

Important Information

- The presentation will be recorded. All event participants/registrants will receive an email with a link to the recording. The recording will also be available on the Purchase, Pay & Travel website following the session.
- All participants are automatically muted on Zoom to avoid any background noise throughout the presentation.
- Enter any questions you have into the chat feature of Zoom. These questions will be answered at the end.

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



Goal Update

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.

Focus on Diversity

Presented FY19 diverse spend to Senior Leaders

Worked with contracted suppliers to develop programs and goals

Aligned spend goals with local spend report

Presented FY19 diverse spend and commitments at 2020 Diversity Forum

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

Submitted FY25 goals for review

Published diverse spend by Responsibility Center on Pitt Diversity website

Developed in-depth spend analyses for each Responsibility Center

FY25 Goals announced

The Formula



RC Diverse Spend Results

Non-Construction Direct Diverse Spend



RC Black-Owned Spend Results

Non-Construction Direct Black-Owned Spend

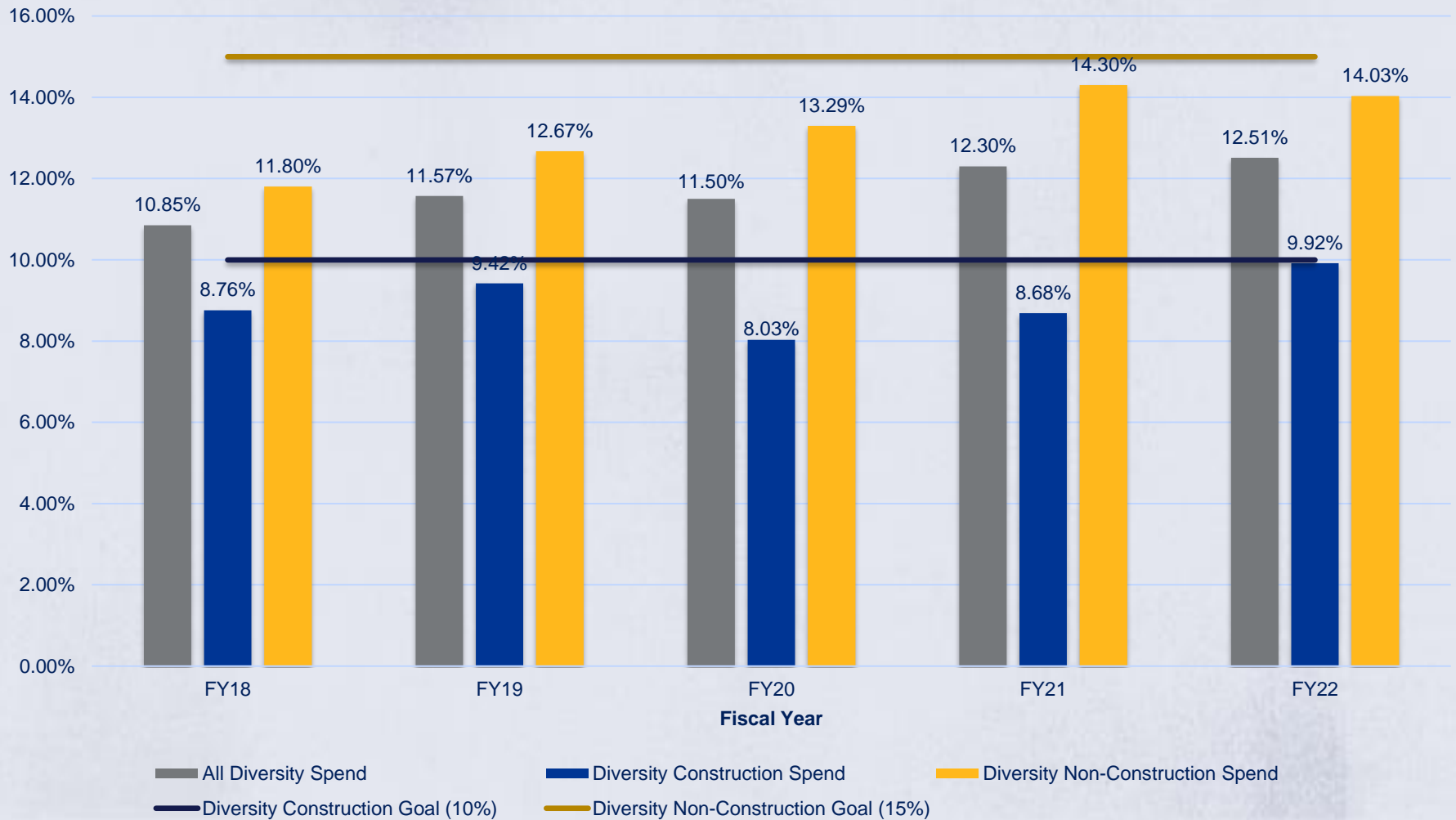


FY25 Diverse Spend Goals

| | FY20 | Est FY25 Spend | Diverse | % | Black-Owned | % |
|---------------------|------|----------------|---------------|---------------|---------------|--------------|
| Construction | 7.5% | \$ 462,869,095 | \$ 46,286,910 | 10.00% | \$ 37,029,528 | 8.00% |

| | FY20 | Est. FY25 Spend | Diverse | % | Black-Owned | % |
|-------------------------|------|-----------------|---------------|---------------|---------------|--------------|
| Non-Construction | 10% | \$ 562,207,620 | \$ 86,107,222 | 15.32% | \$ 30,944,724 | 5.50% |

FY22 Diverse Spend Update



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 assistance



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](#)

Purchase, Pay & Travel Website

The screenshot shows a web browser window with the URL <https://www.ppt.pitt.edu/suppliers/diversity-initiatives/tools-finding-dbe-suppliers>. The navigation menu includes: HOME, ABOUT US, HELP & TRAINING, PURCHASING GOODS, PURCHASING SERVICES, TRAVEL & EXPENSES, PAYMENTS & TAXES, and SUPPLIERS (highlighted in yellow).

