



Impact Spending

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**Supplier Development
Manager**

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Social determinants of health

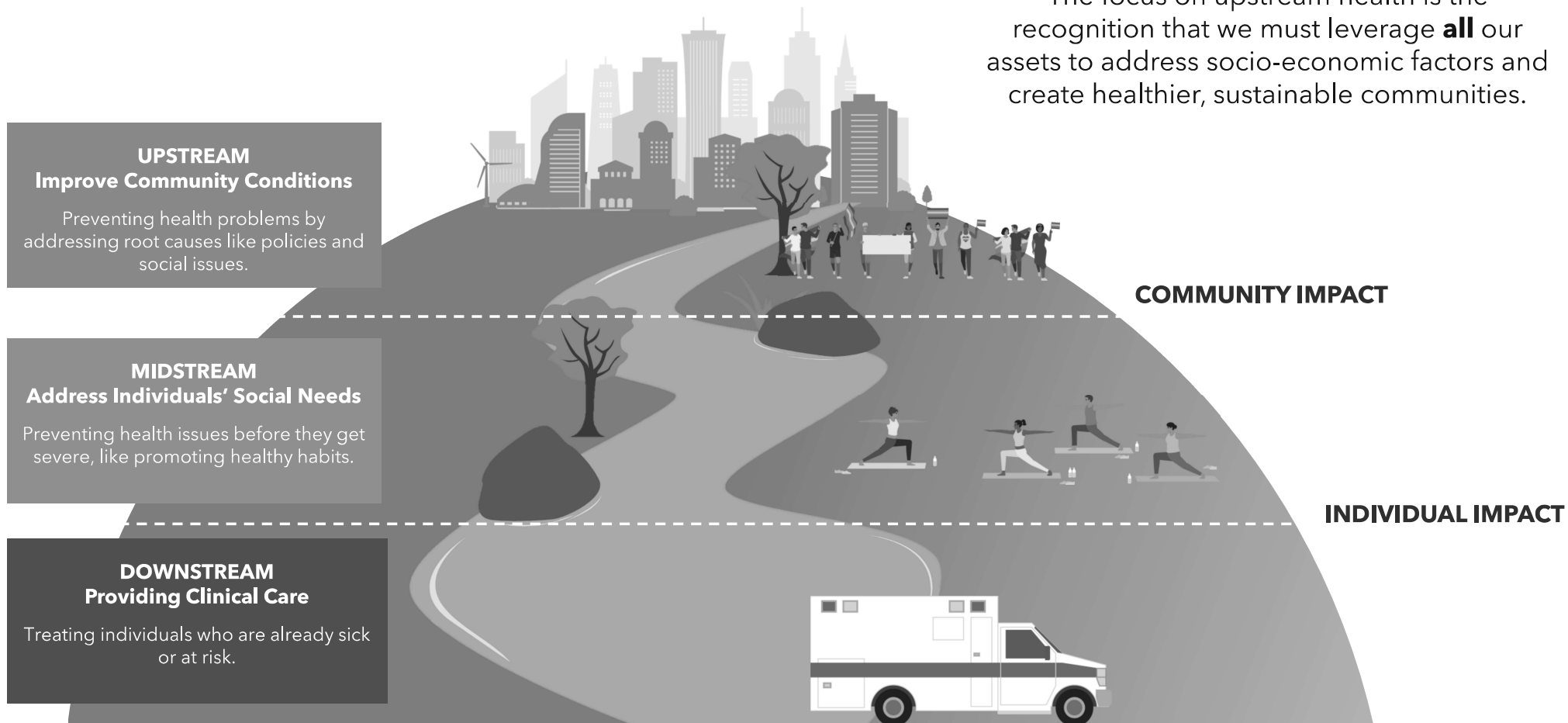
Health is driven by many factors beyond medical care, such as having a safe place to live, enough money in the bank, access to healthy meals, and meaningful social connections.



KAISER PERMANENTE®

Upstream community health

The focus on upstream health is the recognition that we must leverage **all** our assets to address socio-economic factors and create healthier, sustainable communities.

