UNIVERSITY AT BUFFALO SUPPLIER DIVERSITY PROGRAM

University at Buffalo The State University of New York

What is Supplier Diversity?

A Proactive business process that:

- Seeks to provide diverse suppliers equal access to purchasing opportunities
- Promotes diverse supplier participation reflective of the community & our customers
- Brings business value to our organization
- Optimizes our supply chain

Supplier Diversity Program

WHAT IS SUPPLIER DIVERSITY

- A strategic business imperative
- A marketing advantage
- A customer satisfaction tool
- An enhancement to branding & reputation
- Supply chain & university best practice
- Tool to promote & impact economic inclusion

WHAT IT IS NOT

- A pass through
- A social program
- A compromise on quality, service or cost
- Solely owned by the supplier diversity team or our procurement department

CHALLENGES

- Resistance to using new/unproven small businesses
- Small businesses may be too small to sell to a large entity
- Acceptance of the program
- Attitude of “this is who we’ve always done business with”
- Decentralized purchasing – one of UB’s biggest challenges*

NYS Certified Minority & Women Owned Businesses

- *"It is the policy of the University to ensure that MWBEs, as defined in Article 15-A, have an equal opportunity to receive and participate in University procurements".*
- *Create a level playing field on which MWBEs can compete fairly for University procurements*
- *Ensure nondiscrimination in the award and administration of contracts*
- *Search Empire State Development's NYS Certified MWBE Directory*
- *Small Business Development Center, 1v1 consultation for assistance with MWBE certification*

  Susan McCartney, mccarts@buffalostate.edu
- ***NYS MWBE certified goals – 30% using State Funds***

NYS Goals for SDVOB's

- *Achieve a statewide goal for participation on state contracts by service-disable veteran-owned business enterprises of six percent."*
- *Service-Disable Veteran-Owned Business Act*
  - *(Chapter 22 of the Laws of 2014)*
- Contact Division of Service-Disable Veterans' Business Development to get certified
- https://ogs.ny.gov/Veterans - link to search for NYS certified SDVOB's
- **NYS SDVOB Certified goals – 6% using State funds**

University at Buffalo Supplier Diversity Program

- Top-Down Support
- UB meets with ALL interested suppliers, certified or not, anywhere that's convenient for them
- UB's purchasing dept. promotes diverse spend for all funding sources
- Mentor suppliers on how to do business with UB and SUNY
- Introduce suppliers to other agencies – BPI, SBDC, SBA, ECMC, Roswell, DASNY, etc.
- Participate in community outreach events, SBA Matchmakers, vendor fairs, BPI events
- Partnership with the Buffalo Purchasing Initiative
- Assist in expediting ESD MWBE certifications when applicable
- Building the framework for diversity analytics for the University
- NYS has the highest diversity goals in the country
- University at Buffalo Supplier Diversity Policy

Campus Partnership Strategy & Vision

- Brainstorm ways to be purposefully inclusive
- Have diverse suppliers do presentations for UBO areas
- Hold “UniversiTeas” – 1:1 meetings w/diverse suppliers
- Diversity spend data by School – a dashboard to view spend metrics & trends
- Establish a supplier diversity leadership council or board
- Best practice to filter known diverse suppliers to units for increased spend*
- We welcome any ideas you & your staff have to build the supplier diversity program!

Supplier Diversity Successes

- Campus Wide – Mid-City Furniture NYS WBE – numerous projects
- Campus Wide – Southtown Audio-Video NYS WBE - ongoing projects
- Campus wide usage – Corr Distributors, Inc. NYS WBE – all funding sources
  - White glove service, delivering to over 40 campus locations
- Communications – Contract w/ Blanc Photographie NYS MBE campus portrait studio
- Scientific – Laboratory Product Sales & Cara Medical NYS WBE - all funding sources
- University Facilities – Rodriquez Construction MBE – numerous contracts
- Campus Living – Contract with Shades of Color NYS WBE – UBF Funds
- FSA Campus Dining & Shops – Champa Sushi, LLC WBE
  - Located in Student Union 1st floor & caters for FSA campus wide

Executive Commitment to Supplier Diversity

"University at Buffalo is committed to increasing opportunities for and developing relationships with a diverse business population by fostering the growth and sustainability of small business and business enterprises owned by minorities, women, veterans, and socially and economically disadvantaged individuals. The The Supplier Diversity Program ensures that these businesses have unimpeded access to the competitive procurement process at UB, and seeks to promote increased participation of these businesses in pursuing economic opportunities at the university."