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:

PRISM Search DBE Supplier Tool

Share

Pitt Purchase, Pay & Travel

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).

[Buy Local](#)

Alternative Suppliers

Info for Suppliers

- » [Open RFPs Funded by Federal Grants](#)

Consolidation Initiatives

- » [Computing Consolidation Initiative](#)
- » [Office Supply Consolidation Initiative](#)
- » [Scientific Supplier Consolidation Initiative](#)
- » [Print & Graphic Design Supplier Consolidation](#)

Supplier Spotlight

Supplier Spotlights on PPT Site

The screenshot shows a web browser window with the URL <https://www.ppt.pitt.edu/suppliers/supplier-spotlight>. The page header features the University of Pittsburgh logo and the text "Purchase, Pay & Travel". A navigation menu includes "ABOUT US", "HELP & TRAINING", "PURCHASING GOODS", "PURCHASING SERVICES", "TRAVEL & EXPENSES", "PAYMENTS & TAXES", and "SUPPLIERS" (highlighted in yellow). A "CFO WEBSITE" link is also present. The main content area has a breadcrumb "Suppliers /" followed by the "Supplier Spotlight" heading. A paragraph states: "The following are featured suppliers that the University has worked with, including Diverse Business Enterprises (DBE) and those with a focus on sustainability. Check back for future supplier spotlights." Below this is a section for "SuLo by XYZ" with a blue double arrow icon. The text describes SuLo as a charge-on-the-go rental portable charger for smartphones or small electronic devices, founded by a University of Pittsburgh alumna and having a DBE status. A "Read more" link is provided. On the right side, a sidebar titled "SUPPLIERS" lists categories: "University-wide Contracted Suppliers", "Adding/Changing Suppliers", "Diversity Initiatives" (with sub-items: "Non-contracted DBE Suppliers", "Tools for Finding DBE Suppliers", "Obtaining Certification"), and "Sustainability Initiatives" (with sub-items: "SUPRA and ODP Business Solutions Sustainability Show", "General Guidelines for Sustainable Purchasing", "Commodity Specific Guidelines for Sustainability"). A blue arrow icon is at the bottom of the sidebar.

