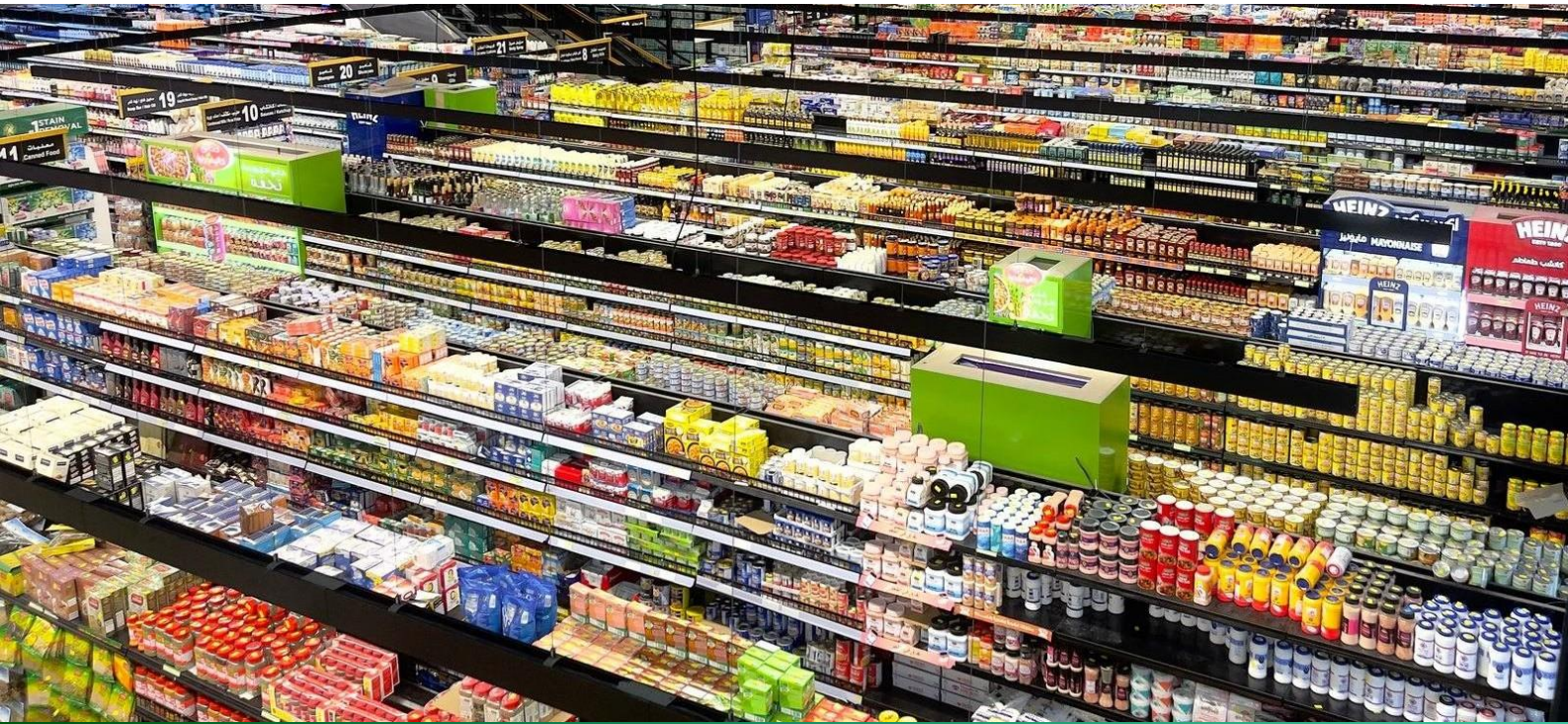




RETAIL SUPPLIER CARBON DATA

WHAT RETAIL BUYERS ARE ASKING SUPPLIERS FOR CARBON DATA — AND HOW TO BE READY

Two real-world examples, Walmart and Target and the pattern behind them that applies across the retail sector

A practical guide for retail suppliers and businesses using NetSuite

MEASURE • MANAGE • COLLABORATE • REPORT

Document information

Document title	WHAT RETAIL BUYERS ARE ASKING SUPPLIERS FOR CARBON DATA — AND HOW TO BE READY
Document type	Technical white paper
Version	1.0
Date	September 2026
Intended audience	Retail suppliers and businesses using NetSuite
Prepared by	SuiteEarth
Classification	For external distribution
Scope	Two real-world examples — Walmart and Target — and the pattern behind them that applies across the retail sector

Contents

The request that changes the conversation	4
A quick primer: what "carbon data" usually means	5
Why retail buyers increasingly need supplier information	5
Case Study 1: Walmart — Project Gigaton and supplier engagement	6
The business challenge Walmart is addressing	6
What Walmart has publicly asked suppliers to do	6
What this can mean in practical data terms	8
What a Walmart supplier should be ready to do	8
Case Study 2: Target — supplier climate reporting and decarbonisation	8
The business challenge Target is addressing	8
What Target has publicly required or asked of relevant business partners	9
What Target's supplier climate engagement can require in practical terms	10
What a Target supplier should be ready to do	10
What the two case studies reveal	11
The real shift: from one number to a data system	11
The multi-buyer reality	11
What data does a supplier actually need to have ready?	12
A note on data quality and assurance	12
How SuiteEarth can help suppliers respond	13
Buyer request → supplier data → SuiteEarth response	14
A practical readiness plan before the next buyer request	14

