Diverse Supplier Plan
A Partnership with Auburn University and GovConnection
Goal 4: Build and strengthen partnerships with diverse communities, businesses, and civic and community organizations to support diversity and multiculturalism in the university and in external communities.

STRATEGY 1: Develop a comprehensive plan including an assessment protocol for managing the university’s spending with Minority Women Business Enterprises (MWBE).

Tactic 1: Establish current spending with MWBE businesses by implementing a spending tracking mechanism that identifies central and decentralized purchasing activities and discretionary spending. Partners: Purchasing, Office of Diversity and Multicultural Affairs, Executive Vice President Measure: Quarterly spending reports published

Tactic 2: Identify list of current and potential MWBE suppliers and communicate this information campus wide. Partners: Purchasing, Office of Diversity and Multicultural Affairs Measure: Supplier list available to entire campus

Tactic 3: Develop a communications strategy to attract potential MWBE suppliers by hosting a supplier fair. Partners: Office of Communications and Marketing, Business Outreach (Small Business Development Center), Executive Vice President Measure: Strategy published; relationships generated from supplier fair

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- The Office of Procurement and Payment Services (PPS) has established methods and reports which address tactics 1 through 4, and are currently developing programming that would allow PPS to publish a list of MWBEs on their website.

- The Office of Procurement and Payment Services has implemented a mechanism to identify MWBE businesses in purchasing and spending reports.

- Access and Community Initiatives has created a list of local minority vendors.

- ACI is currently in discussions with the Executive Director of South Regions Minority Business Council (SRMBC) with the goal of establishing a vendor supplier program and to develop a collaboration with SRMBC to host minority business/vendor seminars and events related to doing business with Auburn University.

- Auburn University’s Small Business Development Center and the Greater Peace Community Development Corporation have co-sponsored five annual Black Business Awareness Fairs in Opelika. Plans are in progress for the 2015 Fair. These Fairs are designed to provide an opportunity for minority businesses to network showcase their products and services offered in the greater Lee County Community.

- The Small Business Development Center has dispersed a flyer, “How to do business with Auburn University,” to their clients and also informs MWBE about opportunities to do business with the federal government. In addition, the Center markets their programs to special interest groups (i.e., bankers, judges/probates, Chambers of Commerce, etc.) to inform small businesses (MWBEs included) about their programs. In 2011, 2012, and 2013, Access and Community Initiatives partnered with the Office of Procurement and Payment Services to participate in the Regional Development Expo to discuss with minority vendors how to do business with Auburn University.
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GovConnection Plan of Action

- Coordinate with Auburn University to designate product categories which to fulfill via Small, Minority, Women Business Enterprises.
- Highlight spend as part of Quarterly KPI Discussions.
- Communicate manufacturers available through GovConnection that meet Diversity Requirements for publication on Procurement Website.
- Highlight GovConnection as a Diverse Employer on Auburn GovConnection Websites.
- GovConnection will make an effort to participate in future Diverse Supplier Fairs via participation, donation or sponsorship.
GovConnection hopes to support the Auburn Diversity initiative by making an effort to utilize alternative distribution channels to procure the following manufacturers products from Small, Minority, Women Business Enterprises:

- APC, Sharp Electronics, Sony, Sophos, Supermicro,
- ViewSonic, Western Digital and Xerox

Based on previous spend and the assumption of similar purchasing patterns, GovConnection would anticipate approximately $400,000 annually via diverse suppliers.

Additionally, GovConnection will continue to pursue opportunities to enhance the number of manufacturers that we can provide in support of Auburn’s Diversity Initiatives.