-Satish Tripathi,
University President

University at Buffalo The State University of New York

Mauricio C. Diaz

Program Director

bpi

BUFFALO
PURCHASING
INITIATIVE

UB Business Administrators

ORIGIN: THE RACIAL EQUITY ROUND TABLE

Buffalo is building a new shared future, one with prosperity, equity, and opportunity, on every side of Main Street.

Together, we are tackling the divisions and disparities that hold us all back.

The Racial Equity Dividend:
Buffalo's Great Opportunity.

Since 2015, community convenings and exploration of issues of racial and ethnic divides in:

- Education and job readiness
- Criminal Justice and Safety
- Quality of Life and Neighborhoods
- **Income and Wealth – Business Leaders**

The Buffalo Purchasing Initiative (BPI) was formed by the Business Leaders Task Force in 2019 to collective achieve two goals:

- Leverage their collective demand to advance economic inclusion in the Buffalo Region
- Help create jobs and employment opportunities for residents within communities of color

https://racialequitybuffalo.org/files/documents/report/theequitydividendfinaljune2018.pdf

BUFFALO PURCHASING INITIATIVE

The Buffalo Purchasing Initiative (BPI), is an initiative launched by the Business Leaders Task Force (BLTF), of the Greater Buffalo Racial Equity Round Table.

Mission: To build the capacity of large employers to increase their spend with local businesses owned by people of color.

Focus: suppliers headquartered in the 8 counties of WNY
(Niagara, Erie, Chautauqua, Cattaraugus, Allegheny, Wyoming, Genesee, Orleans)

Representing 14 of the largest employers and purchasers of goods and services in the Greater Buffalo region:

RICH'S

Independent Health

University at Buffalo

SEAL OF THE CITY OF BUFFALO

Wegmans Food You Feel Good About

BUFFALO STATE The State University of New York

HIGHMARK HEALTH

Kaleida Health

Catholic Health

ROSWELL PARK CANCER INSTITUTE

MOOG

KeyBank

ECMC

M&T Bank

BPI ECOSYSTEM

Purchasing Council

- Procurement staff from each BPI member organization
- Increase access to more local, businesses owned by people of color
- Identify and reduce barriers to inclusion embedded in institutional processes and procedures (e.g. net pay, insurance, contract structure and scale)
- Sharing knowledge and best practices
- Internal buy-in and Institutionalizing a culture of equity and inclusion

Suppliers

- Meeting suppliers and verifying info
- Building a dynamic, online directory (funded by BPI)
- Networking and matchmaking events
- Technical assistance referrals

Business Support Organizations

- Work with BSOs to identify opportunities in supplier network
- Collaborate to provide supplier capacity assessment and capacity building
- Beverly Gray, Small Business Development Center, Center for Entrepreneurial Leadership Pursuit Lending, Pathstone Enterprise Center

BPI FOCUS AREAS

FIND OPPORTUNITIES

1. **Understand Demand:** what are the institutional needs / key purchasing areas
2. **Sourcing Pathways**: Identifying and working with decision-makers that control the purchases
3. **Locate Supply**: Identifying existing local suppliers that can meet the need

General Construction / Maintenance

Trades (Electric, HVAC, Paint, etc.)