Can your business respond today? _____ **4**

Turn the buyer request into a business capability _____ **15**

 Ready to see where your data stands? _____ **16**

Official sources used for the case studies _____ **16**

 Important note on buyer requirements _____ **16**

 Important note on SuiteEarth _____ **17**

Executive summary

THE SHORT VERSION

The question is no longer only "Do you have a sustainability strategy?" It is increasingly "Can you provide the data, show the progress, and explain the result?"

This is why carbon data is becoming a commercial and operational issue, not simply a sustainability reporting exercise.

The problem is often not that the business has no data. The problem is that the business has no connected process for turning its data into a controlled sustainability response.

The key supplier capability is not merely producing a number once. It is being able to reproduce, explain, and update the number when the buyer asks again.

The practical answer is not to maintain separate datasets per buyer. It's to maintain one controlled emissions and activity dataset, from which different buyer-specific outputs a Project Gigaton submission, a CDP questionnaire response, an internal scorecard can be produced without re-collecting the underlying information each time.

The objective is not perfect data on day one. The objective is controlled, explainable, and continuously improving data.

SuiteEarth can help create that connection across carbon accounting, transaction-level data, supplier collaboration, goals, and traceable reporting workflows.

Every statement in this executive summary appears verbatim in the body of this white paper. No findings, figures or claims have been added, removed or reworded.

The question is no longer only "Do you have a sustainability strategy?" It is increasingly "Can you provide the data, show the progress, and explain the result?"

The request that changes the conversation

A sustainability request from a major customer can arrive without much warning. It may come through a supplier portal, a procurement questionnaire, a request from an account manager, or a reporting platform such as CDP. The initial question may sound straightforward: provide your greenhouse gas emissions, explain your climate targets, or describe what you are doing to reduce your impact.

For the supplier receiving the request, the real work begins immediately. Which reporting period is being requested? Is the buyer asking for the full corporate footprint or information tied specifically to the products supplied to that buyer? Are Scope 1 and Scope 2 emissions enough, or is Scope 3 information also required? Does the buyer want a target, a reduction project, a CDP response, or evidence supporting the data?

This is why carbon data is becoming a commercial and operational issue, not simply a sustainability reporting exercise. A supplier can hold substantial amounts of relevant information and still struggle to answer quickly, because that information was never designed to sit together. Finance has invoices and transactions. Procurement has supplier records. Facilities has utility information. Operations understands energy and fuel use. Logistics knows how products move. Product teams may hold information about materials, packaging, and design. Sustainability teams are then asked to convert all of it into one coherent answer.

The problem is often not that the business has no data. The problem is that the business has no connected process for turning its data into a controlled sustainability response.

The retail sector makes this challenge particularly visible. Large retailers sit at the centre of extensive product value chains, and their own climate commitments increasingly depend on what happens outside their stores and offices — in supplier operations, manufacturing, purchased materials, packaging, transportation, and the products they sell. As retailers work to understand and reduce those value-chain impacts, supplier engagement becomes essential.

This guide examines two real-world examples: **Walmart** and **Target**. The purpose is not to suggest that every supplier receives identical requirements, the exact request depends on the programme, the supplier relationship, the product category, and current buyer policy. Instead, these case studies show what the retailers publicly say they are asking of relevant suppliers, what data and actions those requests can require, and how a connected carbon-data process can help a supplier respond.

If your business doesn't sell to Walmart or Target, this guide is still built for you. These two retailers were chosen because their supplier climate programmes are unusually well documented in public disclosures, not because they are the only buyers asking these questions. Amazon, Costco, Kroger, Home Depot, and most large grocery, apparel, and CPG buyers now run comparable supplier climate-engagement programmes, typically built on the same underlying mechanisms: CDP-style disclosure, science-based targets, and supplier-level reduction reporting. If you supply into any large retail or CPG value chain or expect to in the future, the pattern described here is very likely the shape your own buyer conversation will eventually take, even if the specific programme name is different. The readiness plan, the data checklist, and the "can your business respond today?" questions later in this guide are written to apply regardless of which retailer, if any, is currently asking.

A quick primer: what "carbon data" usually means

Before the case studies, it helps to be clear on the vocabulary buyers use, since most requests are built around it.

- **Scope 1** — direct emissions from sources a company owns or controls (e.g. company vehicles, on-site fuel combustion).
- **Scope 2** — indirect emissions from purchased electricity, steam, heating, or cooling.
- **Scope 3** — all other indirect emissions across the value chain, including purchased goods and services, transportation, and the use of sold products. For most retailers, Scope 3 is the largest category by far, and suppliers are the primary source of that data.
- **A carbon footprint / inventory** — the calculated total of relevant emissions for a defined boundary (a company, a site, or a product) and reporting period.
- **A science-based target** — an emissions-reduction target validated against climate-science pathways, typically through the Science Based Targets initiative (SBTi).
- **CDP** — a global disclosure platform through which companies report climate data to investors, customers, and other stakeholders; many retailers use CDP's Supply Chain programme to collect supplier data.

