

Procurement & Strategic Sourcing

Supplier Diversity & Inclusion

2016



Proposal 2 of Michigan Ballot

- **Michigan Civil Rights Amendment - Proposal 2 (2006)**
 - **Constitutional amendment on the November 7, 2006 ballot in Michigan.**
Now [Michigan Constitution Article 1 Section 26](#).
 - **UofM, MSU, and Wayne State University shall not discriminate against or grant preferential treatment to any individual or group on the basis of race, sex, color, ethnicity, or national origin in public contracting.**
 - **Does not prevent outreach efforts**
 - **Does not prevent tracking and reporting diversity spend.**
 - **Does not govern federal grant projects with small business subcontract plans.**

University Policy 04-2

➤ [Supplier Diversity Program](#) – Policy Excerpts

- The purpose is to enhance successful business relationships between Minority, Woman and Physically-Challenged Owned Business Enterprises.
- The effort is university-wide and includes traditional procurement and contracted services as well as subcontracting and joint venture activities.
- It is the responsibility of all schools/colleges/divisions to seek out these diverse businesses and take the steps necessary to assure that these businesses receive a fair share in the economic opportunities available.

Procurement & Strategic Sourcing

➤ Wayne State Procurement is involved in a variety of programs and initiatives

- RFP Clauses
- Measuring & Reporting University Spend
- Preparation of part of the University Affirmative Action Report
- Involvement with the local diversity councils
- Hosting a diversity & Detroit based business trade fair
- Participation in other local trade fairs
- Nominations and awards
- Inclusion in our Strategic Sourcing initiatives

Diversity Based Organizations

- **Michigan Minority Supplier Development Council**
Member 25 years +
- **Great Lakes Women's Business Council**
Member since 2006
- **Asian Pacific American Chamber of Commerce**
New Member in 2015
- **Michigan Hispanic Chamber of Commerce**
New Member in 2015



Other Diverse Organizations

- **Council of Supplier Diversity Professionals**
 - Member since 2006
 - Member of Board of Directors since 2009
 - Key members include HFHS, Kelly Services, Lear, JCI, Delphi, BCBSM, WSU, and over 25 others



Small & Diverse Business Workshops

➤ Sample of Diverse Workshops during the last 2 fiscal years.

- Michigan Minority Procurement Conference – *May 2015 & 2016*
- Veterans Owned Business Roundtable – *August 2015*
- Diversity & Detroit Based Business – *August 2015 & 2016*
- SBA American Supplier Initiative – *August 2015*
- Pure Michigan Business Connect Summit – *September 2015 & 2016*
- Great Lakes Women’s Business Conference – *September 2015 & 2016*
- Strategic Partner Trade Fair – *October 2015, April 2016, October 2016*
- PTAC Schoolcraft - 7th Annual Meet the Buyers – *October 2015*
- APACC East-West Conference – *March 2016*
- PTAC Macomb - Meet the Buyers – *August 2016*

Procurement & Strategic Sourcing

TODAY @ WAYNE

November 2, 2015

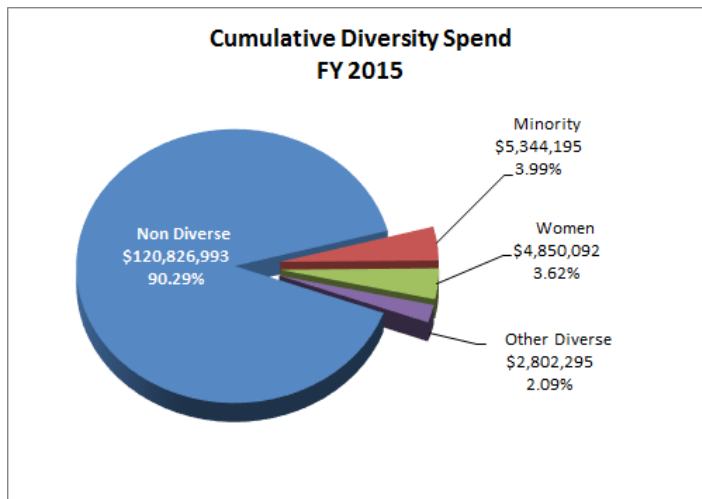
**Wayne State University named 2015
MMSDC Corporation of the Year - Educational Sector**

