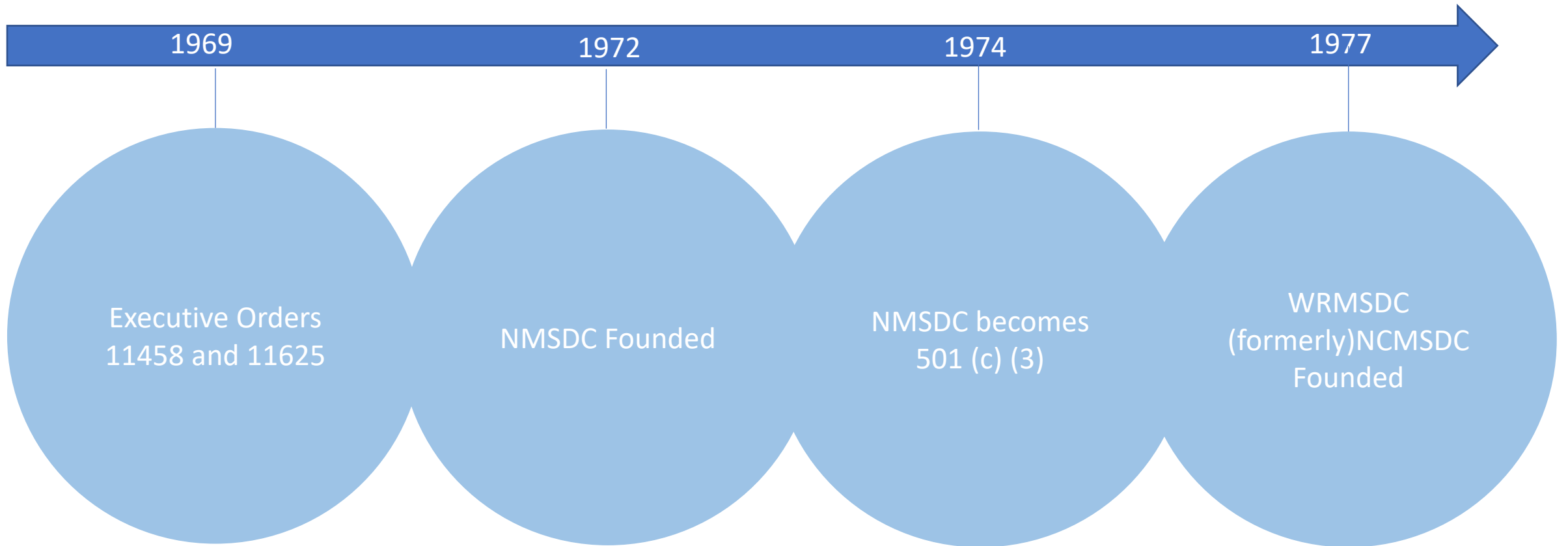


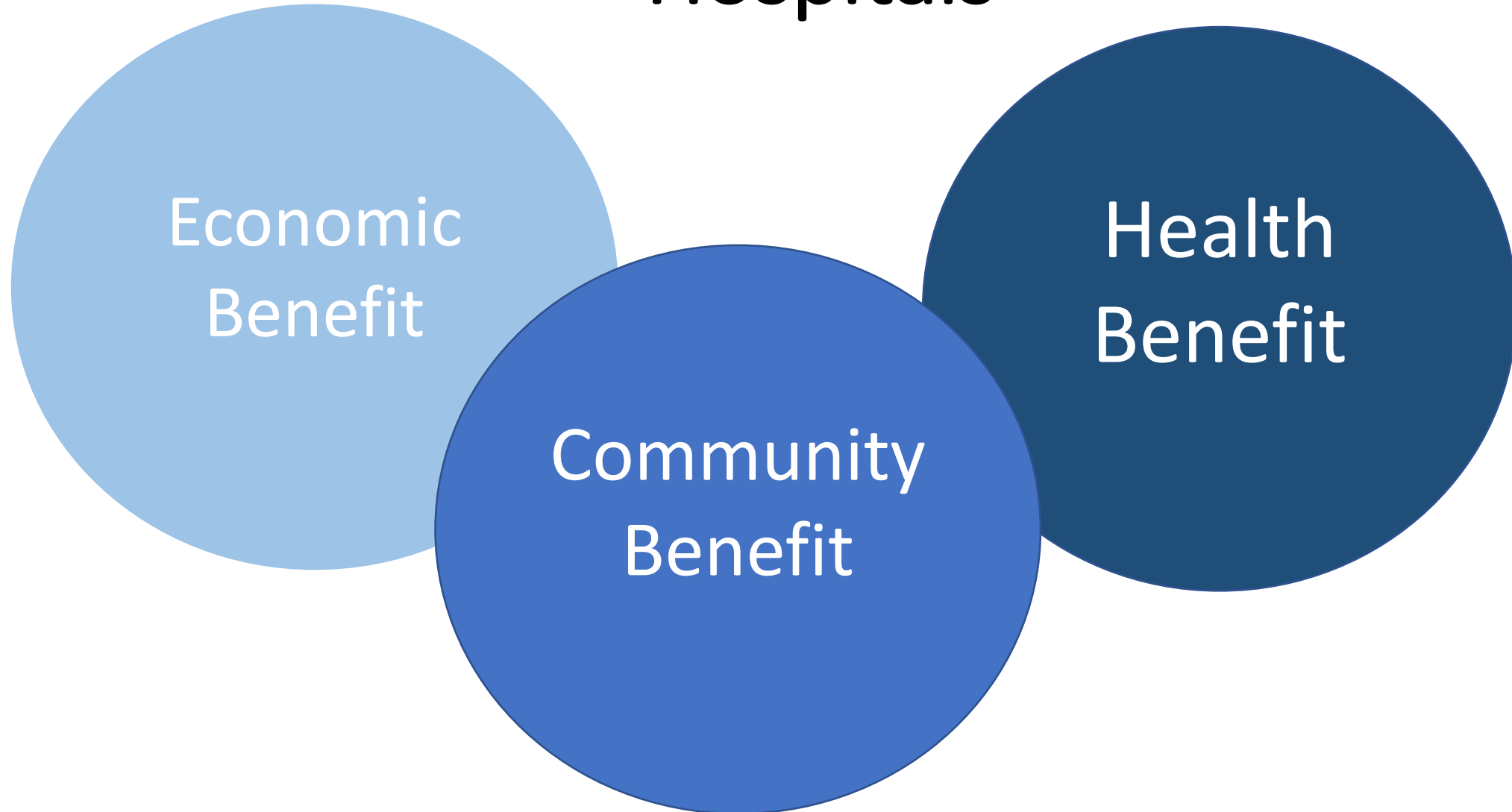
# Presentation on Key Supplier Diversity Topics