With that shared vocabulary, the two case studies below become easier to map onto a supplier's own data.

Why retail buyers increasingly need supplier information

A retailer's direct emissions tell only part of its climate story. For many retail businesses, a significant share of value-chain emissions sits upstream in the products and services purchased for resale, and downstream in transportation or the use of products. That creates a practical limitation: the retailer cannot calculate, manage, or reduce every part of its value-chain footprint using only internal operational data.

Suppliers therefore become an important source of information and action. The buyer may need suppliers to help establish a more reliable picture of emissions. It may also need suppliers to take action on energy, renewable electricity, product design, materials, packaging, transportation, waste, or other sources of emissions.

This produces two distinct but connected types of buyer expectation.

First: information and disclosure

The buyer may need data to understand its own supply-chain footprint, track progress against climate goals, or respond to investors and other stakeholders. Depending on the programme, the supplier may be asked for corporate greenhouse gas emissions, a carbon footprint, climate targets, energy information, supplier-specific activity data, or responses through a third-party questionnaire.

Second: action and progress

Large buyers increasingly need more than a static annual number. They may encourage or require relevant suppliers to set targets, identify reduction opportunities, participate in reporting programmes, implement improvement projects, or provide evidence of progress. The relationship moves from "tell us your emissions" to "show us how you are measuring them and what you are doing next."

A third, growing driver: regulation

Buyer requests are increasingly reinforced and in some cases overtaken by mandatory disclosure law. California's climate disclosure laws (SB 253 and SB 261) will require large companies doing business in the state to report Scope 1, 2, and eventually Scope 3 emissions and climate-related financial risk. The EU's Corporate Sustainability Reporting Directive

(CSRD) and Carbon Border Adjustment Mechanism (CBAM) create similar obligations for companies operating in or exporting into the EU. A supplier that builds a genuine data foundation to answer Walmart or Target is, in effect, also building the foundation needed to meet these regulatory requirements, the underlying capability is the same.

The two case studies below show how buyer expectations play out in practice.

Case Study 1: Walmart — Project Gigaton and supplier engagement

— The business challenge Walmart is addressing

Walmart has one of the world's largest retail value chains. Its climate and sustainability work therefore cannot focus only on Walmart-operated facilities. Products sold through its business are connected to suppliers, manufacturing facilities, raw materials, packaging, transportation, and other activities across the value chain.

In 2017, Walmart launched **Project Gigaton** as a supplier-engagement platform, with an initial goal of avoiding, reducing, or sequestering one billion metric tons of greenhouse gas emissions from the global value chain by 2030. In February 2024, Walmart announced that participating suppliers had reported projects expected to exceed that goal more than six years early with over 5,900 suppliers, representing roughly 75% of Walmart's sales, having participated.

The programme remains important because the mechanism is supplier action. Walmart provides tools, resources, training, and engagement to help suppliers identify opportunities, implement projects, and report progress. Walmart's public materials describe Project Gigaton as a supplier engagement platform, and state that it continues to expand and evolve rather than close out now that the original goal has been met.

For a supplier, the most useful lesson is not simply that Walmart has a large climate programme. It is that a major buyer has built an ongoing process connecting measurement, target-setting, project implementation, and reported results.



Distribution centre operations: the scale at which a large retail value chain generates activity data.

— What Walmart has publicly asked suppliers to do

Walmart's public materials provide several specific examples of supplier expectations within Project Gigaton and related sustainability programmes. These should not be treated as a universal, identical checklist for every Walmart supplier, but they provide a concrete picture of the type of information and action that may be requested.

1. Report the operational emissions footprint

In its February 2024 announcement, Walmart stated it had recently asked suppliers to begin reporting their complete operational emissions footprint, in addition to setting targets and reporting the results of emissions-improvement projects. A complete operational footprint is broader than reporting one successful initiative, it requires the supplier to establish a view of emissions across its operations and then use that as a basis for target-setting and improvement.

2. Set targets and report progress

Walmart's Project Gigaton materials describe continued supplier engagement around target-setting, action, and results. For a supplier, this creates three connected questions: What is our baseline? What are we trying to reduce? How will we measure whether the initiative produced a result? A credible answer generally requires more than a presentation. It requires a repeatable data process behind the target and the reported progress.

3. Identify and implement emissions-reduction actions

Walmart's climate materials describe priority areas for supplier action, including energy, product design, waste, packaging, and nature. Earlier programme structures also highlighted transportation, agriculture, deforestation, and product use. Walmart's current ESG materials should be consulted for the latest programme priorities.