IT Services and Supplies

Architecture and Engineering

Custodial and Janitorial Services

Groundskeeping

Environmental Services / Remediation

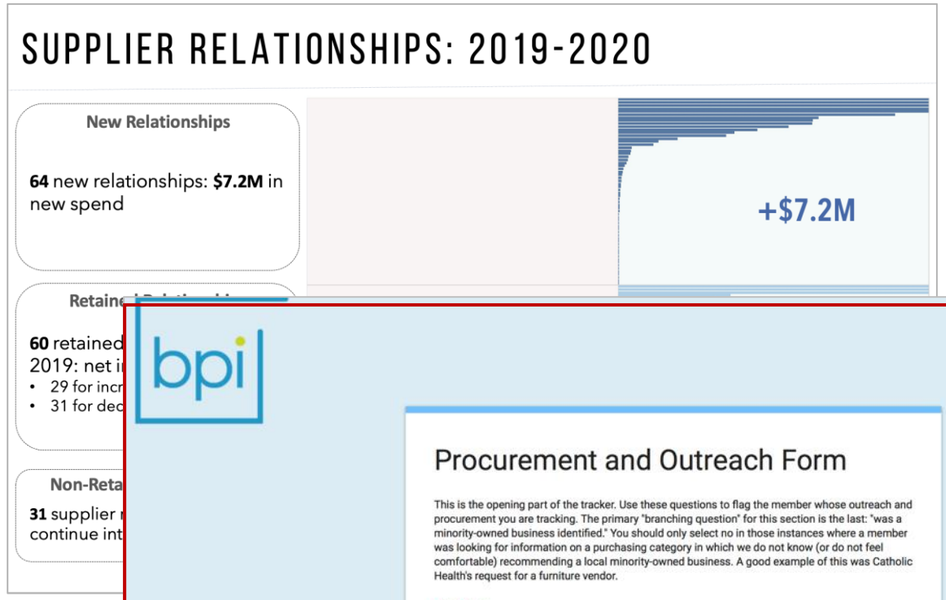
Security Services

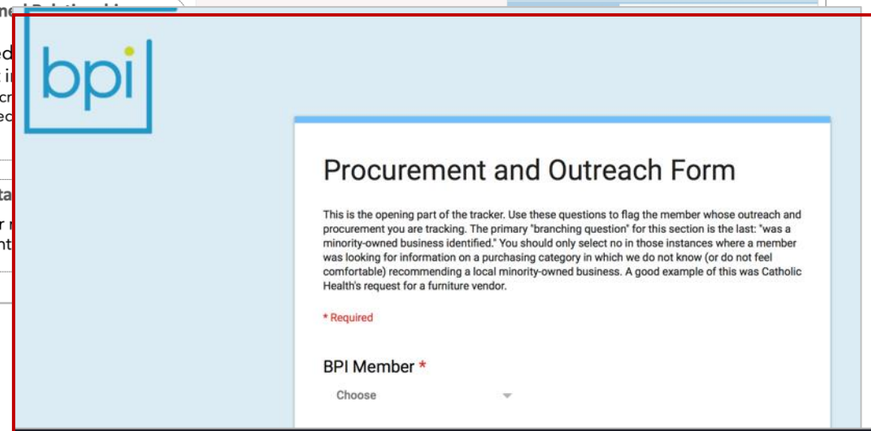
Marketing and Communications (including printing), signage, graphic design, advertising)

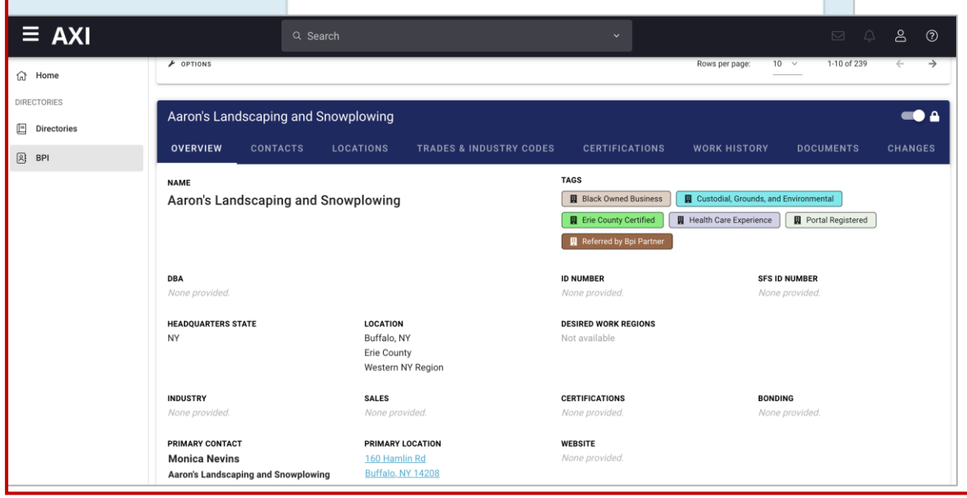
MAKE CONNECTIONS

- **Matchmakers and networking**
- **Online Vendor Pitches**
- **How to Work with Us** anchor-led public sessions