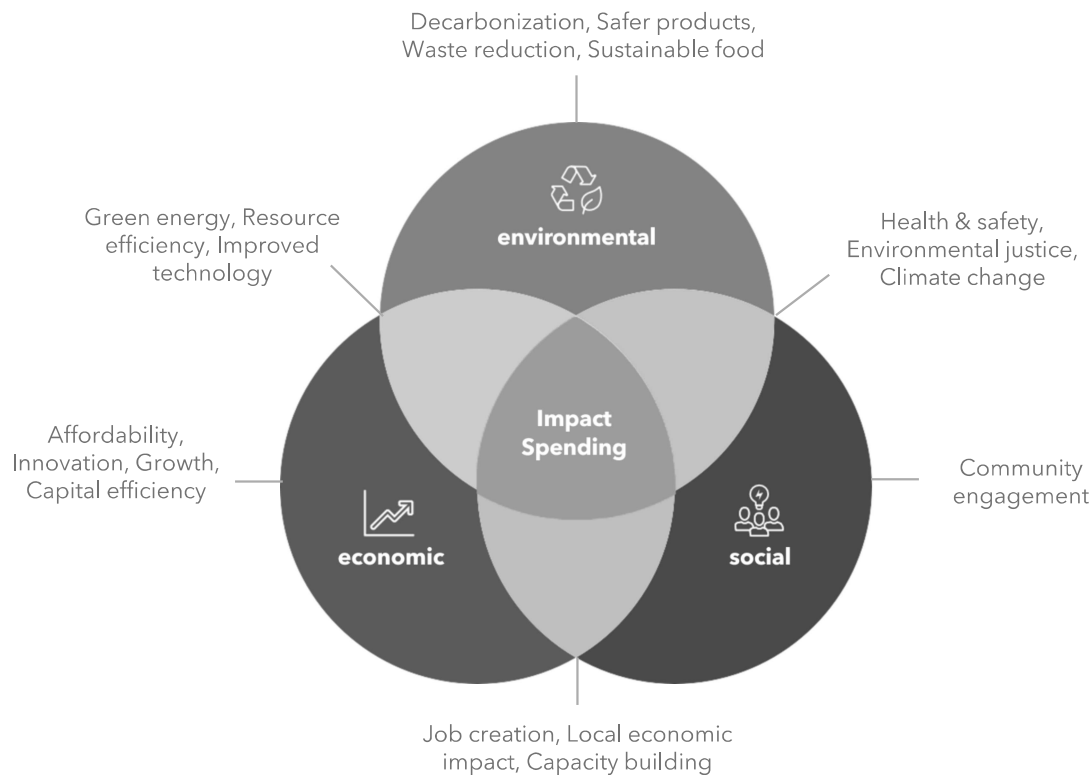




Purpose statement

Impact Spending aims to improve health by advancing the economic and environmental well-being of the communities we serve.

We ensure Kaiser Permanente's spending decisions and place-based strategy for **facilities** are guided by a commitment to creating measurable **economic**, **social**, and **environmental** impact in the communities we serve.



SUPPLIER DEVELOPMENT

SUSTAINABILITY

ECONOMIC IMPACT

BUILDING FOR IMPACT

Supplier Development

Supplier Development agenda

We provide small and local businesses the most practical opportunity to be included in our contracting and subcontracting activities.



Foster economic and community development through local supplier program

The focus on local businesses aligns with our core values of inclusivity and community support.



Drive meaningful change

We believe that by supporting local and small businesses, we can drive meaningful change and contribute to the overall well-being of our communities.



Comply with federal requirements

It's not only the law, but many of our customers have their own requirements.

Measures of success

We will leverage KP's economic power and place-based strategy to grow small, local, and sustainable businesses and facilities that foster healthy, climate-resilient economies and deliver measurable community impact.

Our focus will be on:

1. Creating business and social impact
2. Driving purchasing behavior through education and measurement
3. Establishing collaborative partnerships to optimize positive impacts on upstream community health
4. Creating new jobs and community wealth
5. Reducing health care's environmental footprint



2024 success stories

New contract awarded:

HARD Manufacturing Company

HARD Manufacturing is a small company in Buffalo, New York that sells pediatric cribs and beds to the majority of U.S. children's hospitals.

HARD Manufacturing has been dedicated to delivering high-quality products to their customers since 1876. They design, manufacture, and sell a range of pediatric beds and cribs for hospitals, health care facilities, and home care use, and strive to exceed the expectations of their young patients and their caregivers by offering highly functional and well-made sleep surfaces that meet the needs, budgets and preferences of the pediatric market.

Kaiser Permanente has been doing business with HARD for over a decade in the Cribs, Beds, and Bassinets space.

In 2024, Hard Manufacturing participated in an RFP for "Cribs, Accessories and Service - PICU and NICU" and at the end of the scoring/evaluation process, they were awarded a single-source National Standard contract.

- Contract: CE7545KP
- Effective: 8/1/2024 to 7/31/2029





2024 success stories

Spectrum Building Services

Office Hour/Networking Success

Spectrum Building Services of America is a small and local business headquartered in Los Alamitos, California that provides services throughout Southern California and Colorado. Spectrum delivers best-in-class full-service commercial janitorial and building maintenance services to customers in a wide variety of markets, including corporate/commercial, plant services/manufacturing, education, religious, government, financial institutions, and public venues.

The Impact Spending team met Spectrum through a Salesforce cohort in 2023. Spectrum participated in a Kaiser Permanente/Vizient office hour session after which they were referred to the team sourcing janitorial services for the Target Clinics.

At the end of the RFP scoring/evaluation process, Spectrum was awarded the contract with an estimated value of \$600K.

Supplier portals



Supplier Development Philosophy

Kaiser Permanente's Supplier Development philosophy is to engage the talents and services of small and local suppliers and leverage Kaiser Permanente's buying power to make a sustainable impact on the total health of the communities we serve.

Supplier Log In

	Username
	Password
Log In	

Forgot User Name? [Retrieve User Name](#)

Forgot Password? [Reset Password](#)

New to the Portal? [Register your company](#)



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Facilities Design and Construction - Supplier Diversity System

Vendor Registration

Search and/or join our database of construction vendors

System Training

Learn how to fully utilize our system with a live trainer

About the System

Impact Spending:
kaiserpermanente.starssmp.com

ImpactSpending@kp.org

Facilities Design and Construction:
kpnfs.diversitycompliance.com/



Thank you