

E&I's Business Case for Supplier Diversity

Titus Martin, Executive Director Supplier Diversity



Objectives for Today's Discussion

- E&I Overview
- Supplier Diversity Best Practices in Program Development
- Best Practices in Operation – Maximizing BEP Certified Suppliers
- 2023 Supplier Diversity Strategy - Key Focus Areas
- E&I's Journey Assistance Strategy
- Q&A

Background Information – Titus Martin

- Titus has over 24 years of Supplier Diversity experience serving in Automotive, Building Construction, Energy and Health Care sectors, while contributing to numerous initiatives related to Supplier Diversity and its positive economic impact in diverse communities.
- Served on various boards of directors & executive committees (nationally) focused on improving opportunities for diverse suppliers in the marketplace.
- Associate Director Supplier Diversity, UnitedHealth Group (2008-2022) -Implemented processes that produced a direct increase in spending with diverse business from \$82 million in 2008 to \$700 million in 2021. Managed over 600+ diverse businesses which contributed Tier 1 spending with certified diverse businesses (\$700 million) and over 100 prime supplier partners with \$200+ million in Tier 2 spending.
- Manager Supplier Diversity, Johnson Controls (1999-2008) - Implemented all initiatives related to the development of the Supplier Diversity Business Development program for the Buildings Division. Also, provided strategic planning and overall program compliance (including installation of electronic diverse spend tracking systems), which increased diverse supplier spending levels by \$250 million from 2003-2008.
- Awarded multiple awards for his service in the area of Supplier Diversity including the “Corporate Representative of the Year Award” from the Tennessee Minority Supplier Development Council (TMSDC).

E&I Cooperative Services is a member-owned, non-profit sourcing cooperative focused on education. By leveraging the knowledge and purchasing power of its Nationwide Membership, E&I Helps Education Institutions Reduce Costs, Optimize Supply Chain Efficiencies, and Save Time on the RFP Process.

6000+	\$2.8 B	160+	20+	99%	\$0
Members	Member Purchases	Awarded Contracts	Categories	Competitive Bidding	Cost to Join Contract

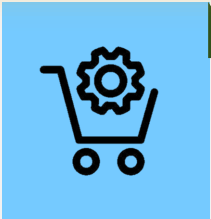
E&I Cooperative Services works hand in hand with our members, helping them to optimize and control their spend, reduce their costs and relieve the workload placed on their procurement staff. We achieve this by providing contracts tailored specifically to education needs and compliance requirements, eProcurement solutions to make buying processes more efficient, and consultative and analytic services to solve challenges and support data driven decision making.

END-TO-END PROCUREMENT SOLUTIONS



Sourcing

End to end RFP process, from market research through contract management



e-Procurement

Custom-built for education, multiple platforms with varying levels of functionality and integration capabilities



Strategic Spend Assessment

Spend data analysis for opportunities to reduce costs, bring more spend under contract, and maximize efficiencies



Supplier Diversity

Maximize diverse supplier participation through the development of mutually beneficial business relationships



Sustainability

Achieve climate neutrality, reduce greenhouse gas emissions, through ESG-compliant contracts



Supplier Diversity at E&I

Vision

To empower our members to make informed, analytics-driven decisions to capture more spend with diverse suppliers and optimize their education dollars

Mission

To help members deliver unsurpassed value and exceptional experience through a broad portfolio of competitively solicited contracts with industry-leading suppliers and innovative sourcing solutions