- **Energy:** improving energy efficiency, changing energy sources, or increasing renewable-energy use.
- **Product design:** reducing emissions associated with products through design, material, or performance changes.
- **Waste:** reducing operational or product-related waste and improving circularity.
- **Packaging:** reducing material use, changing packaging materials, or improving packaging design.
- **Nature:** addressing value-chain impacts connected with sourcing and natural systems.

4. Report projects and the expected or measured outcomes

Project Gigaton is built around measurable supplier action. Suppliers report projects and their associated expected emissions reductions, avoidance, or sequestration, which means understanding what changed, what activity the project affects, and how the resulting climate impact is estimated or measured. An energy project may require before-and-after consumption data; a packaging initiative may require material or design-change information; a logistics improvement may require transport activity data. The common principle: the reported outcome needs to be connected to the underlying activity.

5. Maintain evidence for category-specific sourcing requirements

Walmart also has formal sourcing and environmental policies separate from the general Project Gigaton engagement model. Certain commodity-specific policies can require applicable suppliers to maintain records, provide documentation on request, and report progress through Project Gigaton or other Walmart-specified pathways. A climate-engagement programme and a formal sourcing policy are not the same thing. The correct response is always to identify the specific programme or policy that applies to the supplier, product, or commodity.

6. For apparel, footwear, and textile suppliers — expect Higg Index requests too

Alongside CDP-based disclosure, Walmart (like many large retailers) references the Higg Index. Particularly the Higg Facility Environmental Module (Higg FEM), as a tool for assessing facility-level environmental performance in soft-goods supply chains. Suppliers in these categories should expect facility-level environmental data requests in addition to, not instead of, corporate-level emissions reporting.

— What this can mean in practical data terms

Buyer request or expectation	What the supplier may need	Where the information may come from
Complete operational emissions footprint	Fuel, electricity, refrigerants, vehicles, and other relevant activity data	Facilities, utilities, operations, fleet records
Climate target	Baseline emissions, organisational boundary, target methodology, and progress data	Sustainability, finance, and operational records
Emissions-improvement project	Before/after activity data, project details, calculation method, and evidence	Energy, operations, engineering, and project records
Packaging action	Material, quantity, design, or supplier information supporting the change	Product, procurement, and supplier records
Waste action	Waste quantities, treatment routes, and relevant activity data	Operations and waste-provider records
Facility environmental assessment (Higg FEM)	Site-level energy, water, waste, and chemical-management data	Facility operations and EHS records
Product or sourcing action	Relevant supplier, product, and sourcing information	Procurement, supplier, and product-management systems

— What a Walmart supplier should be ready to do

- 1. Confirm the scope of the request.** Is Walmart asking for corporate operational emissions, a Project Gigaton initiative, a specific sourcing programme, a Higg FEM assessment, or another type of information?
- 2. Identify the reporting entity and reporting period.** A buyer cannot reliably use the information if the supplier has not defined what business operations and time period the number covers.
- 3. Locate the underlying activity data.** Find the energy, fuel, material, product, waste, packaging, or project data relevant to the request.
- 4. Apply an appropriate calculation method,** suited to the activity and the purpose of the request.
- 5. Retain the evidence.** Keep the relationship between source data, assumptions, emission factors, calculations, and the reported result.
- 6. Track progress over time.** If the supplier has set a target or reported an improvement project, the same process should be able to show subsequent progress.

The key supplier capability is not merely producing a number once. It is being able to reproduce, explain, and update the number when the buyer asks again.

Case Study 2: Target — supplier climate reporting and decarbonisation

— The business challenge Target is addressing

Target has publicly committed to reducing emissions across its enterprise and supply chain, including Scope 3 emissions associated with purchased goods and services, upstream and downstream transportation, and the use of sold products. Achieving those reductions requires information and action from outside Target's own direct operations.

Target describes supplier collaboration as a key part of its Scope 3 strategy. Its climate materials state that the company supports suppliers in calculating their carbon footprint and setting science-aligned emissions-reduction targets, so they can measure and report progress.

Target's approach is a particularly useful case study because its public disclosures describe an explicit reporting mechanism: participation by relevant business partners in the **CDP Supply Chain Climate Questionnaire**.



Buyer programmes increasingly run through direct supplier collaboration, not disclosure alone.

— What Target has publicly required or asked of relevant business partners

1. Participate in the CDP Supply Chain Climate Questionnaire

Target's public CDP disclosures state that it requires relevant business partners to participate in the CDP Supply Chain Climate Questionnaire, historically applied to suppliers representing a large majority of its total spend, with the scope expanded over time to include a broader set of owned-brand business partners. This is the clearest example of a structured data request in either case study: relevant business partners are expected to participate in a recognised climate-reporting process that can require structured information about governance, emissions, targets, risks, energy, and value-chain action, depending on the questionnaire and reporting year. Target states that it uses this information to track supply-chain emissions, inform its Scope 3 targets, and collaborate with business partners on reduction efforts.

2. Calculate a carbon footprint

Before a supplier can answer a climate questionnaire or demonstrate progress, it needs a process for collecting relevant activity data and converting it into a greenhouse gas inventory. The exact inventory boundary and disclosure requirement can differ by supplier and programme, but the foundational capability is the same: knowing which operations are included, which activities are material, and how the resulting emissions were calculated.

