

Fueling Business Growth - Supplier Diversity & Inclusion Campaign Update

Senior Business Administrators Meeting
March 15, 2022





Supplier Diversity & Inclusion Campaign Features

- School Center Engagement
 - Analytics, Initiative Support, Sourcing Support, Supplier Promotion
- System Evolution
 - Penn Marketplace Improvements
- Capital Support
 - Immediate Terms Pilot
- Supplier Development
 - Diverse Supplier Open House
- Community Outreach
 - Supplier/Partner Engagement, Events
- Recognition
 - Supplier Diversity Impact Award
- Communications
 - Newsletter, Digital Media Story Sharing



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Fueling Business Growth - Campaign Website



www.upenn.edu/supplier-diversity

Penn Diversity

Diversity at Penn Programs Resources News & Events

Supplier Diversity & Inclusion Program

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Welcome to *Fueling Business Growth*, the University of Pennsylvania's Supplier Diversity & Inclusion Program's campaign designed to increase its diversity procurement in Philadelphia. The program leverages Penn's purchasing power to support the growth of diverse businesses—and subsequently the Philadelphia economy—by engaging with local, minority, LGBTQ+, women-owned businesses, veterans, and businesses owned by people with disabilities.

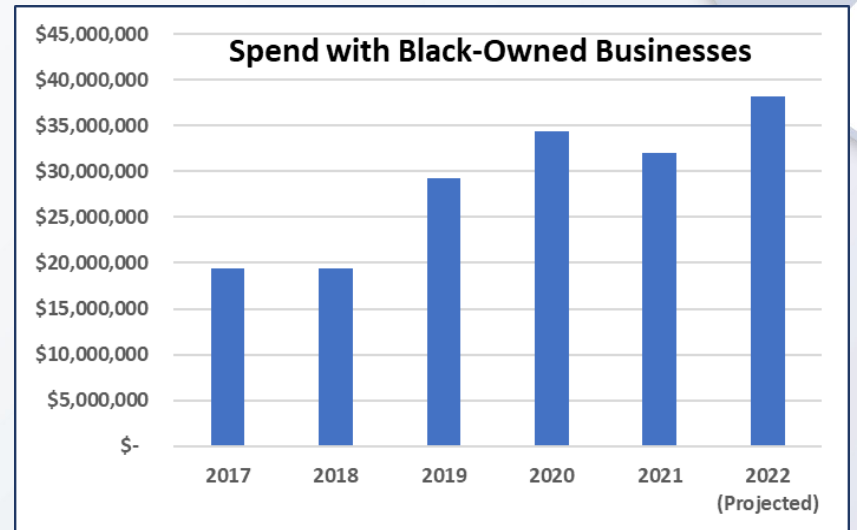
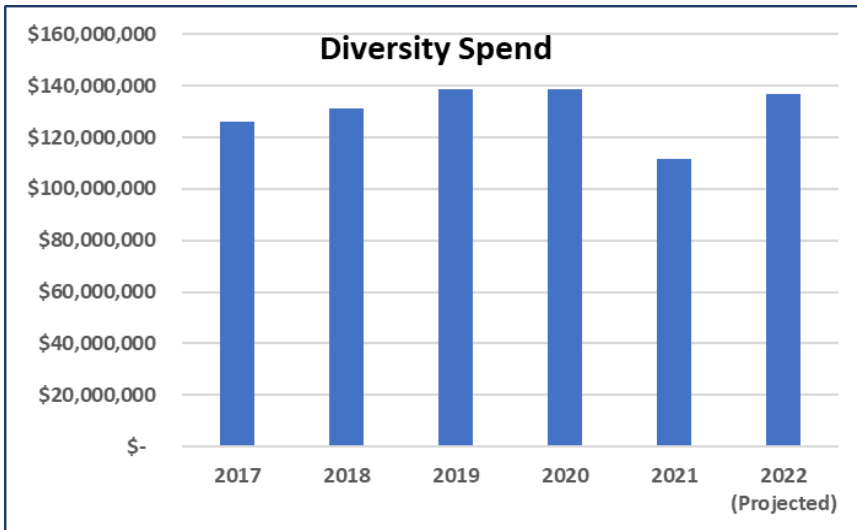
Penn's multi-faceted program includes expanding outreach with diverse businesses; deepening relationships with a range of suppliers; increasing businesses opportunities; addressing financial barriers facing diverse suppliers; and providing enhanced tools and resources to the Penn buying community – all in the name of generating economic activity.