Value

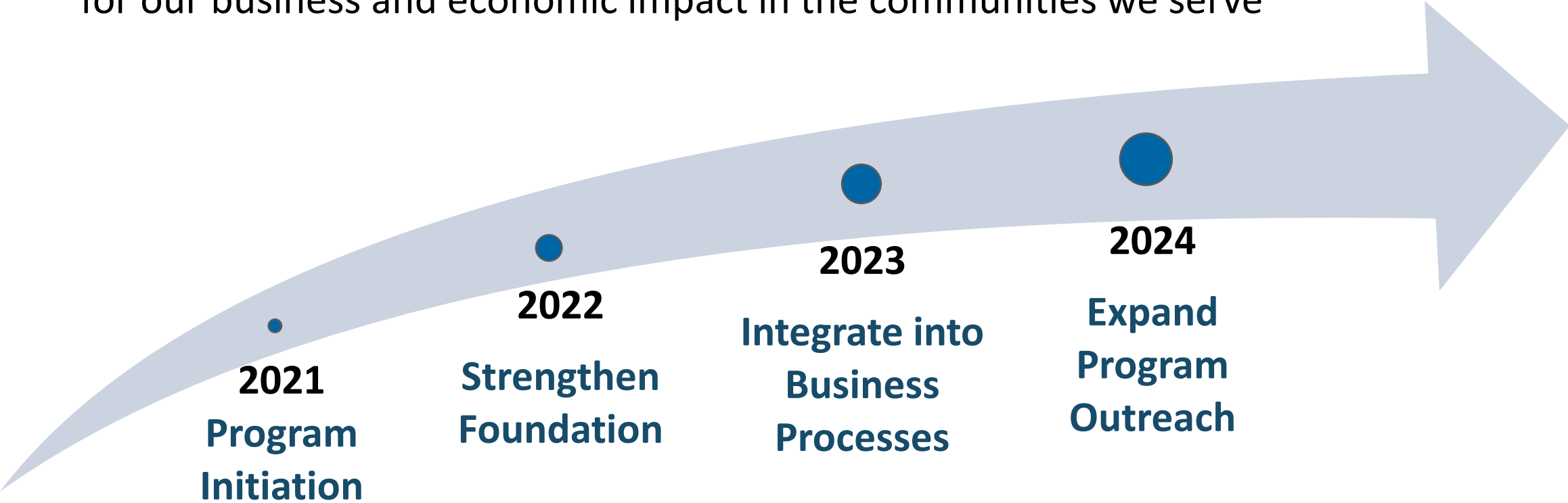
Contributing to supply chain and operational excellence; enhancing our brand with key stakeholders; and complementing our core values expressed in our environmental, social, and governance commitments

Results

We will share with our stakeholders how supplier diversity contributes to supply chain and operational excellence

Continued Evolution

- Achieving World Class Performance Requires Continued Evolution
- Our vision is to create a world class Supplier Diversity program that delivers value creation for our business and economic impact in the communities we serve



Importance of Implementing Best Practices



Driving Value Creation and Economic Impact

The proactive integration of businesses from underserved communities into the supply chain

Compliance with Customer Requirements

- Public Sector bid requirements
- Private Sector Customer Expectations

Strategic Approach

- Innovative Solutions
- Cost Savings
- Strategic Relationships

Social Responsibility

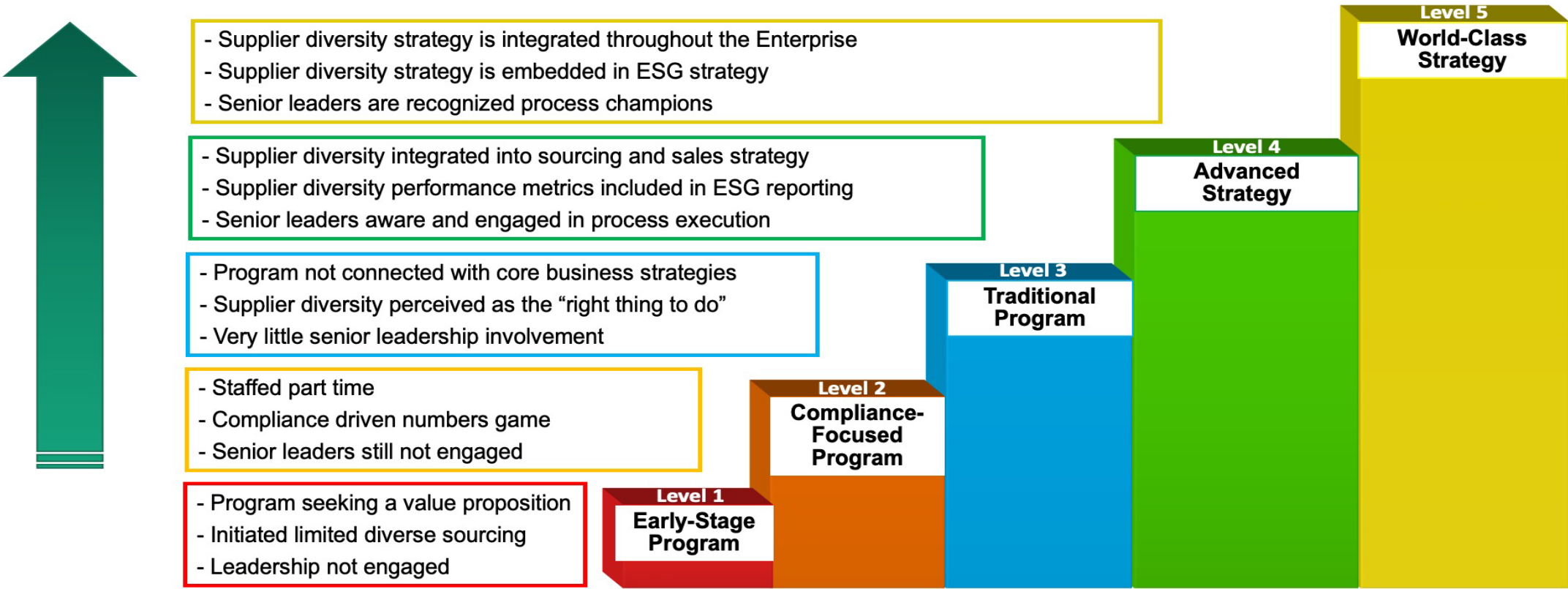
- Deliver economic Impact to underserved communities
- Promote linkage to institutional values

