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
**1. Update**

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.

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**3. Update**

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
- 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>Year</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>FY25</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spend</td>
<td>6.48%</td>
<td>8.41%</td>
<td>10.53%</td>
<td>9.42%</td>
<td>8.72%</td>
<td>11.43%</td>
</tr>
</tbody>
</table>

- FY16: $64,239,954
- FY25: $41,442,958
RC Black-Owned Spend Results

Non-Construction Direct Black-Owned Spend

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Non-Construction Direct Black-Owned Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>$10,274,183</td>
</tr>
<tr>
<td>FY17</td>
<td>$29,795,898</td>
</tr>
</tbody>
</table>

$29,795,898

$10,274,183
# FY25 Diverse Spend Goals

<table>
<thead>
<tr>
<th></th>
<th>FY20</th>
<th>Est FY25 Spend</th>
<th>Diverse</th>
<th>%</th>
<th>Black-Owned</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Construction</td>
<td>7.5%</td>
<td>$ 462,869,095</td>
<td>$ 46,286,910</td>
<td>10.00%</td>
<td>$ 37,029,528</td>
<td>8.00%</td>
</tr>
<tr>
<td>Non-Construction</td>
<td>10%</td>
<td>$ 562,207,620</td>
<td>$ 86,107,222</td>
<td>15.32%</td>
<td>$ 30,944,724</td>
<td>5.50%</td>
</tr>
</tbody>
</table>
FY22 Diverse Spend Update

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>All Diversity Spend</th>
<th>Diversity Construction Spend</th>
<th>Diversity Non-Construction Spend</th>
<th>Diversity Construction Goal (10%)</th>
<th>Diversity Non-Construction Goal (15%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY18</td>
<td>10.85%</td>
<td>8.76%</td>
<td>9.42%</td>
<td>8.76%</td>
<td>12.00%</td>
</tr>
<tr>
<td>FY19</td>
<td>11.80%</td>
<td>11.57%</td>
<td>3.62%</td>
<td>11.57%</td>
<td>14.30%</td>
</tr>
<tr>
<td>FY20</td>
<td>12.67%</td>
<td>11.50%</td>
<td>8.03%</td>
<td>11.50%</td>
<td>14.30%</td>
</tr>
<tr>
<td>FY21</td>
<td>13.29%</td>
<td>12.30%</td>
<td>8.68%</td>
<td>12.30%</td>
<td>14.30%</td>
</tr>
<tr>
<td>FY22</td>
<td>14.30%</td>
<td>12.51%</td>
<td>9.92%</td>
<td>12.51%</td>
<td>14.30%</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 though 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
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:

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

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.

SuLo by XYZ

SuLo by XYZ provides charge-on-the-go rental portable charger for smartphones or small electronic devices in various locations on the Pittsburgh campus. SuLo was founded by a University of Pittsburgh Alumna and has a DBE status. Pitt is the first University to have an agreement with SuLo to place their charging stations on campus. Read more about SuLo and their partnership with Pitt.
Plan a supplier outreach event
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