What began in 1986 as the Buy West Philadelphia Program, is today's Penn Supplier Diversity & Inclusion Program, which is an interconnected network of University staff and its buyers, along with local and diverse suppliers seeking opportunities from the private and public sector. Penn's Supplier Diversity & Inclusion

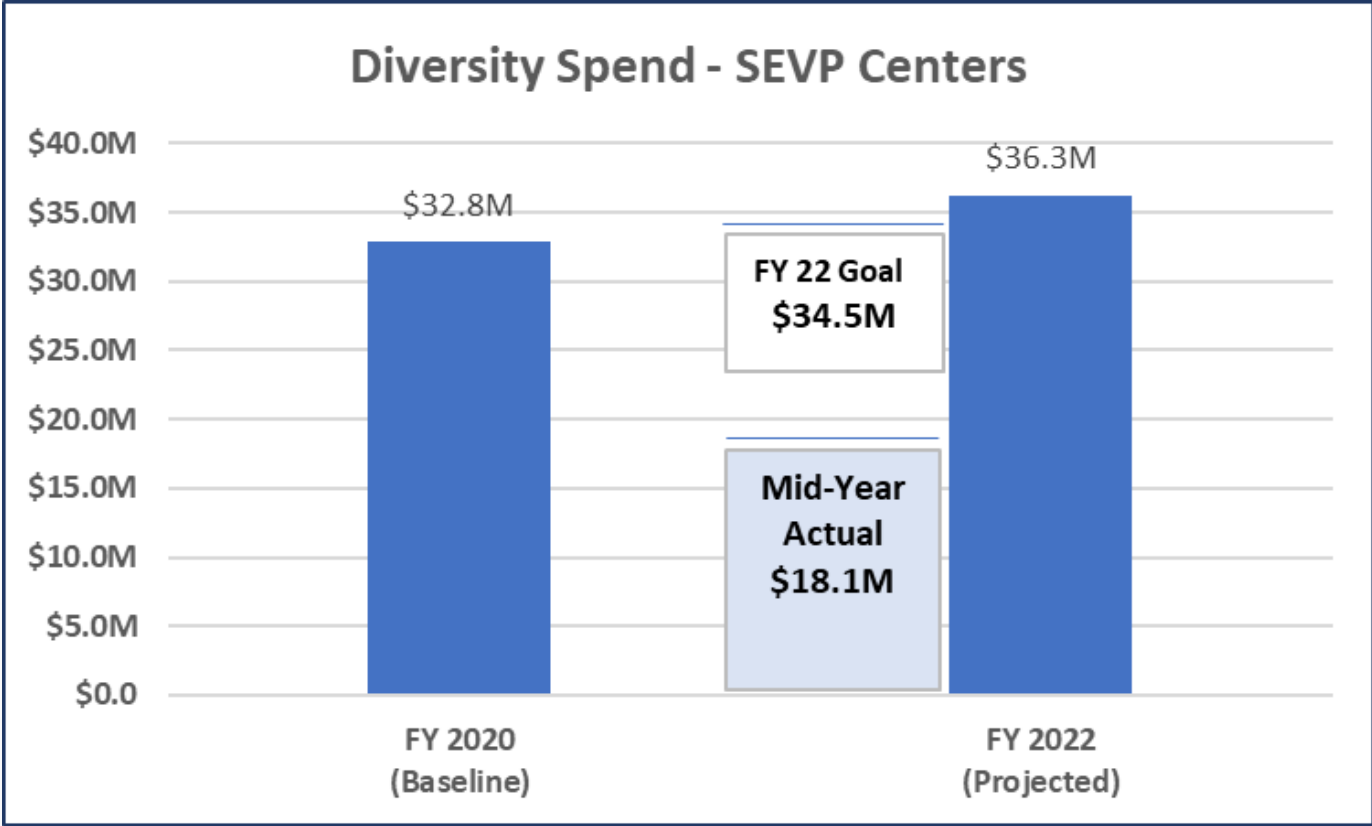
www.upenn.edu/supplier-diversity

Central repository with information and tools to help your School/Center with its diverse procurement efforts