DATA & TRACKING EFFORTS





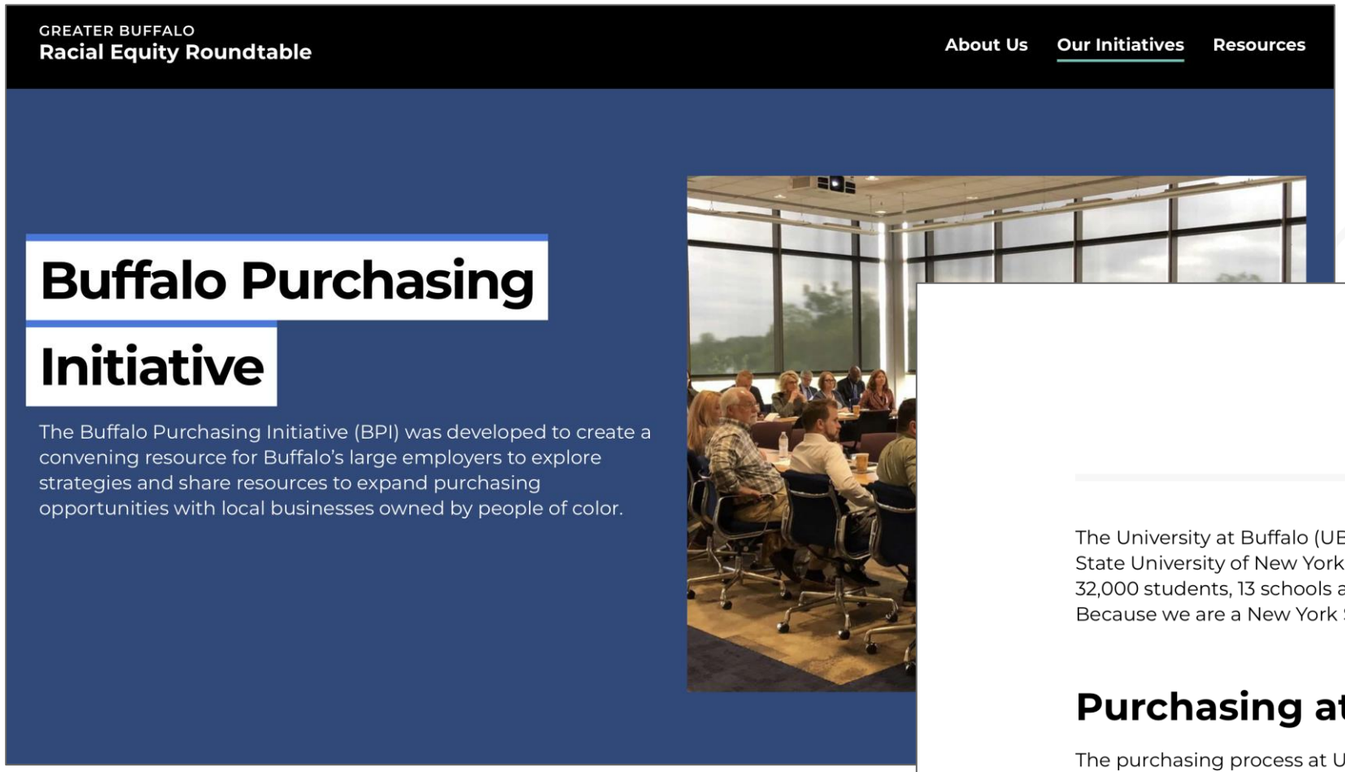


Spend Data: Complete spend is collected from all 14 members ever 6 months to set goals, track progress, and identify concrete purchasing opportunities and action steps

Outreach and Procurement Tracker: Tracking of any outreach between BPI members and local businesses of color including nature of outreach, inclusion in RFPs, contracts, etc. Helps enforce the “feedback loop”

Supplier Directory: An online database of 500+ local businesses owned by people of color (certified MBE’s and non-certified). Funded by BPI membership, regularly updated and easily shareable with buyers across the organizations.

BPI WEBSITE



buffalopurchasing.org

University at Buffalo
The State University of New York

University at Buffalo + Buffalo Purchasing Initiative

The University at Buffalo (UB) is one of America's leading public research universities and a flagship of the State University of New York (SUNY) system, recognized for our excellence and our impact. UB has over 32,000 students, 13 schools and colleges, and more than 1,300 acres across three unique campuses. Because we are a New York State-agency, our purchasing policies are dictated by New York State.

Purchasing at UB

The purchasing process at UB is decentralized. Most small dollar transactions and supplier selections are initiated at the department level. Purchases must follow New York State, SUNY and RF SUNY regulations and policies and are competitively bid at various thresholds.

There is a lot to learn about working with UB. Our website provides a comprehensive set of resources for suppliers are here: **https://www.buffalo.edu/administrative-services/information-for-suppliers.html**.

