



5 steps to engage suppliers effectively

sustainable
chemistry

Why supplier engagement matters

Effective supplier engagement is the cornerstone of managing chemicals in your supply chain. Without it, critical chemical information may be missed, leading to risks for workers, consumers, and your business.

Our survey found:

71% of suppliers don't consistently respond to information requests

64% of responses are incomplete

This 5-step guide will help you build stronger supplier relationships, improve response rates, and achieve chemical transparency—ensuring safer products and a more sustainable future.



1. Define your “why”

Ask yourself: Why are we engaging suppliers?

- Protect workers or consumers?
- Meet regulations?
- Innovate safer products?

Your “why” sets the foundation for your approach.

2. Find your starting point



Where do you begin?

Identify the best approach. Do you focus your efforts on:

- New product lines?
- Reviewing existing bestsellers?
- A supplier-based approach to identify opportunities?

Every company's starting point is unique—align it with your “why.”



3. Be clear in your requests

Clarity leads to responses. Know answers to the following questions:

- What level of disclosure do you need?
- Who will see it?
- How will it be used?
- Are your expectations realistic?

4. Find your starting point



How will you implement? Pick one:

1. Top-down: Create a Restricted Substances List (RSL)

2. Review prior to approving: Request full disclosure in advance

3. Certification: Build a program

Your process depends on your goals.



5. Test and empower suppliers

Start small:

- Test your method with first-tier suppliers
- Refine processes before scaling up
- Incentivize participation for better results

Empowering suppliers is critical for effective engagement

Supplier engagement all boils down
to communication

Jillian Stacy, SVP, Enhesa Sustainable Chemistry and
Global Expert Services

Want to learn more?

Catch up on our webinar
for more Secrets to supplier
engagement tips

[Watch now](#)