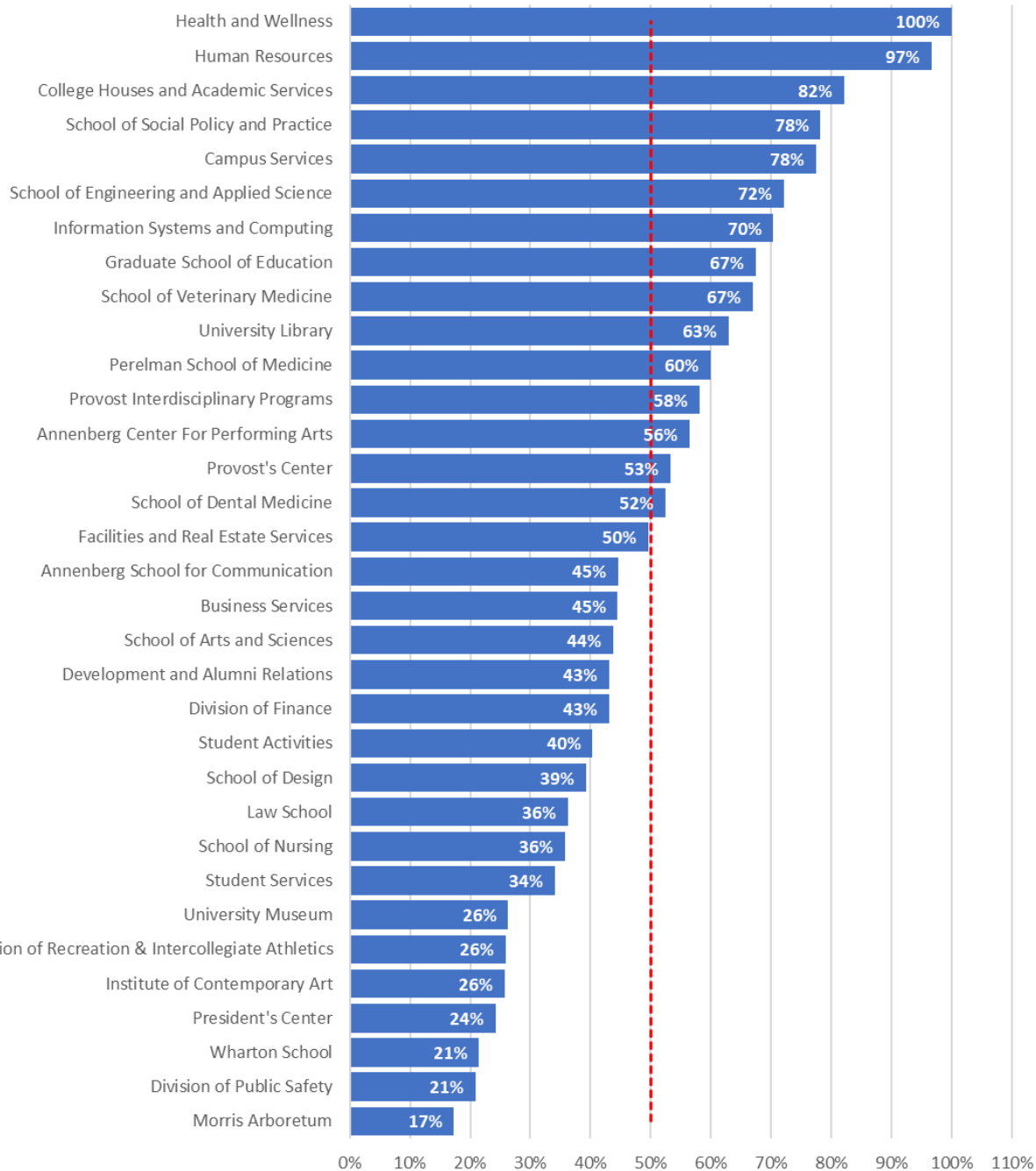
Supplier Diversity Impact



Supplier Diversity Impact SEVP Centers



Percent to FY20 Diversity Spend (FY22 To Date)



FY 2022 Mid-Year Diversity Spend as a % of FY 2020 Baseline

Examples of intentional inclusion...



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Steps to take to advance diversity and inclusion...

- **Know your spend and engage your team** to identify forward-looking opportunities
 - Include supplier diversity and inclusion in performance planning
- **Know and share Penn's tools** for finding diverse suppliers
- **Engage Procurement Services**
 - Spot spend/category opportunities
 - Analytics support
 - Team forum presentations

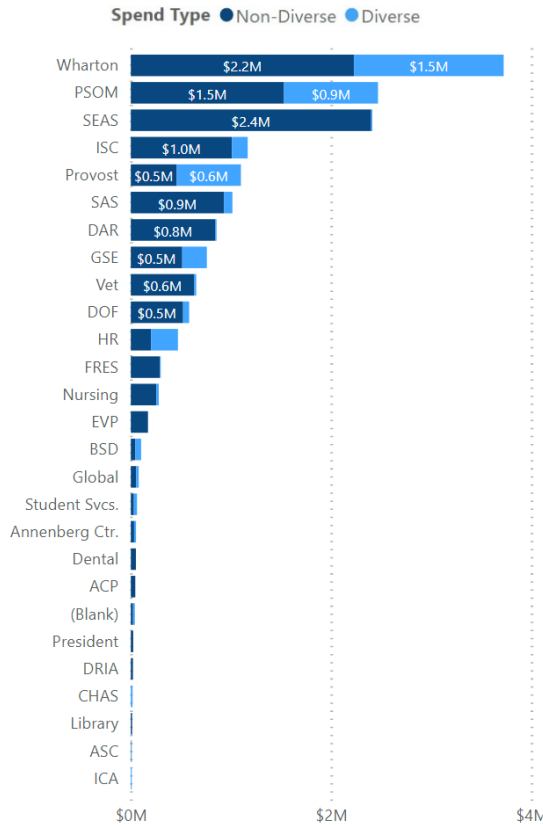
