



USF

**OFFICE OF
SUPPLIER DIVERSITY**

From the Desk of Assistant Vice President Terrie Daniel

Welcome to the first edition of the University of South Florida Office of Supplier Diversity newsletter! This exciting publication will come to you on a quarterly basis to provide updates on current opportunities, feature diverse owned companies that are growing with us, offer tips you can utilize to successfully do business with the University of South Florida, and to provide other resources and information to help you grow your business.



As the leader of the University of South Florida supplier diversity program, I am excited about the amazing growth we are experiencing and the opportunity to provide you with additional educational empowerment tools as a part of our expanded vision. Additionally, I invite you to view some of our first year milestones in our annual program update, which you can find by clicking the link below.

[2018 Annual Program Update](#)

Supplier Diversity Program

The University of South Florida is committed to utilizing diverse businesses in the procurement of goods, supplies and construction services. As defined in our strategic plan, the target market of the USF Office of Supplier Diversity (USFOSD) includes businesses owned by women, minorities and veterans and by putting key program components in place, we are creating an environment conducive to providing all suppliers, regardless of size, equal access to sourcing and purchasing opportunities and further encourages the utilization of diverse suppliers.

[USFOSD Strategic Plan](#)

Upcoming Events

April 17 - Lunch & Learn: College of Engineering **(For USF Employees)**

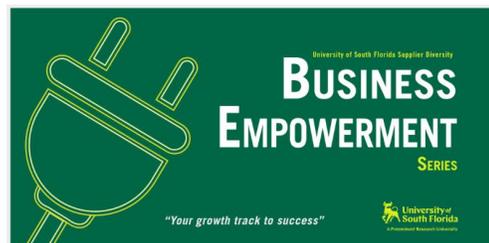
May 2 - Business Empowerment Series: Human Resources for Businesses **(For Diverse Suppliers)**

May 15 - Lunch & Learn: College of Art and College of Arts & Sciences **(For USF Employees)**

Signature Programs



Click to Register



Click for more Information

2018 Supplier Diversity Day Deemed Huge Success!



The word is out! USF Supplier Diversity Day 2018 was a huge success. The event started with an informative session for vendors wanting to learn how they can conduct business with the university.

Key procurement personnel discussed up-coming potential projects and what type of services are being sought after. Following the morning workshop session, AVP Terrie Daniel recognized USF Champions at the inaugural USF Supplier Diversity Champion Awards. The individuals that were recognized are USF purchasing agents, and other employees and community leaders that contributed tremendously to the Supplier Diversity initiative implemented a little over a year ago. A total of \$27 million was spent with diverse suppliers due to their support.

The 2019 Supplier Diversity Day will be held on October 4, 2019, so save the date on your calendar. Businesses will have the opportunity to showcase to USF employees with purchasing authority. Stay tuned for more information on how you can be a part of Supplier Diversity Day 2019.



The Importance of Supplier Diversity



Supplier diversity programs must constantly maintain and improve its strategic plan to ensure a wide-set of goals are being met and adjust in order to change the perception of what supplier diversity is to what it is not.

Supplier diversity programs can't simply sit in the background and hope organizations and suppliers find them. Supplier diversity personnel must be active in groups, events, discussions and should be able to reach out to professionals, stakeholders and advocates and of course suppliers themselves. Marketing the program and its achievements and success help demonstrate the organizations commitment to supplier diversity.

Ensure you're being heard and are building relationships, exchanging best practices, offering development initiatives, participate in committees and table talks and panel discussions! Alliances with advocacy groups such as the National Minority Supplier Development Council, Women's Business Enterprise National Council, National Association of Women Business Owners and others can help by positively branding your program through interactions and collaborations which facilitate and strengthen partnerships. A strong healthy relationship between suppliers helps businesses grow by creating a foundation of support.

Source: www.cvmsolutions.com/why-supplier-diversity-is-important

Challenges Supplier Diversity Professionals Face

Frequent challenges that supplier diversity professionals encounter on a daily basis are:

- Changing the perception that diverse business equal less quality and more risks.
- Convincing internal stakeholders to move away from "brand name" suppliers when able.
- Finding and maintaining vendors that are diverse.
- Ensuring diverse owned businesses are consistently included in all competitive contracting opportunities.
- Having the total support of management who understand the value that diverse suppliers bring to the process.



Source: www.cvmsolutions.com/reports

Benefits of Being a Certified Supplier

There are so many benefits of becoming certified; it allows you to be visible to supplier diversity programs amid a vast marketplace for vendors. With Certification, you will belong to a greater purpose as you excel as a diverse business while helping and encouraging others. Certification benefits include: education, training scholarships, promotional tools, advocacy opportunities and networking events. Advancing towards that certification takes time and a lot of effort. The process may require but is not limited to: ownership statements, financial information, on-site visits or interviews, company history, and certification fees. It's important to make clear that just because a company is certified as a diverse-owned business does not mean that contractors are lining up to offer up business, but that you're easily visible and in line to help their goals in procuring diverse businesses when they are seeking goods and services.



What Should You Do with Your Diverse Business Certification?

- Follow up with continuing education to strengthen your profile and give your employees the opportunities to become better, smarter and successful business people.
- Promote advocacy by being a champion of supplier diversity. Be active and participate in occasional forums and events.
- Increase your visibility. Don't be afraid to promote yourself as a diverse supplier. A larger business could be looking for your values and goals align with theirs.

Source: www.cvmsolutions.com

Business Feature: Cut Ups Lawn Service



Cut Ups Lawn Service, a minority owned contractor has been recently awarded a landscaping project at the USF St. Petersburg campus. Mr. James Hart has attended numerous OSD events, which he feels lead him to this opportunity. Cut Ups Lawn Service is looking forward to other future projects and opportunities with the University of South Florida. Congratulations Cutups Lawn Service, on your success!

Source: www.crowsneststpete.com

Contracting Opportunities

USF has four major upcoming construction projects. This would be a great time to contact our partners below for more information on sub-contracting opportunities for listed projects.

USF 581: Football Center

R & R Simmons Construction Corporation

Contact: Cesar Zevallos

cesarzevallos@rrsimmons.com

USF 567: Honors College Facility

The Beck Group & Envision Construction

Contact: Michelle Natt

michellenatt@beckgroup.com

USF 558: Wellness Center

Barr & Barr

Contact: Matt Gilbert

mgilbert@barrandbarr.com

Contact: Lydia McDowell

lmcdowell@barrandbarr.com

USF St. Petersburg Student

Housing & Dining Project

The Beck Group & Envision Construction

Contact: Michelle Natt

michellenatt@beckgroup.com



For a current listing of available USF opportunities visit:

www.usf.edu/business-finance/purchasing/public-bids

<https://www.usf.edu/administrative-services/facilities/design-construction/in-procurement.aspx>