

Many universities and colleges have instituted Diversity and Inclusion policies and practices that have successfully achieved outstanding representation of diversity within their faculty, staff and student bodies. Additionally, these policies have created inclusiveness among staff, faculty and students, allowing for successful on-boarding, performance and developmental opportunities.

However, *supplier diversity* has often lagged for a variety of reasons, including a shortage of staff in procurement departments, decentralized purchasing, and a lack of accountability among those who make purchasing decisions.

SBSI Consulting Solutions has established a consultative process for supporting and bolstering supplier diversity success at colleges and universities.

Our consultative process supports our clients in the following ways:

1. We augment your purchasing / procurement staff in sourcing minority, women, veteran, disabled veteran and LGBT owned firms. We vet these firms in terms of qualifications and through reference checks and provide information about precisely where they are in the certification process.
2. Once a supplier has been contracted through our service, we ensure early success by staying in contact with both the supplier and the department that provided the contracting opportunity. We ensure for the first 90 days that both parties are meeting requirements and communicating appropriately on an ongoing basis.
3. Included in our package are consultative services that provide guidance on policy matters, ensuring that existing policies meet or exceed current best practices. We help you with communication strategies and craft required documents. We also provide consultation regarding accountability issues.
4. We conduct assessments regarding the user friendliness of existing procurement processes including website review, follow-up practices and surveys to determine overall user friendliness.
5. At no additional cost, our portal will be available to provide an online opportunity to post organizational profiles, procurement opportunities and



advertising for the universities and colleges. The portal will also provide a database of supplier organizations and their capabilities.

In summary, we augment your procurement staff in an affordable way, provide an on-boarding process for early success, provide policy consultation, assess current procurement user friendliness and provide an interactive portal.

For more information contact us at:

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