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Diversity Opportunity Areas

Consulting - FY21

School/Center Diversity Spend in Consulting



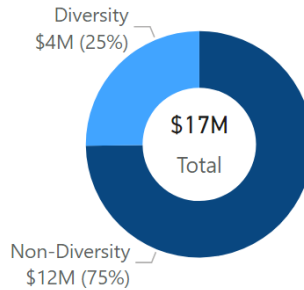
Top Diverse Suppliers in Consulting

Supplier Name	Diversity Attribute(s)	FY20 Spend	# S/C Using
GITTENS, BRIAN E	African Ameri.	\$167,500	2
GROWTH POTENTIAL CONSULTING L...	Women, African Ameri.	\$77,500	4
GITTENS CONSULTING	African Ameri.	\$39,000	1
HALL, TITI-TYREE	Women, African Ameri.	\$27,812	1
GHOST NOTE MEDIA LLC	African Ameri.	\$17,901	1
GOD BLESS THE CHILD	African Ameri.	\$17,500	1
EXUDE LLC	African Ameri.	\$15,375	1
ELLISON GROUP	African Ameri.	\$6,540	1
MEE PRODUCTIONS INC.	African Ameri.	\$4,900	1
REED, SAMUEL	African Ameri.	\$4,000	1
REDDICK, RICHARD	African Ameri.	\$2,000	1