3. Set science-aligned Scope 1 and Scope 2 targets

Target has reported that suppliers accounting for 75% of its spend have set science-based Scope 1 and Scope 2 targets, against an earlier goal of 80% of spend by 2023. Target continues to provide tools and resources supporting suppliers in setting science-aligned goals and emissions-reduction strategies. A target is not simply a statement of intent. Managing one requires a baseline, a target year, an emissions measure, a way to monitor progress, and an understanding of which operational changes could influence the result.

4. Report progress and engage on reduction strategies

Target's public climate materials describe ongoing supplier collaboration beyond the original target-setting milestone, including reporting guidance, multilingual training resources, webinars, and one-on-one support to help business partners participate in the climate-reporting process. This illustrates a broader trend: the request develops over time. The first stage may be participation in a questionnaire; the next may involve better data quality, target-setting, reduction planning, and progress tracking.

5. Engage with renewable-energy programmes where relevant

Target has also launched supplier-facing programmes, such as Forward Renew - aimed at helping Tier 1 and Tier 2 suppliers access cost-effective renewable electricity, reflecting the shift from disclosure toward action described earlier in this guide.

What Target's supplier climate engagement can require in practical terms

Target expectation	What the supplier needs to prepare	Why it matters
CDP Supply Chain Climate Questionnaire	Structured climate and emissions information for the applicable reporting cycle	Supports Target's tracking of supply-chain emissions and collaboration
Carbon footprint calculation	Activity data, organisational boundary, and calculation methodology	Creates a baseline for reporting and management
Science-aligned target	Baseline, target boundary, reduction pathway, and monitoring process	Supports measurable supplier decarbonisation
Progress reporting	Current-period emissions and evidence of changes or initiatives	Allows progress to be tracked over time
Reduction strategy	Information about energy, procurement, operations, logistics, and other relevant levers	Connects measurement with action
Renewable-energy participation	Facility energy profile and procurement options	Supports emissions reduction beyond efficiency measures alone

What a Target supplier should be ready to do

1. Understand whether the business is in scope for a specific Target reporting or supplier-engagement programme.
2. Maintain an emissions baseline and update it using a defined process.
3. Collect the activity and organisational information needed to support the relevant climate questionnaire.
4. Document methodologies, assumptions, and calculation sources so reported information can be reviewed.
5. Establish governance around targets and reduction initiatives.
6. Track progress and identify the operational actions influencing emissions.
7. Use the results to improve data quality and reduction planning, rather than treating the questionnaire as an isolated annual exercise.

The strongest response to a buyer questionnaire is not a heroic last-minute data collection exercise. It is an operating process that is already in place before the next reporting request arrives.

What the two case studies reveal

Walmart and Target use different mechanisms. Walmart's Project Gigaton is a broad supplier-engagement platform centred on measurable action across value chains. Target combines supplier climate collaboration with structured reporting through the CDP Supply Chain Climate Questionnaire and supplier target-setting. The programmes differ, but the underlying supplier capability they create is similar.

Capability	Walmart example	Target example	What the supplier needs
Measure emissions	Complete operational emissions footprint requested from suppliers	Support for suppliers calculating their carbon footprint	Reliable Scope 1 and Scope 2 data, plus relevant value-chain information
Set direction	Supplier target-setting and continuous improvement	Science-aligned Scope 1 and Scope 2 targets	Baseline, targets, and accountable ownership
Take action	Projects across priority value-chain areas	Supplier emissions-reduction strategies and renewable-energy support	Operational reduction initiatives and data to measure results
Report	Project progress and results reported through supplier engagement	Participation in CDP Supply Chain Climate Questionnaire	Structured, current, and explainable information
Show evidence	Supporting information for reported actions and policy-specific requirements	Questionnaire responses and climate information used for supply-chain tracking	Traceable source data, methodology, and documentation

— The real shift: from one number to a data system

A common misunderstanding is that a buyer asking for carbon data is simply asking for one number, the supplier's annual carbon footprint. The case studies show the expectation is broader. A supplier may need to know its emissions, but it may also need to show its target, explain its reduction strategy, identify the activity behind a project, report through a structured platform, and update the information over time. The data needs to be connected to the business process that created it.