Pitt

No-Cost Series Focused on Creating New Local Supplier Engagements with Small Businesses

INTRODUCTORY SEMINAR
ALL BUSINESSES ATTEND

TUESDAY OCT 25+
8:30-10:00AM

University Club
University Place, Pittsburgh, PA 15213

SPECIALIZED SESSION
NEW CONTRACTS FOR THE FOLLOWING SERVICES:

| | |
|-------------|--------------------------------------------------------------------------------------------|
| NOV 1 | • Clean Out/Disposal • Janitorial • Pest Control • Window Cleaning • Carpet Cleaning |
| NOV 15 | • Painting • Electrical |
| JAN/FEB TBD | • Waste Removal • Recycling • Composting |

Connect To New Pitt Contracts!

ORDER UP! with Pitt

Opportunities and resources for food businesses at the University of Pittsburgh

The University is searching for food businesses in Pittsburgh that are interested in catering events or selling prepared items on campus. Attend one of these two upcoming sessions to hear more.

| Topics | Details |
|---------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|
| Catering on America to Go Platform Selling Items at Forbes St. Market Insurance Requirements Business Assistance | Tuesday, July 12, 5:30-6:30 PM Homewood CEC 622 N. Homewood Ave. Pittsburgh, PA 15212 |
| | Wednesday, July 13, 10:00-11:00 AM Hill District CEC 1908 Wylie Ave. Pittsburgh, PA 15219 |

118@pitt.edu to RSVP. View more details at www.pitt.edu/foodbiz

PARTNERING WITH Pitt

ATTENTION!!! BUSINESS OWNERS

No-Cost Series Focused on Creating New Local Supplier Engagements with Small Businesses

SPECIALIZED SEMINAR

TUESDAY FEB 21 >
8:30-10:00AM

University Club
University Place, Pittsburgh, PA 15213

FOR NEW CONTRACTS FOR THE FOLLOWING SERVICES:

- Waste Removal
- Recycling
- Composting

Connect To New Pitt Contracts!

Small businesses: Attend the events to...
• Join the bidding process • Develop new relationships
• Start to secure new contracts

www.pitt.edu/events/partnering-pitt-FEB23



Plan a supplier outreach event

SPOTLESS SUCCESS: Contracts for Diverse Cleaning Companies to Shine!

Contracts to include: Janitorial Day-to-Day OR Special Events

Open House and No-Cost Training Sessions for new Request for Proposal (RFP) Bids for the University of Pittsburgh's Petersen Event Center on behalf of ASM Global

| | |
|----------------------------------------------------------------------------------------------|-------------------------------------|
| OPEN HOUSE JUNE 30 + 8:30-10:00AM | SESSION 1 JULY 7 + 8:30-10:30AM |
| Pitt CEC HILL DISTRICT | SESSION 2 JULY 14 + 8:30-10:30AM |
| Open House & Trainings held at: Pitt CEC - Hill District 1908 Wylie Ave. Pgh. PA 15219 | SESSION 3 JULY 21 + 8:30-10:30AM |

Bid It to Win It
RFP Readiness to Respond
RFP Execution & Operations

SIGN UP: entrepreneur.pitt.edu/events/spotless-contracts

UNIVERSITY OF PITTSBURGH SUPPORTERS:
Athletics, Facilities, Purchasing, & Community Engagement Center (CEC)-Hill District

SBD C
Small Business Development Center
University of Pittsburgh

Pitt CEC
Pittsburgh Community Engagement Center

PREP
Pittsburgh Regional Economic Partnership

SBA
Small Business Administration

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
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