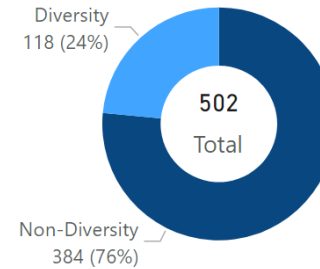
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Overall Diversity Breakdowns

By Spend in Consulting



By # of Suppliers in Consulting



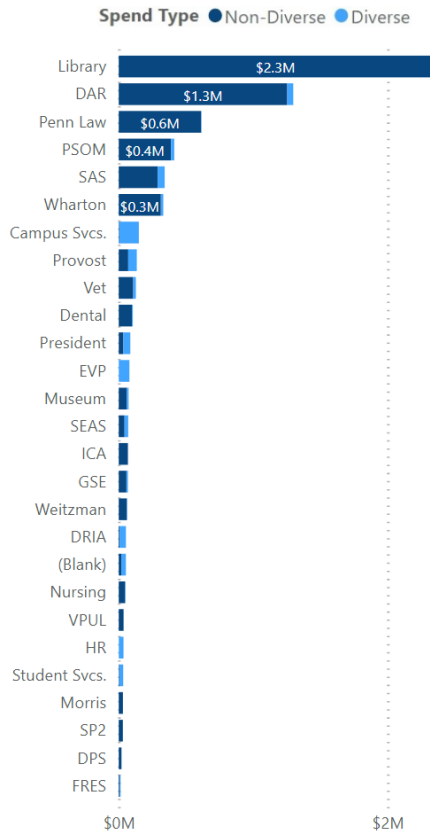
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Diversity Opportunity Areas

Print - FY21



School/Center Diversity Spend in Print



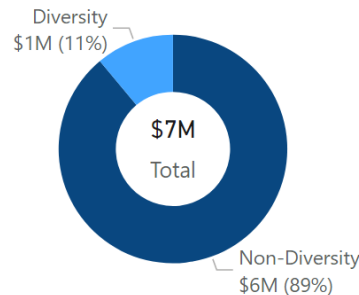
Top Diverse Suppliers in Print

Supplier Name	Diversity Attribute(s)	FY20 Spend	# S/C Using
REPLICA GLOBAL LLC	African Ameri.	\$331,161	28
PHILADELPHIA TRIBUNE	African Ameri.	\$81,897	2
L & L PRINT & COPY INC	African Ameri.	\$44,016	8
COX MATTHEWS & ASSOC INC	African Ameri.	\$1,025	1
GRAPHIC ARTS INC	Women	\$71,885	3
BRILLIANT STUDIO INC DBA BRILLIANT	Other	\$48,899	3
CHAMBERS GROUP	Other	\$46,767	7
FIDELITY GRAPHICS.	Asian	\$29,174	5
MALISH & PAGONIS	Women, Other	\$17,000	2
APCT INC	Other	\$13,396	1
GALLINI HEMMANN INC	Women	\$12,737	1

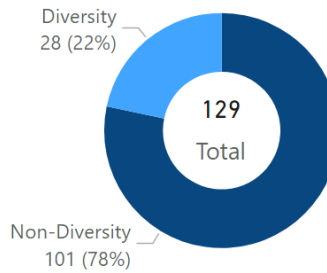
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Overall Diversity Breakdowns

