025
Molding Compound	Molding Compound	Carbon Black	1333-86-4	0.000133	0.0742	0.07417812	2993.4055051653127
Leadframe	Lead Frame	Cu	7440-50-8	0.0234	0.0742	0.07417812	975650.433622415
Die Attach	Die Attach	Curing Agent & hardener	N/A	0.000057	0.0742	0.07417812	50397.87798408488
Molding Compound	Molding Compound	Epoxy Resin	61788-97-4	0.00333	0.0742	0.07417812	74947.67167068039
Leadframe	Lead Frame	Fe	7439-89-6	0.000547	0.0742	0.07417812	22806.871247498333
Leadframe	Lead Frame	P	7723-14-0	0.000006	0.0742	0.07417812	250.16677785190126
Molding Compound	Molding Compound	Phenol Novolac	9003-35-4	0.00178	0.0742	0.07417812	40062.118790934255
Die Attach	Die Attach	Resin	N/A	0.00017	0.0742	0.07417812	150309.46065428824
Molding Compound	Molding Compound	Sn2O3	1309-64-4	0.000666	0.0742	0.07417812	14989.534334136077
Chip	Chip	Si	7440-21-3	0.00263	0.0742	0.07417812	1000000
Molding Compound	Molding Compound	SiO2 Filler	60676-86-0	0.0383	0.0742	0.07417812	862010.7582543719
External Leadframe Plating	External Leadframe Plating	Sn	7440-31-5	0.00146	0.0742	0.07417812	1000000
Leadframe	Lead Frame	Zn	7440-66-6	0.000031	0.0742	0.07417812	1292.5283522348232

A SECTOR-SPECIFIC ISSUE: PVC PHASE OUT

RÉALISATION 2011

Nous travaillons avec des fournisseurs, comités techniques de normalisation, universités et consortia afin de préparer les solutions alternatives au PVC. En 2011, nous avons procédé à une enquête auprès des fournisseurs représentant plus de 90 % de nos volumes d'achats dans le but de déterminer la viabilité technique et économique des alternatives au PVC que nous proposons.

INTERNAL PURCHASING PRACTICES



www.alcatel-lucent.com

