

# Business Alliance to Scale Climate Solutions (BASCS) – Non-Solicitation Policy

Adopted by BASCS on Nov 22, 2021

## **Purpose**

It is key to the success of the Business Alliance to Scale Climate Solutions ('BASCS') to have a healthy networking, dialogue and collaboration environment. In order to ensure such an environment for all of its members while protecting against unwanted sales pressure, BASCS maintains a strict non-solicitation policy. This policy makes clear specific practices that are permitted or prohibited, as well as the spirit and intent of the environment BASCS wants to maintain. In some cases there may be subjectivity, in which cases members shall rely on common sense and good behavior.

## **Applicability**

Unless otherwise specified this policy applies at all times when attending any BASCS event such as Member Meetings, Working Groups, or other events organized by BASCS, as well as when using or contributing to BASCS resources including on-line and off-line communication and marketing resources.

## **General Points**

- *Solicitation* is the practice of engaging another person, with urgency or being overly persistent in the request, with the purpose of obtaining business from a potential customer.
- *Networking* and *business development* should be friendly in nature and only with mutual agreement, always respecting other people's comfort with the situation.
- *Respect* should always be exercised by both providers and prospective customers (Buyers). Providers must be respectful of another person's interest in dialogues or meetings. Customers must be respectful of a provider who is doing their job, within the guidelines of this policy, to meet new people and introduce their perspectives on matters relevant to BASCS.
- Printed materials (business cards, literature, branded gifts, etc.) may only be distributed according to the rules of an event (Member meetings, Working Groups, etc.).
- No organized event (meal, reception, networking activity, etc.) may be held on location of any BASCS event unless pre-approved by the BASCS Council.

## **Complaints, Resolution and Consequences**

A Member may report any activity they feel is in conflict with this policy by contacting BSR and/or a participant in the BASCS Council.

Violations of this policy can result in loss of privileges or cancellation of membership in accordance with the BASCS' Operating Charter.

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*\*This non-solicitation has been adapted from the International Association of Outsourcing Professionals' (IAOP) Non-Solicitation Policy.*