

Development of procurement infrastructure and interaction with suppliers

Effective interaction with suppliers is guaranteed by taking the following approaches:

- centralization of the procurement function at the level of Sberbank of Russia;
- a procedure for accrediting suppliers for the list of products most in demand, establishing additional requirements on reliability, work experience on the subject of the procurement and the reputation of the company;
- mandatory audit of the market value and the need for the procurement, to rule out economically inefficient expenditure or the misappropriation of funds;
- use of several stages for screening and assessing suppliers during the procurement of complex domestic products;
- use of the procurement form as a priority (auctions, quotations requests), which increase the transparency of procurement activities and reduce the risk of corruption in the actions of bank officials;
- transition to automation of procurement processes.

Quantitative characteristics of the procurement activity of Sberbank

Indicator	2014	2015	2016	2017
Total number of suppliers engaged by the organization	1,798	39,295	59,653	54,478
Total amount of payments sent to suppliers, RUB million	92,582	183,025	216,407	261,264
Share of local suppliers in the procurement budget, %	95	96	99.5	99
Share of small and medium business in the procurement budget, %	33	39	46	49

Anti-corruption measures

To monitor procurement activity at the Group separate divisions – procurement centers operate at Headquarters and the divisions of regional Banks.

In contracts with counterparties, Sberbank includes a special provision “Guarantees on the Prevention of Corruption in Procurement Activity”, which stipulates a fine for violations of established anti-corruption norms.

Instructions have been issued at the Bank’s divisions clarifying the procedure for the interaction of employees with third party counterparties and ethical rules of conduct.

Support of business events

Aware that it has a significant impact on the business environment, Sberbank continues providing traditional support to Russian and international business events aimed at facilitating exchanges of experience, developing international cooperation, attracting investors and increasing the economic appeal of the Russian Federation. In 2017 Sberbank was the partner of about 30 business events.

Largest business events held with the support of Sberbank in 2017

Event	Goal	Coverage	Venue
International Arctic Forum	Discussion on how to create comfortable conditions for residing and working in the Arctic Region and ensuring the environmental security of the area	2.4 thousand participants from 32 countries. 150 speakers and moderators	Arkhangelsk
World Economic Forum	Discussion of current topics and events in the global economy	Over one thousand chief executive officers of companies. Approximately three thousand participants from more than 70 countries	Davos, Switzerland
Russian-British Business Forum	Discussion of the development of trade and investment relations between Russia and Great Britain	500 participants	London, Great Britain
Russian-Chinese Forum	Development of business relations between Russia and China	Over one thousand Participants	Guangzhou, China
Russian Investment Forum Sochi-2017	Discussion of investment projects, how to develop the global economy and increase the investment and innovation potential	Over 4.5 thousand participants	Sochi
Eastern Economic Forum 2017	Strengthening of the relations of the international investment community, Russian business, the federal, regional and local authorities, comprehensive expert assessment of the economic potential of the Russian Far East	Approximately 3.7 thousand participants from 55 countries	Vladivostok
Russian Power Week	Discussion of the current global energy agenda, identification of the main development areas of the fuel and energy complex and search for the optimal solutions in response to existing challenges.	Over 10 thousand participants	Moscow
Startup conference for technology entrepreneurs Startup Village	Discussion of technology trends, creating new markets and transforming business models, integrating breakthrough technologies in business practice, promising Russian developments, from the prototype to the finished product	Approximately 20 thousand participants from 20 countries. Approximately 150 startup projects were demonstrated	Moscow, Skolkovo

Event	Goal	Coverage	Venue
SOC-Forum 2017 Practice of Countering Cyber Attacks and Building Information Security Monitoring Centers	Exchange of experience and opinions of the leading industry experts, discussion of the practice of building and operating information security monitoring centers	Over 1.7 thousand participants	Moscow
Exhibition Russian Internet Week	Exchange of experience and demonstration of the achievements of the Russian hi-tech and innovations sector	Over 22 thousand participants	Moscow
Specialist Exhibition Metro Expo 2017	Establishment of a unique communications platform for the support and development of small and medium-sized businesses in Russia	Over 250 participating companies. Over 19 thousand visitors	Moscow
Annual Russian Entrepreneurship Day 2017	Creation of a platform for the development of B2B communications and establishment of business development proposals	Over 1.5 thousand participants	Moscow
XIII International Aviation and Space Salon MAKS–2017	Demonstration of Russian high technologies and the openness of the domestic market for cooperation with foreign partners	Over one thousand participating companies, approximately 1.5 thousand business meetings, approximately 450 thousand visitors	Zhukovsky
Saint Petersburg International Economic Forum 2017	Creation of a global platform to discuss key economic issues	Over 14 thousand participants from more than 140 countries	Saint Petersburg
Project initiative support program of the Public- Private Partnership Development Center	Selection and assistance to the most promising and socially important public-private partnership projects	Over 2.4 thousand program project participants	Constituent entities of eight federal districts of the Russian Federation
II Moscow Financial Forum	Platform for discussions on selecting Russia's financial economic development strategy	Over 1.4 thousand participants	Moscow
Block of events organized by OPORA RUSSIA	Events to establish a favorable business environment and stimulate the development of entrepreneurship	Over one thousand forum participants in Moscow	Moscow and Russian regions