By Spend in Print



By # of Suppliers in Print

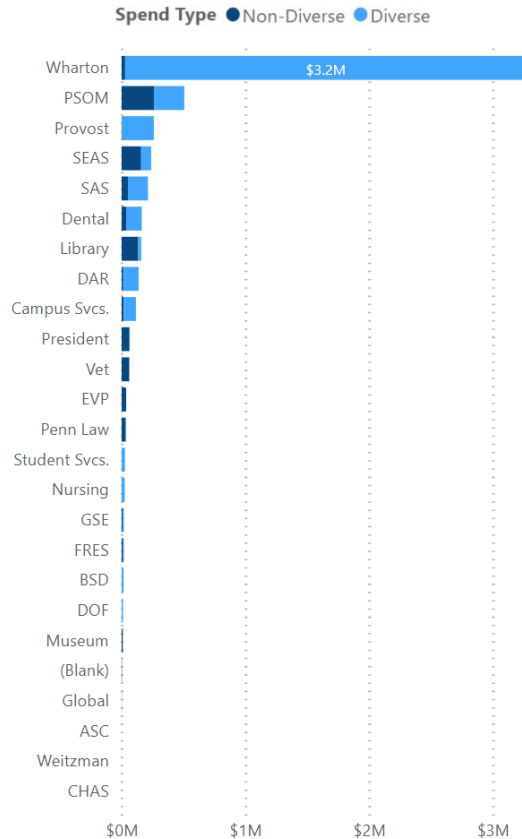


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Diversity Opportunity Areas

Furniture - FY21

School/Center Diversity Spend in Furniture



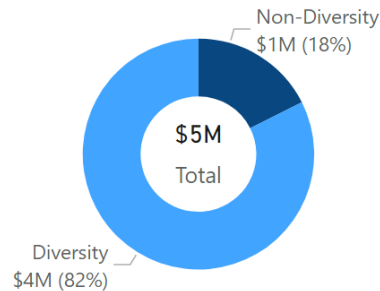
Top Diverse Suppliers in Furniture

Supplier Name	Diversity Attribute(s)	FY20 Spend	# S/C Using
A POMERANTZ & CO	African Ameri.	\$46,511	2
TEXTILE MANAGEMENT SYSTEMS INC	African Ameri.	\$20,711	1
CORPORATE FACILITIES OF NEW JERS...	Women, Asian	\$3,057,221	5
ADVANCED OFFICE ENVIRONMENTS	Women	\$710,016	14
CORPORATE INTERIORS INC	Women, Other	\$280,480	9
PREMIER OFFICE SOLUTIONS	Women	\$251,738	6
JOHN SAVOY & SON INC.	Women, Veteran	\$65,742	1
COFCO GROUP	Women	\$19,359	1
COMMERCIAL INTERIORS	Women, Other	\$9,753	1
ERGOGENESIS LLC	Other	\$3,167	3
KELLY INDUSTRIES, INC.	Women	\$1,575	1

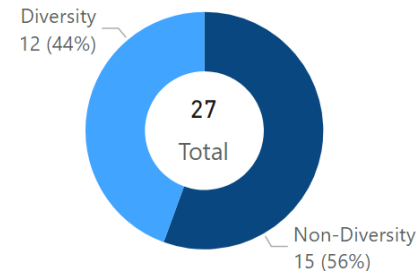
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Overall Diversity Breakdowns

By Spend in Furniture



By # of Suppliers in Furniture



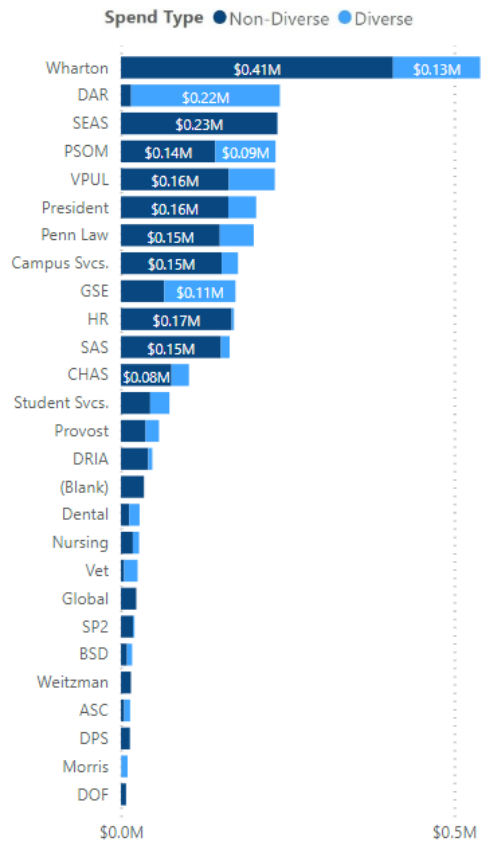
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Diversity Opportunity Areas

