

Accelerating Renewable Electricity with Customers and Suppliers

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Is your case study linked to an ‘ugly truth’ or a ‘key success factor’?

Accelerating renewable electricity adoption across the value chain is a powerful lever for meeting the Paris Agreement. However, the harsh reality is that many organizations still face low accessibility and limited awareness of available options.

What does the case study help tackle?

To meet Thermo Fisher Scientific's near-term and net-zero targets, we successfully dismantled internal barriers to scale adoption while engaging partners to amplify our impact. This case study shares our approach, empowering you to replicate our success.

What was the outcome and how did you measure it?

Thermo Fisher has contributed to adding over 1 terawatt hour of new renewable electricity to the global grid from over a dozen on and off-site projects. This has reduced our scope 2 emissions by over 200,000 tCO₂e annually and driven progress towards our 80% renewable electricity by 2030 commitment.

To scale its impact, Thermo Fisher made the intentional decision to utilize its experience, scale and strong financial credit to enable customers and suppliers to engage in the virtual power purchasing market.

Our measure of success is seeing our partners accelerate their use of renewable electricity.

Who was involved (departments/roles)? How did you justify it to the business?

Our Global Sustainability team coordinated with Treasury, Finance, Procurement, Tax, Legal, as well as local operational leaders for on-site projects. Ensuring we meet our climate targets as expected by our customers and stakeholders is our business justification.

What were the key success factors?

A long-term renewable electricity strategy, supported by leadership, was crucial for gaining stakeholder adoption.

In 2023, Eurofins partnered with Thermo Fisher in a Spanish virtual power purchase agreement, and in 2024, we led a cohort of value chain partners through the Energize initiative. In both efforts, Thermo Fisher provided expert support, accelerating learning and fostering internal buy-in among participants.

Additionally, we have developed a program and a publicly available supplier guide to connect suppliers eager to advance their renewable electricity procurement with seasoned advisors, empowering them to take the next step confidently.

How would you recommend those with less resources attempt this?

- Connect with value chain partners who have advanced renewables programs to learn from their experiences. Most customers and suppliers are eager to engage.
- If your company is new to long-term purchasing agreements or has small electricity volumes, consider joining a buying cohort with advisors like Schneider Electric or Sustainability Roundtable for market access.
- As you gain experience, share your successes and recommend advisors within your value chain.

What are your watch-outs for others attempting this?

- Absence of company targets to justify effort, cost and risk. Targets/strategy must come first.
- Not involving internal stakeholders at start.
- Expecting suppliers to increase the use of renewable electricity without guidance.

Who were the main drivers (the people that were boots on the ground), and the main leadership sponsor?

The executive sponsor for our climate program is our SVP, Global Business Services, who reports to the CFO. The energy and supplier responsibility teams within our Global Sustainability function drove these efforts.



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