How to Increase Spend with Diverse Suppliers

Presented by: Purchasing Services
Supplier Diversity at Pitt

Purchasing Services Objectives:

• To increase the level of goods and services provided by diverse suppliers to the University
• To increase the availability of meaningful business opportunities afforded to diverse businesses
1. Create an inclusive and equitable campus environment—one that welcomes, values and embraces the diverse perspectives of every member of our community.

- **Recruit**: develop, retain and promote a diverse body of students, faculty and staff.
- **Create**: a culture and welcoming community that promotes belonging, enables full participation and encourages individual exploration.
- **Add**: opportunities for students, faculty and staff to connect with their peers in meaningful ways.
- **Bolster**: mentorship and sponsorship opportunities for all, particularly historically underrepresented groups.
- **Review**: and revise institutional policies to augment equitable practices and eradicate inequitable ones.
- **Regularly evaluate**: diversity, equity and inclusion efforts to inform policy and practice.

3. Fuel economic development throughout the region and economic growth throughout the commonwealth.

- **Use**: our position as an anchor institution to benefit local communities.
- **Leverage**: our expertise, capabilities and research to create sustainable economic development locally and regionally.
- **Embrace**: innovation in ways that attract investments and equitable opportunities to the neighborhoods and regions around our campuses.
- **Create**: places and spaces that support the innovation lifecycle, build employment and housing opportunities, foster connections, promote sustainability and ensure a high quality of life.
- **Expand**: the pathways to enable traditionally underserved residents to participate in success.
- **Foster**: innovation and regional opportunity by connecting local partnerships to global partnerships.
Presented FY19 diverse spend to Senior Leaders

Presented FY19 diverse spend and commitments at 2020 Diversity Forum

Published diverse spend by Responsibility Center on Pitt Diversity website

Worked with contracted suppliers to develop programs and goals

Met with each Responsibility Center to review FY20 spend and set goals

Developed in-depth spend analyses for each Responsibility Center

Aligned spend goals with local spend report

Submitted FY25 goals for review

FY25 Goals announced
The Formula

RC Spend + Strategic Sourcing + Tier 2 Spend = FY25 Goal
RC Diverse Spend Results

Non-Construction Direct Diverse Spend

<table>
<thead>
<tr>
<th>FY</th>
<th>%</th>
<th>Spending (Amount)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>6.48%</td>
<td>$64,239,954</td>
</tr>
<tr>
<td>FY17</td>
<td>8.41%</td>
<td>$41,442,958</td>
</tr>
<tr>
<td>FY18</td>
<td>10.53%</td>
<td>$64,239,954</td>
</tr>
<tr>
<td>FY19</td>
<td>9.42%</td>
<td>$41,442,958</td>
</tr>
<tr>
<td>FY20</td>
<td>8.72%</td>
<td>$64,239,954</td>
</tr>
<tr>
<td>FY25</td>
<td>11.43%</td>
<td>$64,239,954</td>
</tr>
</tbody>
</table>
RC Black-Owned Spend Results

Non-Construction Direct Black-Owned Spend

<table>
<thead>
<tr>
<th>Year</th>
<th>Spend Percentage</th>
<th>Total Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>1.80%</td>
<td>$10,274,183</td>
</tr>
<tr>
<td>FY17</td>
<td>3.06%</td>
<td>$29,795,898</td>
</tr>
<tr>
<td>FY18</td>
<td>2.88%</td>
<td></td>
</tr>
<tr>
<td>FY19</td>
<td>1.98%</td>
<td></td>
</tr>
<tr>
<td>FY20</td>
<td>2.16%</td>
<td></td>
</tr>
<tr>
<td>FY25</td>
<td>5.30%</td>
<td></td>
</tr>
<tr>
<td>Construction</td>
<td>FY20</td>
<td>Est FY25 Spend</td>
</tr>
<tr>
<td>--------------</td>
<td>-------</td>
<td>----------------</td>
</tr>
<tr>
<td></td>
<td>7.5%</td>
<td>$462,869,095</td>
</tr>
<tr>
<td>Non-Construction</td>
<td>10%</td>
<td>$562,207,620</td>
</tr>
</tbody>
</table>
Keys to Achieving Increased Diverse Purchasing

• **Disrupt** normal search habits to engage diverse firms

• Modify RFP processes to include diverse suppliers

• Invest in local, small & minority-owned businesses for long-term growth
Diverse Supplier Search Tools

1. PRISM DBE Database
   • Accessible through my.pitt.edu

2. Pennsylvania Unified Certification Program Database
   • https://paucp.dbesystem.com/

3. African American Chamber of Commerce of Western Pennsylvania
   • https://aaccwp.com/directory/

4. Cocoapreneur
   • https://cocoapreneur.com/

5. Small Business Administration (SBA) Dynamic Search Tool
   • https://web.sba.gov/pro-net/search/dsp_dsbs.cfm

6. Eastern Minority Supplier Development Council Search Tool
   • Contact Purchasing Services for search
Purchase, Pay & Travel Website

- Purchase, Pay & Travel Website (ppt.pitt.edu):
  - News Posting re: Goals + Resources
  - Buy Local page
  - Diversity Initiatives page
  - Supplier Spotlight page
  - New video tutorial for PRISM DBE Search Tool
To access the search tool enter the PRISM application from your my.pitt.edu page and select "Pitt Supplier View." The link to "Search DBE Suppliers" will appear. You can also search for either diversity or DBE from my.pitt.edu or find the link in the PantherExpress System welcome messages.

You can use the tool to search for specific suppliers to confirm status or view all suppliers by DBE designation. This tool is useful for completing your Small Business Subcontracting Plan.

This video training walks you through how to use the PRISM Search DBE Supplier Tool:

Watch on YouTube

Questions about the tool should be directed to Pitt IT's Helpdesk or 412-624-HELP (4357).
Diverse Purchasing Strategies

- Plan time for thorough searches
- Utilize Purchasing Services for Assistance
- Resist “Sole Source” overuse
- Explore innovative ideas
- Identify gaps in the market
- Stay in-touch with entrepreneurial alumni
- Partner with a community organization or start-up
- Borrow strategies from other departments
- Participate in diverse purchasing events and workshops
- Ask major partners about their diverse subcontracting strategies
- Review purchasing goals annually
- Add diverse purchasing to new staff-onboarding
Jennifer Barnes

Supplier Diversity & Sustainability Coordinator
Purchasing Services

jbarnes@cfo.pitt.edu
(412) 624.5261