← VALUE CREATION →



Supplier Diversity Program: Maturity Models

“The RGMA 5” Levels of Supplier Diversity Maturity Model™

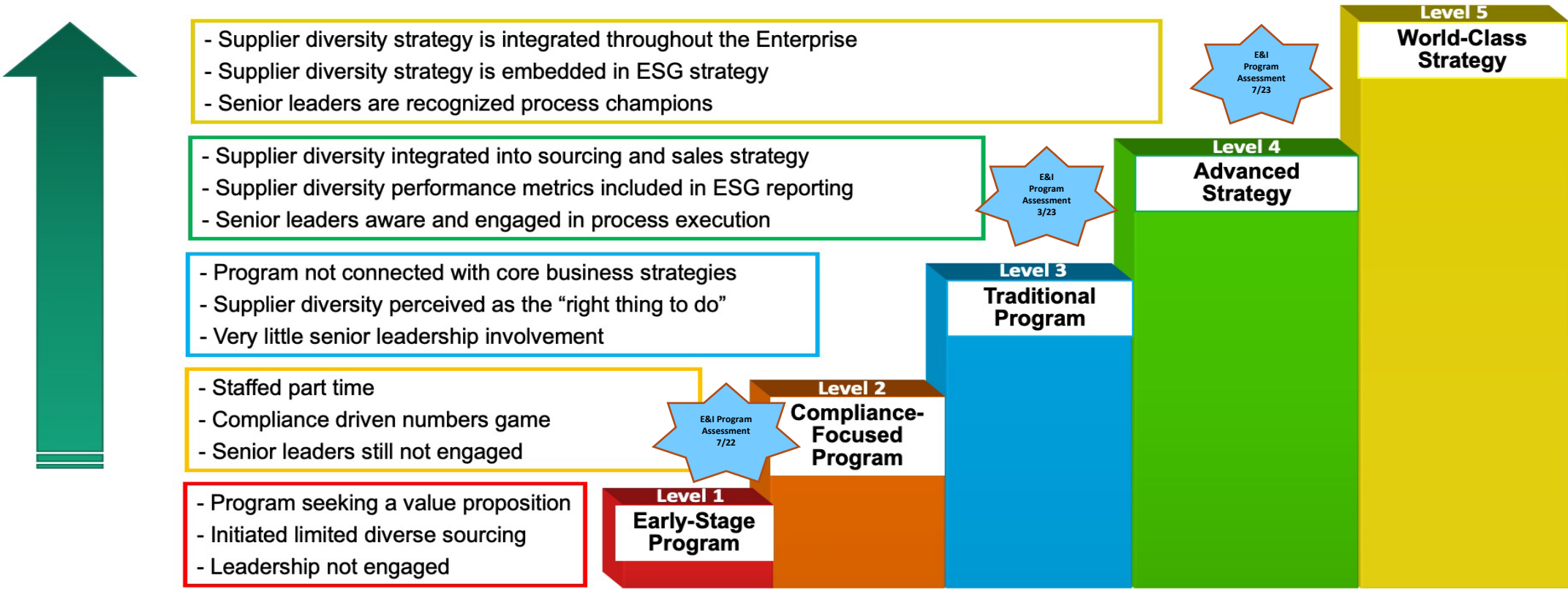


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Supplier Diversity Program: Maturity Models