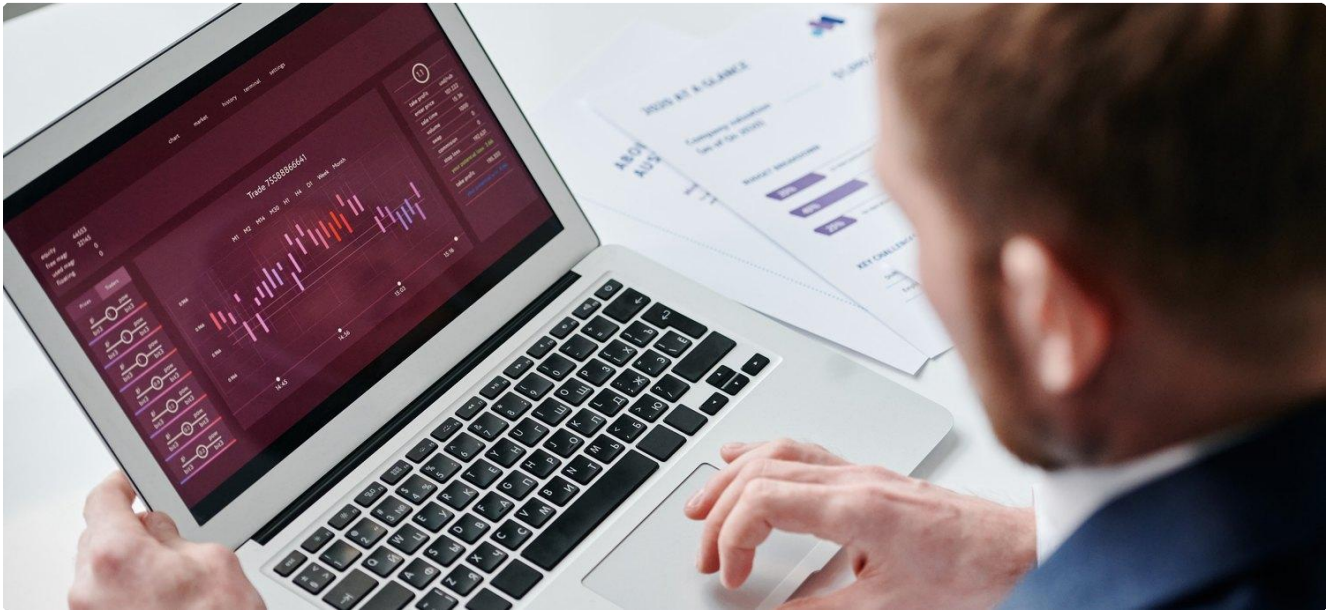
This is where the phrase "the sustainability question becomes a data question" becomes practical. The buyer asks for emissions; the supplier then has to work backwards through energy records, fuel purchases, procurement transactions, logistics information, product data, supplier records, and operational systems to find the evidence needed to answer.

— The multi-buyer reality

Many suppliers don't answer to just one retailer. A supplier serving both Walmart and Target and possibly other retailers, grocers, or wholesalers with their own programmes, faces multiple requests, in different formats, on different cycles, sometimes with different boundaries or methodologies. Rebuilding the dataset from scratch for each buyer is where sustainability teams lose the most time.

The practical answer is not to maintain separate datasets per buyer. It's to maintain **one controlled emissions and activity dataset**, from which different buyer-specific outputs, such as a Project Gigaton submission, a CDP questionnaire response, an internal scorecard, can be produced without re-collecting the underlying information each time.

What data does a supplier actually need to have ready?



Answering a buyer request means working back through the systems that hold the underlying activity.

The exact dataset should always be driven by the buyer's request, a supplier should not collect every possible sustainability metric simply because it might someday be useful. However, the Walmart and Target examples point to several recurring categories of information that can form the foundation of a carbon-data response.

- **Operational emissions data** — generally supports the Scope 1 and Scope 2 inventory: fuel consumption, electricity consumption, purchased energy, company-owned vehicles, refrigerants, and other direct operational activities.
- **Supplier and procurement data** — for relevant Scope 3 categories and value-chain analysis: supplier names, purchased goods and services, quantities, item information, spend, and supplier-specific emissions information where available.
- **Product and packaging data** — information about products, materials, and packaging that can support product design initiatives, packaging reduction, sourcing analysis, or other sustainability actions.
- **Transportation and logistics data** — shipment information such as origin, destination, distance, transport mode, weight, fuel information, or carrier data.
- **Reduction-project data** — the project, reporting period, baseline, activity change, methodology, and resulting emissions impact behind any reported initiative.
- **Targets and governance** — what is being targeted, which emissions are included, who owns the target, and how progress will be reviewed.
- **Evidence and methodology** — the connection between the source activity and the result: what data was used, what methodology or emission factor was applied, what assumptions were made, and where supporting evidence can be found.

SOURCE DATA → ACTIVITY → METHODOLOGY → CALCULATION → RESULT → EVIDENCE

— A note on data quality and assurance

Not all carbon data is treated equally, and buyers increasingly know the difference. Primary, activity-based data (metered energy use, actual shipment weights) is more defensible than average or spend-based estimates, and CDP's scoring

methodology rewards higher-quality data. A growing number of buyers and disclosure frameworks also expect or will soon require third-party assurance (limited or reasonable) over reported emissions, similar to a financial audit. A supplier does not need audit-grade data from day one, but the operating model should be built so that data quality can improve over time and hold up to external review, rather than being a one-time internal estimate that can't be defended if questioned.

How SuiteEarth can help suppliers respond

This is where SuiteEarth can be positioned as more than a reporting tool. The challenge illustrated by Walmart and Target is not simply producing a sustainability report, it is building a repeatable operating model for collecting, calculating, tracing, and managing sustainability information.

