

Fact Sheet



Responsible Procurement

Marina Bay Sands is committed to protecting the environment through its sustainability strategy, Sands ECO360°. The programme is designed to minimise environmental impact through sustainable practices in its building management, resort operations as well as procurement and supply chain practices.

Sustainable Purchasing Policies

Marina Bay Sands' sustainable purchasing policy provides guidelines to its vendors, encouraging them to provide solutions, materials and goods that are eco-friendly. The purchasing policy covers a wide range of materials and supplies ranging from office supplies, to fixtures such as light bulbs, furniture, building materials as well as paints, coatings, adhesives, sealants, carpets and even cleaning products and equipment. Sourcing from sustainable food sources and procuring of earth friendly packaging materials are also included in its sustainable purchasing policy.

Driving economies of scale

Marina Bay Sands operates on a scale like no other business in the hospitality industry. This translates into economies of scale during procurement, not just for the integrated resort, but for the suppliers as well. Ample opportunities are available to suppliers to source for more sustainable products at a lower cost. For instance, Marina Bay Sands has partnered with a single vendor for its lighting solutions in both Macau and Singapore, thus driving better economies of scale and efficiencies in the design and manufacturing process.

Its sustainable purchasing policies have also encouraged vendors to innovate and provide specialty, custom-designed products for Marina Bay Sands, introduced for the first time in Singapore. This includes air conditioning/mechanical ventilation systems, sub-metering equipment, cleaning materials, lighting fixtures, and waste disposal equipment.

Encouraging best practices

Besides encouraging local businesses to procure produce from sustainable sources, Marina Bay Sands also influences its suppliers to adopt better production and food quality. The **Supplier Food Quality Programme** was launched in April 2013 to ensure that food supplies received daily from its suppliers are of the highest standard.

The programme, which has an objective of raising overall food quality standards, is an industry first. Marina Bay Sands developed the programme through proactive partnerships with its suppliers, reviewing the way food is handled, stored and transported to the integrated resort. An auditing process gives quantitative ratings of food quality and safety, ensuring that suppliers know if they have hit the benchmark or have room to improve. It has also established guidelines and standards of food preparation and delivery to ensure the perishables received are of the best quality possible.

Marina Bay Sands' procurement team is trained to audit the cleanliness of the factory, food preparation and storage processes, and even the hygiene standards of delivery trucks. This encourages suppliers to adopt best practices and deliver higher standards of food safety and hygiene which will benefit the entire industry as well.

Spurring growth for Singapore-based companies

Marina Bay Sands is committed to benefitting the community and local enterprises, helping them to grow along with its development in this country. In 2010, Marina Bay Sands awarded 70 per cent or S\$285.8 million of our total procurement contracts to Singapore-based companies. In 2014, this number rose to S\$720 million,

or 90 per cent of the integrated resort's total procurement contracts awarded to Singapore-based companies. Some examples include:

- **Cyclelect Electrical Engineering Pte Ltd**, a contractor for lighting and power installations for Marina Bay Sands since 2009, has seen its annual revenue increase by 15 per cent annually. Working with Marina Bay Sands' sustainability team has also benefited Cyclelect. After helping the integrated resort reduce energy consumption by performing the energy-saving re-lamping works, Cyclelect went on to develop alternative energy and sustainability solutions, creating a new business stream. It now has a new business unit that focuses primarily on energy solutions.
- **Sing See Soon Floral & Landscape Pte Ltd**, a 90-year-old family run business spanning across five generations, supplies flowers to Marina Bay Sands' wedding and MICE events. Marina Bay Sands is currently its biggest customer. To cater to our demand, Sing See Soon has grown its operational space to an area of 188,000 square feet at Punggol. About 8,000 square feet of the space is dedicated to inventory for Marina Bay Sands. The company has also invested in a computerized processing and emailing system to quicken its processes. Prior to this, Sing See Soon had always worked with their business partners through traditional outlets such as face-to-face meetings, through the phone and operated on cash terms.
- **ZeroSpot** provides a one stop shop for all laundry services for Marina Bay Sands including Team Members' uniforms, F&B linens, pool towels, and hotel and guest laundry. The laundry company invested S\$18 million on new equipment and to set up a new plant in Tuas, mainly to service the integrated resort. Besides the Tuas laundry plant, ZeroSpot also operates a satellite laundry service at Marina Bay Sands to cater for fast and urgent turnarounds. It has also hired an additional 80 workers to cater to its demand.
- **Global Oceanlink** has been providing sustainable live, chilled, frozen and other processed seafood to Marina Bay Sands from 2010. They have since acquired two additional factories in Woodlands and increased their manpower by about 59 per cent. The SME is now focusing on obtaining sustainable seafood products for its daily operations – this means procuring from sources that can maintain or increase production in the future without jeopardizing the ecosystems from which products are acquired.
- A supplier of freshly squeezed and chilled premium juices to Marina Bay Sands, **Sunfresh** is one of the many pioneers of the Singapore Packaging Agreement, which was started by the National Environment Agency in 2007 to reduce package waste in Singapore. The SME has made sustainability part of its corporate culture, taking proactive steps to practise 'recycle, reduce and re-use' in its supply chain. Sunfresh also works closely with Marina Bay Sands to cut down on plastic wastage.