*Tara Lynn Gray, Director, CA Office of Small Business Advocate (CalOSBA) & Cecil Plummer, President, Western Regional Minority Supplier Development Council (WRMSDC)*

# History of Supplier Diversity



# The Importance of Supplier Diversity in Hospitals



# Did you know?



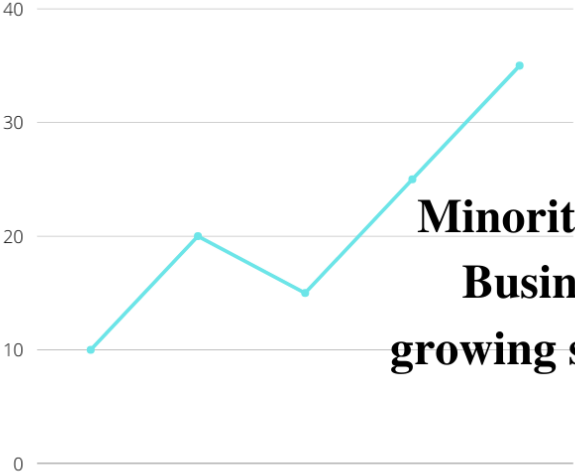
**2/3 Americans work for firms with less than 500 employees**

(US Dept. of Labor and Statistics)



**Over 86 % of Federal and State Government Revenues come from putting people to work**

(US Dept. of Budget and Management)



**Minority and Women Owned Businesses are the fastest growing segment of the business community.**

(US Dept. of Commerce)



**Inclusive Supply Chains: 98% Meets or Exceeds Expectations**

(Hackett Group)

# Key Supplier Diversity Terms

Prime Supplier

Community Anchor Organization

Economic impact Incentives

Matchmaking Diverse

Compliance Goals

Data Scrubbing

Access to Capital

Tier 2

# SUPPLIER DEVELOPMENT

## DEFINITION

Any effort of a buying firm with its supplier(s) to increase the performance and/or capabilities of the supplier and meet the buying firm's short- and/or long-term supply needs.



### GOALS

- Increased product quality 
- Competitiveness 
- Lower cost 
- Improve suppliers performance 
- Improvement in time 

Improvement in time



The quality and cost of a product or service offered in the market is a function, not only of the capabilities of the firm, but also of the supplier's competences to provide inputs to the enterprise

## ACTIVITIES

- Providing incentives / Recognition 
- Monitoring 
- Enhancing competition among suppliers 
- Training / Assessing 
- Investment 

BARBARA CATTABRIGA

# Diverse Supplier Certification



## Types of Certification

Self Certification

Third Party  
Certification

# Diverse Supplier Certification Pros and Cons



**Cost**



**Risk**



**Fraud**



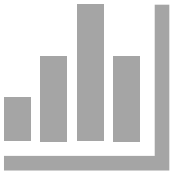
**Effort**



# Other Considerations for Supplier Diversity



**Proposition 209**



**Data Collection**



**History**



**Misperceptions**



**Impact**

Q&A