Promotional - FY21



School/Center Diversity Spend in Promo

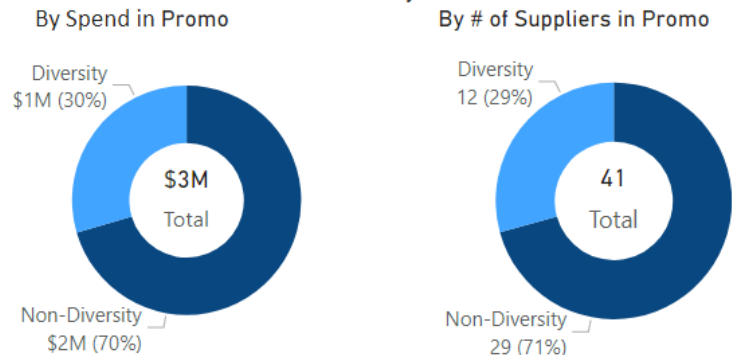


Top Diverse Suppliers in Promo

Supplier Name	Diversity Attribute(s)	FY20 Spend	# S/C Using
BDJ VENTURES LLC	African Ameri., Other	\$66,950	7
BTC ENVELOPES & PRINTING LLC	African Ameri.	\$66,771	5
BODACIOUS PROMOTIONS, INC.	Women, African Ameri.	\$34,720	5
BARASH GROUP LLC	Women	\$465,779	16
PROFORMA SPECTRUM GRAPHICS	Other	\$156,656	13
AGIO BRAND SOLUTIONS, LLC	LGBT, Veteran	\$70,104	8
PRIDE PRODUCTS	Women	\$21,707	3
AS YOU WISH PROMOTIONS INC	Women	\$14,626	3
SCARBOROUGH & TWEED	Women	\$9,836	2
IMPACT DIMENSIONS LLC	Hispanic	\$946	1
PARTNERS IN RECOGNITION INC	Women, Other	\$158	1

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Overall Diversity Breakdowns

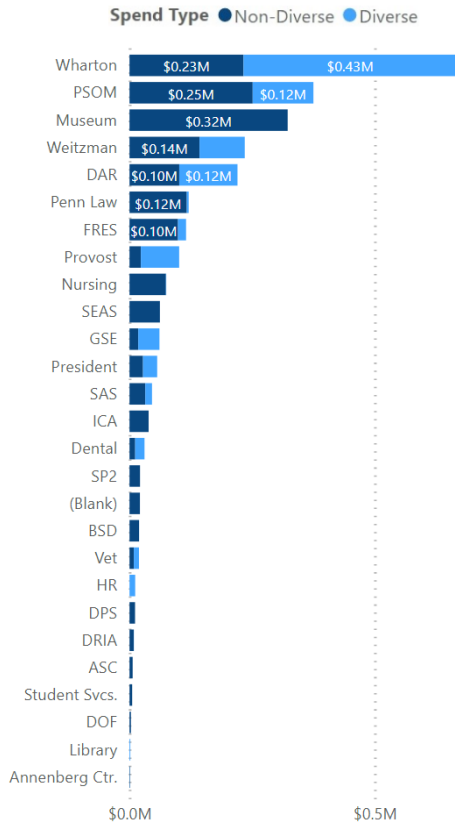


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Diversity Opportunity Areas

Graphic Art & Design - FY21

School/Center Diversity Spend in Graphic Art & Design



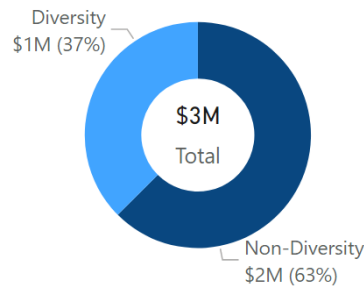
Top Diverse Suppliers in Graphic Art & Design

