



SUPPLIER DIVERSITY AND SMALL BUSINESS DEVELOPMENT

Building an economically stronger Missouri



University of Missouri System
COLUMBIA | KANSAS CITY | ROLLA | ST. LOUIS

Director's Message



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The supplier diversity work the men and women at the University of Missouri systemwide have achieved over the last five years has been steady. Spending with minority and women-owned businesses (M/WBE) has exceeded \$250 million dollars from FY 2009-2013, representing more than 8% of total business spending. With a significant amount of the spending on construction related projects, we have been able to support job creation in the state of Missouri.

We can and will improve our results.

In today's marketplace, the university faces many business challenges. We are looking for strategic ways to reduce our overall supplier costs while increasing efforts to utilize diverse suppliers in our supplier base.

What does that mean for you as a prospective supplier?

- You must provide innovative and new ways to help deliver superior value to the university.
- Help us achieve greater cost efficiencies.
- Suppliers must have value-added propositions for the university. You must provide us with outstanding goods and services at a fair price.
- The expectation of majority-owned suppliers to utilize supplier diversity as part of fulfilling their contracts to the university will become more important if we are to achieve our goals.

Our goals and aspirations are clear—we are committed to improving the lives and well-being of all Missourians in everything we do. Helping to achieve economic inclusion is a key outcome of the university's supplier diversity work. This will help to make a stronger economy in Missouri and the nation.



The Process

Firms that do business with the university should be certified by a recognized certifying organization. These organizations may include:

St. Louis DBE Program Office	www.mwdbe.org
Missouri Department of Transportation	www.modot.org/bidding/index.htm
Missouri Office of Equal Opportunity	www.oeo.mo.gov
The Mountain Plains Minority Supplier Development Council	www.rmmsdc.org
Mid-States Minority Supplier Development Council	www.imsdc.org
Small Business Administration	www.sba.gov
National Minority Supplier Development Council	www.nmsdc.org
Women's Business Enterprise National Council	www.wbenc.org

Our website will provide you with substantial information about how we source. We have two different organizations that buy for the university. Design and Construction manages all sourcing for our facility's needs. Our Procurement group makes the purchases for goods and services to operate our campuses and hospitals, along with managing the use of purchasing cards by end users. There are links to items that are currently out for bid in both areas at our website.

The University of Missouri System looks at numerous supplier candidates for goods and services as well as design and construction. Most businesses simply will not meet our requirements. In some cases, we may be under contract with other vendors. If there is a potential business opportunity, we will explore those avenues with you.



Supplier Diversity Eligibility

Businesses that are recognized as diverse suppliers come from Federal Public Law 95-507. These businesses are at least 51% owned, operated and controlled by United States citizen/s who are:

- African-American
- Asian-Indian
- Asian-Pacific
- Hispanic
- Native-American
- Veteran-owned businesses (including service disabled)
- Woman-owned businesses

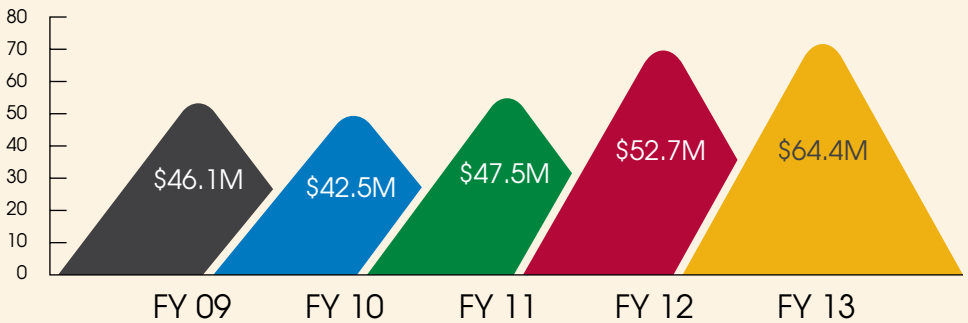
The university also recognizes Small Disadvantaged Business (SDB/DBE) firms that are certified by federal and/or state government agencies.

Additionally, in keeping with the policy of the state of Missouri as declared in statutory law, the Board of Curators of the University of Missouri has adopted the policy that products made in Missouri and/or sold by companies incorporated in Missouri will be given preference where possible.





University of Missouri System M/WBE Results



The ongoing commitment of the University of Missouri System and its campuses to supplier diversity has resulted in increasing expenditures. As the graph indicates, our purchases from Minority and Women-owned businesses accounted for \$253 Million dollars during the last five year period (FY 2009-2013). This accounts for more than 8% of the university's total spending during the period.

These expenditures are inclusive of purchases made by our Design and Construction and our Procurement organizations across all four campuses and the University of Missouri Health System.

**For more information, feel free to contact us at:
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