

A photograph of the Sony Pictures Water Tower in Culver City, California, at sunset. The tower is illuminated with blue lights, and the words "SONY PICTURES" are visible at the top. The sky is a mix of orange and purple. A teal banner is overlaid across the middle of the image.

# *RESPONSIBLE SOURCING*

WITH  
SONY PICTURES  
ENTERTAINMENT



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# WHO WE ARE

“Our Responsible Sourcing group recognizes and collaborates with businesses that bring unique perspectives to the table. The talent and insights they offer are critical to driving growth and sparking continued innovation at Sony Pictures Entertainment.”

-Ravi Ahuja  
President & CEO  
Sony Pictures Entertainment

Sony Pictures Entertainment (Sony Pictures) is a subsidiary of Sony Entertainment Inc., a subsidiary of Tokyo-based Sony Corporation. Sony Pictures’ global operations encompass motion picture production, acquisition and distribution; television production, acquisition and distribution; television networks; digital content creation and distribution; operation of studio facilities; and development of new entertainment products, services and technologies.

As we work to build the future of entertainment, we are committed to business practices that sustain the growth and renewability of our industry; the health and well-being of consumers, employees and suppliers; and the vibrancy of the world around us.

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## Responsible Sourcing at Sony Pictures

Our Responsible Sourcing Program seeks to increase representation of diverse businesses and sustainable solutions. We value contributions from a robust, inclusive and sustainable supplier network. We’re eager to hear how your company can partner with us to make our business – and yours – more rewarding.

To learn more about our company, visit [sonypictures.com](http://sonypictures.com).

# RESPONSIBLE SOURCING: IT'S NOT JUST THE RIGHT THING, IT'S THE SMART THING.

Sony Pictures produces a vast array of content across all genres and platforms, enjoyed by millions of people around the world. The very nature of our business calls for diversity and inclusion.

We need suppliers who embody a full spectrum of viewpoints, work styles and cultures. How else can we make relevant entertainment for an ever-more diverse world?



# SONY PICTURES RESPONSIBLE SOURCING STANDARDS AND PRACTICES

Sony Pictures has long partnered with diverse, highly-qualified businesses and individuals. We know that there are many more underutilized businesses that qualify, and should be heard. To that end, we reach out to small businesses, sustainable suppliers, minority-, woman-, LGBT, veteran-, and disabled-owned businesses via conferences and networking events, vendor receptions and social media. We are active members of the National Minority Supplier Development Council (NMSDC), Women's Business Enterprise National Council (WBENC), National LGBT Chamber of Commerce (NGLCC), WEConnect International, MSDUK and Disability:IN among others. We seek to foster these relationships in all communities where we do business.

## Expect this from us

Diverse businesses that are registered can expect equal consideration on business projects with Sony Pictures. All suppliers will receive the same information about Sony Pictures purchasing processes. Upon request, bidders will receive timely feedback on proposal content and subsequent performance.

## What it takes to perform for Sony Pictures

Sony Pictures has achieved great success by consistently providing quality entertainment products for a fair price. To continue meeting customer and stakeholder expectations, the following is expected from our suppliers and vendors:

- Financial stability and viability
- Innovative products and business solutions at fair prices
- Excellent customer service
- Demonstrated track record of superior performance
- On-time delivery
- Demonstrated technical leadership
- Adherence to industry best practices
- Valid diversity certification

Businesses of all sizes that are owned, operated and controlled by diverse groups' members can benefit substantially by becoming certified. Not just with Sony Pictures, but with other major buyers that rely on these official certifications, carried out by third-party groups, to help them locate and validate diverse suppliers.

## THE BENEFITS OF BEING CERTIFIED

Certification can open doors. It places your business on supplier directories that major purchasers consult regularly. In addition to access, most certifying groups offer valuable business resources, mentoring and networking opportunities.

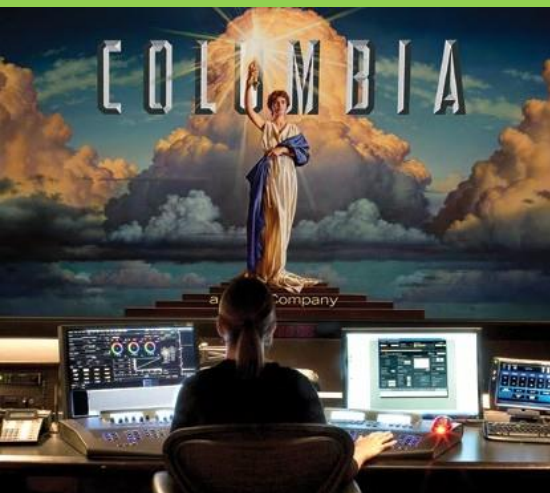
### Examples of certifications include:

- Certifications recognized by the Small Business Administration
- Certifications recognized by the Sustainable Purchasing Leadership Council
- Disabled-owned Business Enterprise (DOBE)
- Disabled Veteran Business Enterprises (DVBE)
- LGBT-owned Business Enterprise (LGBTBE)
- Minority Business Enterprise (MBE)
- Women-owned Business Enterprise (WBE)
- Veteran Business Enterprises (VBE)

### These certifying/classifying agencies (among others) can answer questions / provide resources:

- Disability:IN
- Minority Supplier Development UK (MSDUK)
- National LGBT Chamber of Commerce (NGLCC)
- National Minority Supplier Development Council (NMSDC)
- OutBritain
- Small Business Association (SBA)
- Sustainable Purchasing Leadership Council (SPLC)
- Veterans in Business Network (VIB)
- Women's Business Enterprise National Council (WBENC)
- WEConnect International





## WE ACTIVELY SEEK SUPPLIERS FOR THE FOLLOWING:

### Products & Services

- Production and Post Production Services
- Human Resource and Benefit Related Services
- Office Furniture and Supplies
- Building Maintenance Service
- Marketing & Communications
- Information Technology
- Digital and Web Design
- Transportation
- Waste Management and Remediation
- Taxi and Limo
- Event Planning
- Business Services
- Construction
- Security
- Professional Services
- Janitorial Services
- Elevator Maintenance
- Landscaping
- Food Service
- Temporary and Permanent Staffing
- Legal Services
- Promotional Items



Our procurement team uses a Responsible Sourcing Research Tool to search for qualified suppliers. Potential suppliers are invited to register in this tool at: <https://sony.proveedor.biz/Supplier/Registration>

*Please note: Registration does not guarantee a contract or engagement with Sony Pictures.*

## WHO TO CALL

You'll find informed professionals in our purchasing group who are happy to answer your questions.

**Please contact:**

[responsible\\_sourcing@spe.sony.com](mailto:responsible_sourcing@spe.sony.com)

