



Midland Steel
Reinforcement Supplies

Stakeholders Expectation & Engagement Matrix

Issue No. 05

IMSP 003

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Issue date:
01/05/2021

Connected	Suppliers	- Responsible Sourcing; - Ethical Business Practises; - Quality of Product & Service; - Long Term Relationships; - Strategic Alliances; - Stability & Reliability of Operation & Its Processes	- Supplier Meetings; - Website; - Site Visits; - Trade / Industry Shows; - Audits / Inspections	- Quality & Sustainable Products; - Value for Money; - Support & Advice	- Business Opportunities; - Long Business Term Relationships;	Y
	Contractors	- Responsible: Ethical & Legally Compliant Company / Stakeholders - Positive SHEQ Culture & Leadership; - Ethical Business Practises; - Quality of Product & Service; - Long Term Relationships; - Strategic Alliances; - Stability & Reliability of Operation & Its Processes	- Direct through Meetings; - Secondary through Supply Chain; - Audits / Inspections	- Integral Component of Supply Chain Assisting in the Delivering High Quality Products and Services to Customers & Innovation Opportunities.	- Strategic Alliances - Joint Ventures; - Relationships to Assure Reliable Product Delivery;	Y
	Certification Bodies	- Maintains Certification; - Meets Requirements of the Standards; - Positive SHEQ Culture & Leadership;	- Audits; - Meetings;	- Enhance Compliance Auditing by Assisting With Learning & Guidance Toward Continuous Improvement.	- Standards Are Recognised As Facilitators of International & Domestic Trade by Providing A Common Platform For Exchange Of Goods & Services.	Y
	Financial Institutions	- Responsible: Ethical & Legally Compliant Company / Stakeholders - Positive SHEQ Culture & Leadership; - Stable Employment; - Return on Investment; - Innovation; - Local Investment;	- Meetings; - Site Visits;	- Provider of Capital to Further Develop & Strengthen the Company; - Drives Cost & Value Driver Structures.	- Generate Return on Investment; - Sustaining & Growing the Local Community;	N
	Logistics Partners	- Responsible: Ethical & Legally Compliant; - Positive SHEQ Culture & Leadership; - Long Term Relationships; - Strategic Alliances;	- Meetings; - Site Visits;	- Quality & Sustainable Service; - Value for Money.	- Business Opportunities;	Y



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	Expectations	Methods of Engagement	Stakeholders Importance to Js	Our Importance to our Stakeholders	Compliance Obligations
Internal	Directors	- Responsible; Ethical & Legally Compliant Stakeholders; - Positive SHEQ Culture & Leadership; - Employees & Supply Chain; - Return on Investment - Source of Local Employment & Investment; - Operational Excellence - Innovation; - Strategic Alliances; - Industry Leader;	- Integral Component of Supply Chain Delivering High Quality Products and Services to Customers & Innovation Opportunities.	- Strategic Alliances; - Joint Ventures; - Buyer ' Supplier Relationships to Assure Reliable Supplies;	✓
	Employees	- Responsible; Ethical & Legally Compliant Company / Stakeholders; - Positive SHEQ Culture & Leadership; - Fair Terms & Conditions - Stable Employment; - Opportunities for Career Development; - Operational Excellence - Innovation; - Local Investment;	- Workplace Communication Methods – TBTs; Notice Boards; - Meetings; - Training;	- Responsible Company Providing Employment Opportunities.	✓
	Customers	- Responsible; Ethical & Legally Compliant Company / Stakeholders; - Positive SHEQ Culture & Leadership; - Fair Terms & Conditions - Operational Excellence - Collaborative Working - Innovation / New Product Offerings; - Quality & Reliability of Product & Service;	- Customer Meetings - Website; - Site Visits; - Trade / Industry Shows; - Audits / Inspections	- Needs Require & Justify a Distinct Service Offering; - Assisting & Delivering a Value Proposition to Our Customers; - Raising Awareness about Products Services; - Service Offering / Reliability.	✓



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External	Local / Regional Authorities / Regulators	- Stability & Reliability of Operation & Its Processes				
		- Responsible; Ethical & Legally Compliant; Company & Stakeholders; - Positive SHEQ Culture & Leadership; - Local Investment; - Source of Employment;	- Communication Forms; - Meetings; - Site Visits;	- Monitoring Our Performance in Meeting the Needs & Expectations of Our Stakeholders	- Provide Each Other With Support & Advice With Regards to Being a Responsible Company.	Y
	Competitors	- Provide Products & Services of a High Quality to Rival; - Increase Reputation of Industry;	- Website; - Trade / Industry Shows;	- Providing Competition & Sustainable Growth through Trading Conditions.	- Providing Competition & Sustainable Growth Through Trading Conditions	N
	Local Community & Neighbours	- Responsible; Ethical & Legally Compliant Company & Stakeholders; - Positive SHEQ Culture & Leadership; - Local Investment; - Employment Opportunities	- Communication Forms; - Meetings; - Site Visits; - Website;	- Source of Employment, Goods & Services.	- Source of Employment.	Y