- Resulting from continuous improvement efforts
- Thirteenth time the University has been so recognized in the last sixteen years



Measuring Diversity Spend

KPI Scorecard As of September 2015

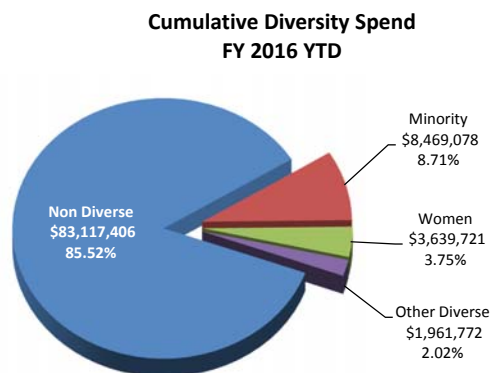


Total Awards of \$133,823,575

9

Measuring Diversity Spend

KPI Scorecard As of July 2016



Total Awards of \$78,590,265

10

Buy Detroit Initiative

➤ Began in 2010 as part of Live, Work, and Buy in Detroit

- Detroit Medical Center
- DTE Energy
- Henry Ford Health Care
- Wayne State University



➤ Assistance from U3 Ventures, Midtown Inc. and DEGC

➤ Launched committees to seek spend opportunity

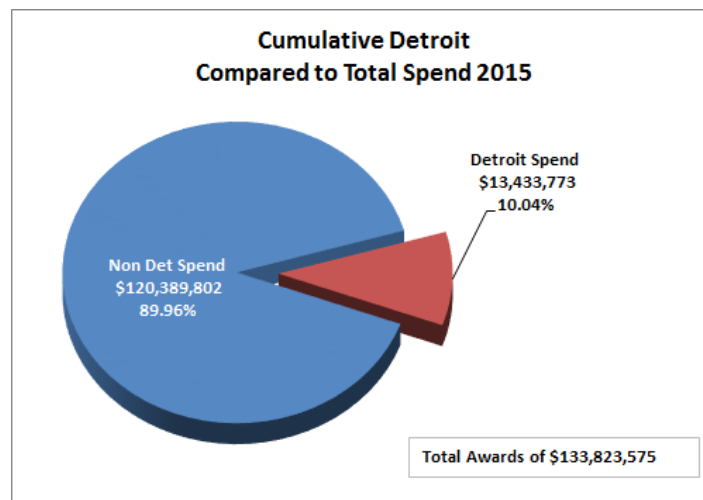
➤ Included in our Diversity Trade Fair

➤ Corporate Members now include

- BCBSM
- Bedrock Detroit
- Comerica
- Compuware
- Crain's
- Ford Field
- Quicken Loans
- Strategic Staffing

Measuring Diversity Spend

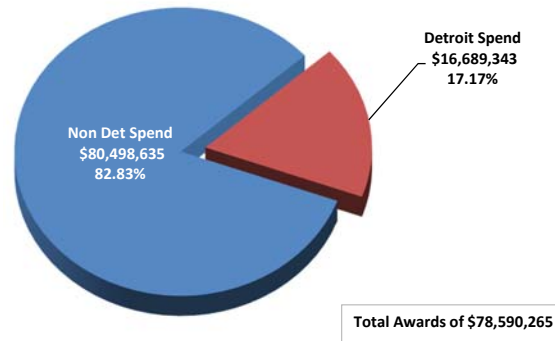
KPI Scorecard As of September 2015



Measuring Diversity Spend

KPI Scorecard As of July 2016

Cumulative Detroit
Compared to Total Spend 2016 YTD



WAYNE STATE UNIVERSITY

Newer Initiatives

- **Expand the Supplier Diversity Program to include:**
 - Veteran Business Enterprises (VBE)
 - Small Business Enterprises (SBE)
 - HUBZone Enterprises
 - Lesbian, Gay, Bi-Sexual, and Transgender Enterprises (LGBT)

- **Implement WayneBuy's Total Supplier Manager**
 - Vendor Onboarding Software
 - Vendors maintain their own information
 - Improved Socioeconomic spend tracking

Newer Initiatives (cont.)

➤ Construction Bids

- **Adding a requirement for reporting of**
 - **Subcontracts with majority and diverse business groups**
 - **Suppliers that are majority owned or owned by a certified diverse group.**
- **Pay applications will include this information**
- **Procurement will develop methodology to mine & report the data**