

What is Supplier Diversity?

Supplier diversity is a proactive business process that seeks to provide suppliers equal access to supply management opportunities (NAPM InfoEdge 2001).

Consistent with the OMB values of service, equality, respect, value, integrity, commitment and excellence is the commitment to supplier diversity. According to the Institute of Supply Management, supplier diversity helps in the following areas:

1. Create a supply base that better mirrors the community.
2. Support the economics of the community.
3. Create jobs in the minority and women community.
4. Create a more competitive supply base.
5. Provide better business solutions, products and services.
6. Retain diverse employees and attract quality employee candidates.

Small Minority and Women Business Enterprise Facts

Small, minority and women business enterprises are the backbone of the economy

- According to the U.S. Census Bureau's "2002 Survey of Business Owners (SBO)" released in July 2005, minority groups and women are increasing their business ownership at a much higher rate than the national average.
- Small businesses are 99.7 percent of all businesses, employ half of the work force, produce 52 percent of the private sector output, and provide significant ownership opportunities for women, minorities, and immigrants.
- According to a study facilitated by Fortune magazine and the Society for Human Resource Management, more than 75 percent of surveyed organizations have engaged in some type of diversity activity or initiative.



Did you know of the 15,136 employees the State of Delaware employs

—4,515 or 30% are people of color

—8,284 or 55% are female

Office of Minority and Women Business Enterprise

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Delaware Office of Minority and Women Business Enterprise

Dedicated to increasing the opportunities for minorities and women businesses to sell their products or services to the State of Delaware



What's Inside

- The importance of supplier diversity
- How to find certified MWBE vendors
- Ways you can assist to increase supplier diversity
- The economic impact of small, minority and women business enterprises

Executive Order 23 —“the State is further committed to ensuring that qualified, available minority-owned and women-owned businesses have a full and fair opportunity to contract with the State, both directly and as subcontractors, for public works contracts, supply contracts, and professional and other services contracts”

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Encourage MWBE Certification!

Ways to Achieve Supplier Diversity

1. Promote the use of the OMWBE web site for finding minority and women vendors.
www.omwbe.delaware.gov
—click **MWBE directory**
2. Solicit responses from diverse vendors for under threshold bid opportunities.
3. Provide OMWBE with current contracts, current vendors and contract expiration dates.
4. Identify trends and opportunities to increase supplier diversity (provide OMWBE with upcoming projects or provide information to OMWBE on types of services or products your agency consumes).
5. Document types of under threshold bids, responses and provide OMWBE with feedback.



OMWBE Can Help You Achieve Supplier Diversity by:

1. Maintaining an online user friendly database of over 1,000 diverse vendors.
2. Assisting in communicating opportunities and agency supplier diversity initiatives.
3. Providing resources based on the importance of supplier diversity and certification.
4. Answering questions about the minority and women business enterprise certification process and business resources available.
5. Providing strategic support and guidance on how to effectively implement supplier diversity.
6. Identifying additional resources to assist in marketing opportunities to MWBE community



Diversity & Positive Returns

The 42 publicly traded companies on the *DiversityInc* Top 50 stock index generate returns nearly 25 percent higher than the Standard & Poor's over a 10-year period.

Institute of Supply Management Principles of Social Responsibility

1. Community
2. Diversity
3. Environment
4. Ethics
5. Financial Responsibility
6. Human Rights
7. Safety



How does your agency measure up?