For businesses using NetSuite, relevant data may already exist across vendor records, purchase transactions, items, expenses, and other business activity. SuiteEarth can help connect that business data with carbon-accounting and ESG workflows.

1. Turn existing business activity into a carbon-data foundation

A supplier may already have thousands of relevant transactions inside NetSuite. Procurement records identify suppliers and purchases; vendor bills contain quantities and spend; item records provide product information; operational records provide additional activity data. SuiteEarth can use this activity as a starting point for carbon-accounting workflows, moving organisations away from repeatedly exporting the same information into disconnected spreadsheets.

2. Calculate and manage Scope 1, Scope 2, and relevant Scope 3 emissions

A buyer may ask for a complete operational emissions footprint, a corporate inventory, or information relevant to a specific value-chain category. SuiteEarth can support Scope 1, Scope 2, and Scope 3 emissions calculations using appropriate activity, spend, or other relevant data inputs and emission-factor methodologies. The appropriate calculation method depends on the data available and the accounting purpose, where better primary data becomes available, the organisation can improve inventory quality rather than rebuilding the process from scratch.

3. Create traceability through the Carbon Ledger

When a buyer asks "How did you calculate this number?", the supplier needs more than the final result, it needs the pathway back to the underlying information. SuiteEarth's Carbon Ledger concept is designed to maintain the connection between the source activity, calculation inputs, methodology, emission factor, and resulting emissions information, supporting both internal review and audit-readiness for third-party assurance.

4. Support supplier collaboration and data collection

Retail value chains aren't managed on internal data alone. Suppliers may need to collect information from their own vendors, request emissions information, conduct sustainability assessments, or follow up on improvement actions. SuiteEarth can support structured supplier collaboration workflows, moving organisations beyond an email-and-spreadsheet approach.

5. Identify hotspots and connect measurement with action

The purpose of a carbon inventory isn't only to report a total, it should help the business understand where emissions are concentrated, so management can prioritise energy improvements, supplier engagement, logistics optimisation, packaging changes, or other relevant actions. This is particularly important for the Walmart and Target examples, both of which illustrate a move from measurement toward action.

6. Prepare for repeat requests rather than one-off responses

A buyer request can recur annually or change in scope, and a business that starts from scratch every time will keep facing the same challenge. A connected process makes it easier to update activity data, refresh calculations, improve methodologies, and maintain a history of reported results, including across multiple buyers with different requirements.

— Buyer request → supplier data → SuiteEarth response

What the buyer may ask	What the supplier needs	How SuiteEarth can help
Complete operational emissions footprint	Energy, fuel, and other operational activity data	Scope 1 and Scope 2 calculation workflows and traceable records
Carbon footprint for reporting	Relevant activity data, boundaries, and methodologies	Centralised carbon-accounting process using existing business and operational data
Supplier or value-chain emissions	Procurement, vendor, item, and supplier-specific information	Connect transactions and supplier information to relevant Scope 3 workflows
Climate target	Baseline and current-period emissions data	Goal and progress tracking linked to underlying emissions information
Emissions-reduction project	Project details, baseline, activity changes, and results	Track initiatives and connect actions with measurable emissions outcomes
Questionnaire response (CDP, Higg, etc.)	Current, structured, and explainable information	Controlled data foundation and traceability for reporting workflows
Evidence for a reported number	Source documents, calculations, and assumptions	Carbon Ledger linking activity, methodology, and result
Supplier sustainability information	Supplier data and follow-up process	Supplier collaboration and structured ESG information workflows

A practical readiness plan before the next buyer request

Step 1: Identify your buyer triggers

List the customers, retailers, procurement programmes, supplier platforms, and contracts that may create sustainability information requests. Don't assume all customers want the same information, build a simple register of known requests and likely future triggers.

Step 2: Separate the types of carbon question

A buyer may be asking for corporate emissions, a product footprint, supplier-specific information, a Scope 3 contribution, or a reduction project. These are not interchangeable. Clarifying the question at the beginning prevents weeks spent collecting the wrong data.

Step 3: Map the data to the request

Identify where the relevant information lives. For each required metric, record the data owner, source system, reporting period, unit of measurement, and known data-quality limitation.

Step 4: Establish a controlled calculation process

Define the organisational boundary, calculation method, emission-factor source, assumptions, and review process. The organisation should be able to repeat the calculation and explain any material changes between reporting periods.

Step 5: Build a repeatable response pack

For recurring buyer requests, maintain a controlled package containing the latest emissions data, methodology notes, targets, reduction initiatives, and supporting evidence. The exact content should be tailored to the buyer and programme, but the underlying data foundation should be reusable across buyers.

Step 6: Improve rather than wait for perfect data

The first inventory may rely on a mixture of primary, activity-based, supplier-specific, average, or spend-based data, depending on the category and information available. Data quality can then improve as better operational or supplier data becomes available and as assurance requirements increase.