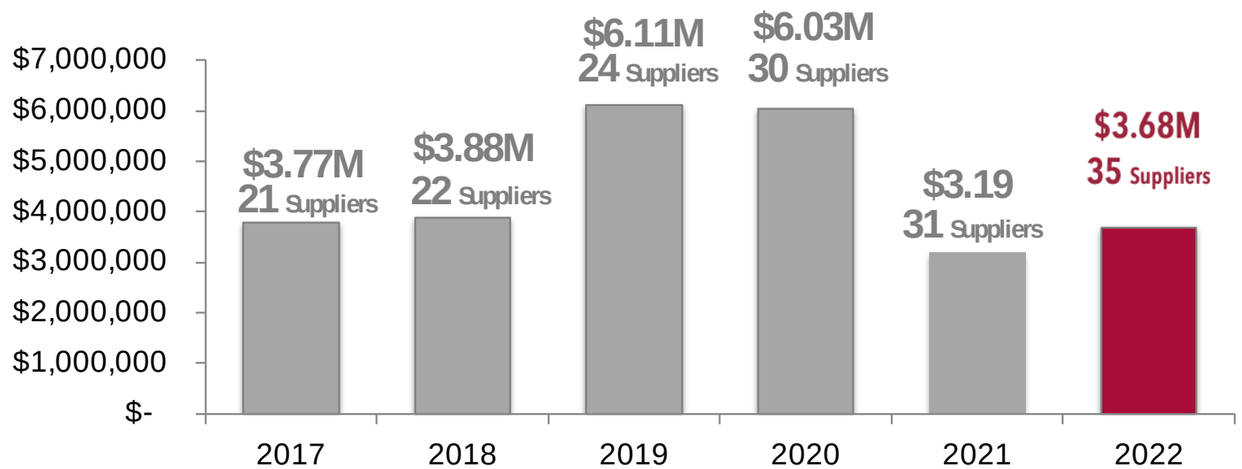
Learn more about SUNY through **Doing Business with SUNY** and **SUNY's purchasing policies**.

Contact

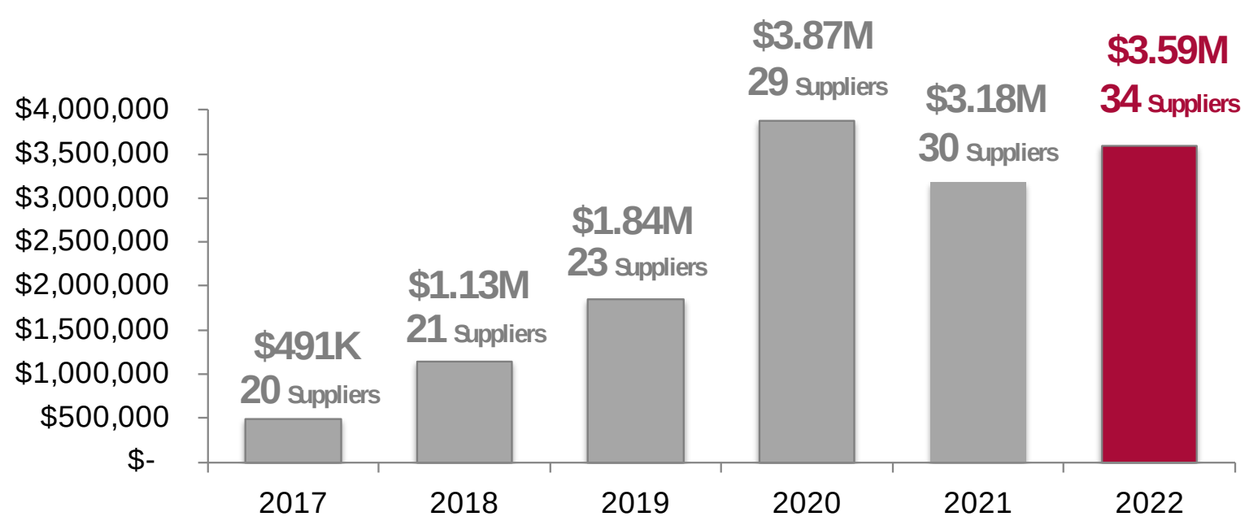
Expert buyers are organized into teams, each specializing in one or more categories of goods and services. Find the right member of our team or search by the good or service you offer here: **https://www.buffalo.edu/administrative-services/managing-procurement/procurement-experts.html#par_title**

UB: SPEND HISTORY

$ Spent with Businesses of Color over Time



$ Spent with Businesses of Color over Time:
CS Business Systems Factored Out



When factoring out CS Business Systems, it is clear they had an overly pronounced influence on UB's Tier I local minority-owned spend historically.

With CS Business Systems factored out, it becomes clear how much growth UB has made in the number of discrete suppliers across a diversity of categories over the last five years

Thank you

BUFFALO PURCHASING INITIATIVE

"Investing in Buffalo's future one purchase at a time"