“The RGMA 5” Levels of Supplier Diversity Maturity Model™



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Program Focus Areas



Program Achievements in Supplier Diversity

Standardized Best Practices & Tools

- Hired an Executive Director to develop E&I's Supplier Diversity strategy
- Completed program analysis to determine the state and highlight future areas of focus
- Developed process with Category teams to establish Supplier Diversity strategies
- Established E&I's Business Case for Supplier Diversity

Governance

- Created Supplier Diversity Policy Statement
- Developed Strategic Plan & Future Improvement Strategy
- Created process to measure diverse supplier participation in E&I's RFP process



Program Achievements in Supplier Diversity

Education & Awareness

Established framework for future communication strategy:

- Supplier Diversity (quarterly) podcast, brochures & marketing materials, training courses and website enhancements
- Updated existing Supplier Diversity website to highlight our renewed focus and efforts in this area

Strategic Approach

- Began building opportunity pipeline for future diverse supplier participation
- Established relationships with Supplier Diversity Advocacy Organizations to help strengthen E&I's brand/image.
- Initiated discussions with E&I members to determine the desire for supplier diversity solutions



E&I's Options for Solution Development



Supplier Diversity Member Toolkit Solutions

- **Digital Assessment & Planning Tool**
- **Data Enrichment Services**
- **Supplier Diversity Tracking Software**
- **Tier 2 Reporting module**
- **Supplier Registration**
- **Diverse Supplier Directory**
- **Industry Benchmarking**
- **Economic Impact Reporting**



For More Information: Scan QR Code



HELPFUL *Links & Resources*

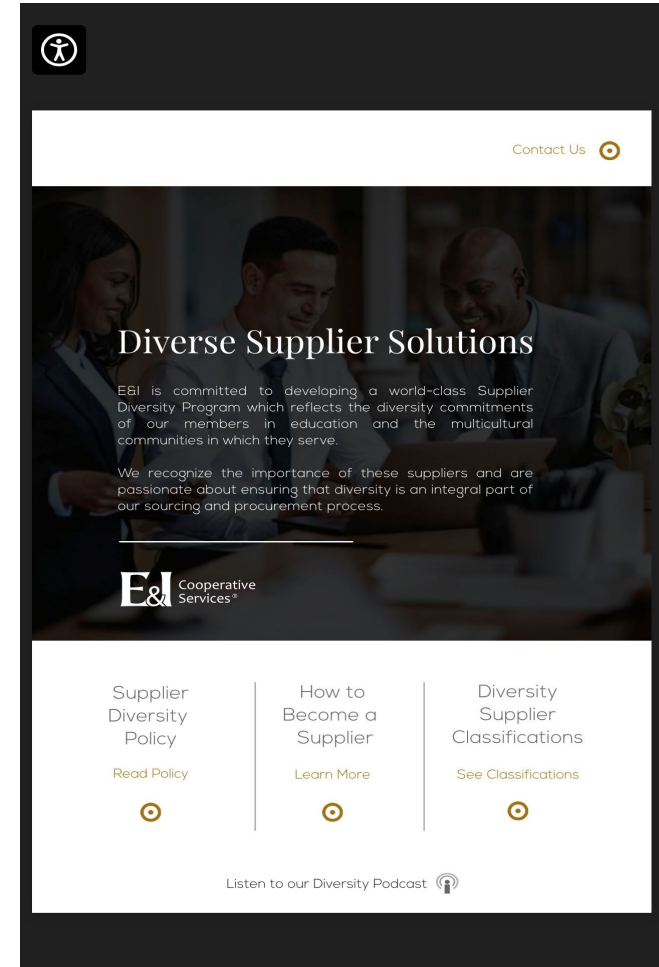
For Members

Our Supplier Diversity Program is designed to support your ongoing diversity commitments. Check out our growing list of Supplier Diversity solutions.



For Suppliers

We are committed to maximizing diverse supplier participation in our RFP process. Here's how to become a diverse supplier in E&I's portfolio.



Questions?