A note on scale: this plan applies whether a supplier has five people or five thousand. Smaller suppliers will often start with spend-based estimates and a lighter internal process; larger suppliers, or those facing regulatory disclosure requirements in addition to buyer requests, should prioritise primary activity data and formal governance sooner. The steps are the same, the depth and pace should match the size and exposure of the business.

The objective is not perfect data on day one. The objective is controlled, explainable, and continuously improving data.

Can your business respond today?

- Can we produce a current Scope 1 and Scope 2 emissions inventory for the relevant reporting period?
- Can we explain the organisational boundary behind that inventory?
- Can we identify the key energy and fuel data used in the calculations?
- Can we identify relevant Scope 3 categories based on our business model?
- Can we trace purchased goods or supplier-related emissions back to transactions or activity data?
- Can we explain the emission factors and methodologies used?
- Can we distinguish a corporate carbon footprint from a product-level carbon request?
- Can we show the baseline behind any climate target?
- Can we identify and measure the outcome of a reported emissions-reduction project?
- Can we respond to a buyer questionnaire without rebuilding the dataset from scratch?
- Can we collect and manage sustainability information from suppliers when necessary?
- Can we show supporting evidence when a customer asks how a number was calculated?
- If we sell into multiple retailers, can we answer each one from the same underlying dataset?

If the answer to several of these questions is no, the issue is not necessarily a lack of sustainability ambition, it is a data and process gap. That gap can be addressed by establishing a practical operating model and improving it over time. And the commercial stakes are real: buyers are increasingly tying sustainability performance to vendor scorecards, preferred-supplier status, and RFP eligibility, so the cost of not being ready is no longer just reputational.

Turn the buyer request into a business capability

Walmart and Target offer two useful examples of where retail supply-chain expectations are heading. Walmart's Project Gigaton shows how a major buyer can engage suppliers around operational emissions, targets, measurable projects, and

reported results. Target shows how supplier climate engagement can include structured reporting through the CDP Supply Chain Climate Questionnaire, carbon-footprint measurement, science-aligned target-setting, and ongoing reduction strategies.

The precise request received by any individual supplier will differ. A business should always rely on the current requirements communicated directly by the buyer, and should not assume that participation in one programme automatically creates the same obligation in another.

The broader lesson is clear: a supplier increasingly benefits from being ready before the request arrives. The companies best positioned to respond will not necessarily be those with the largest sustainability teams, they will be the companies that understand their business activity, know where the relevant data sits, have a defined calculation process, and can connect the final result back to supporting evidence.

For businesses using NetSuite, the opportunity is to start with the business data already being generated — and connect it to carbon intelligence.

SuiteEarth can help create that connection across carbon accounting, transaction-level data, supplier collaboration, goals, and traceable reporting workflows.

NETSUITE → SUITEEARTH → CARBON DATA → ACTION → TRACEABLE REPORTING

— Ready to see where your data stands?

If you're not sure your business could answer a Walmart, Target, or CDP-style request today, that's exactly what SuiteEarth is built to solve. **Talk to the SuiteEarth team** for a walkthrough of how your existing NetSuite data can become an audit-ready carbon foundation, or **request a demo** to see the Carbon Ledger in action. [Insert contact / demo links]

Official sources used for the case studies

The Walmart and Target case studies in this guide are based on publicly available information from the companies. Key sources include:

- Walmart — Climate Resilience, Energy, and Emissions, FY2026 ESG reporting materials.
- Walmart — "Walmart Suppliers Lead the Charge, Help Deliver Project Gigaton Goal More Than Six Years Early" (February 2024).
- Walmart — Project Gigaton and supplier sustainability materials.
- Walmart — Policies and Guidelines, including category-specific responsible sourcing and reporting requirements.
- Target — Climate and Target Forward sustainability strategy.
- Target — 2025 CDP Corporate Questionnaire / climate disclosure.
- Target — Responsible Supply Chains and supplier standards.

— Important note on buyer requirements

This guide describes publicly available examples of Walmart and Target supplier climate and sustainability engagement. Buyer requirements, reporting platforms, supplier scope, and programme criteria can change. The exact obligations of an individual supplier depend on the current programme, product category, commercial relationship, and direct communication received from the buyer.

— Important note on SuiteEarth

This publication is an independent educational and marketing asset prepared by SuiteEarth. Walmart and Target are not represented as customers, partners, sponsors, or endorsers of SuiteEarth. References to the companies are based on publicly available information and are included to illustrate trends in retailer supplier engagement and carbon-data management.



MEASURE · MANAGE · COLLABORATE · REPORT

SOURCE DATA → ACTIVITY → METHODOLOGY → CALCULATION → RESULT → EVIDENCE

Talk to the SuiteEarth team for a walkthrough of how your existing NetSuite data can become an audit-ready carbon foundation, or **request a demo** to see the Carbon Ledger in action.

Watch a walkthrough: youtube.com/watch?v=ZZZq9iqjE1Q

USA Office

1000 N West Street, Suite 1200, Wilmington, DE 19801, USA

Phone: [+1 302 351 4491](tel:+13023514491)

Email: sales@suiteearth.ai