Supplier Accountability:
Building on our MBE Success

Staples and South Coast Paper

The Supplier Diversity objectives for the Supply Chain include creating opportunities to collaborate with and strengthen the economic development and viability of small, diverse and disadvantaged businesses in support of UM contracts and projects.

Our current Office Supply vendor is Staples. Their goods are available in our Show Me Shop procurement tool. As one of our larger vendors, Staples is subject to our new Supplier Accountability initiatives. In this case, their measurable directive was to take our existing multi-million dollar sales and deliver a significant percentage of their business in Certified Tier 2 sales.

South Coast Paper, headquartered in Columbia, SC, has been producing quality products for the last 17 years. As a minority owned and managed business, Staples brought them forward as an example of one of their most successful vendors in their Diversity Product Solutions (DPS) program and we began our conversion.

Through their DPS line, vendors offer superior value and quality Staples own-brand labeled products, manufactured by minority and woman owned businesses. At the University of Missouri this has translated into South Coast Paper being designated as the preferred contractor providing copy paper to the University. This business is projected to reach $500,000 or more annually; representing a very strong 17% of our total business with Staples.

Available in our Show Me Shop procurement tool, orders for all copy paper are directed and/or automatically redirected to South Coast products by default, assuring extraordinarily high contract utilization and compliance.

Inclusive Excellence

The Supply Chain’s Supplier Diversity programming is directly tied to the Inclusive Excellence plan. Developing a partnership with campus Diversity leaders will grow visibility of our program and result in campus leadership and our customer’s better understanding of how Supplier Diversity fits into our business plan.

Improving our partnerships with community and campus leadership (especially our CDO’s) will help grow our focus on outwardly communicating our objectives. This will assure the program stays strategic through improved visibility,