Supplier Name	Diversity Attribute(s)	FY20 Spend	# S/C Using
FRANKLIN, TAMIKA	Women, African Ameri.	\$2,000	1
PUNK AVENUE LLC	Other	\$513,293	4
CLOUD GEHSAN ASSOCIATES INC	Women	\$94,588	1
OPUS DESIGN LLC	Women	\$85,011	1
MASKAR DESIGN INC	Women	\$53,160	1
7 ATE 9 DESIGN	Women, Hispanic	\$43,260	9
ATELIER ART STORAGE LLC	Other	\$40,446	6
SWIVELSTUDIOS, INC.	Women	\$34,500	2
TORNEK DESIGN ASSOCIATES LLC	Women, Other	\$28,600	1
TEN ELEVEN DESIGN, LLC	Women, Asian	\$24,323	1
EARLING, ANNETTE C	Women	\$11,705	1

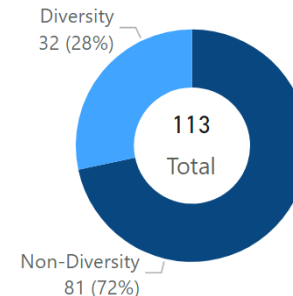
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Overall Diversity Breakdowns

By Spend in Graphic Art & Design



By # of Suppliers in Graphic Art & Design

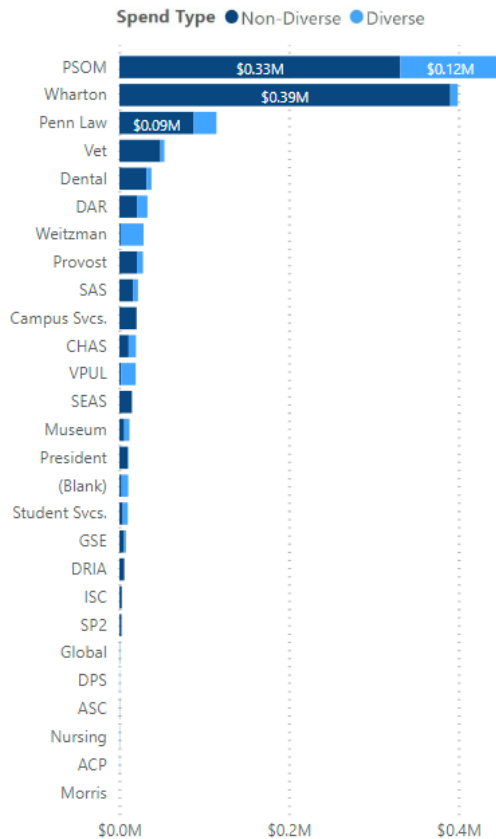


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Diversity Opportunity Areas

Catering - FY21

School/Center Diversity Spend in Catering



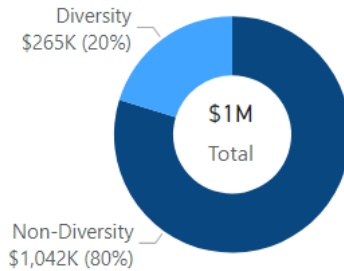
Top Diverse Suppliers in Catering

Supplier Name	Diversity Attribute(s)	FY20 Spend	# S/C Using
TELROSE CORPORATION	African Ameri.	\$1,081	5
12TH STREET CANTINA INC. DBA 12T...	Women	\$159,130	13
FEAST YOUR EYES INC	Women	\$16,438	5
MAC MART CART LLC	Women	\$13,312	1
BARBARA SCOTT LLC DBA FRESH ON...	Women	\$12,791	4
FORK	LGBT, Women	\$10,971	4
JACK FRANCIS INC	Women	\$10,825	2
COMMERCE DUJOUR CORPORATION	Other	\$4,227	1
CAFE HINDH INDIAN KITCHEN	Other	\$3,406	1
LA CIUDAD LLC DBA DISTRITO	Hispanic	\$3,327	3
DIVERSE CATERING EVENT DESIGN	Women, Other	\$2,950	1

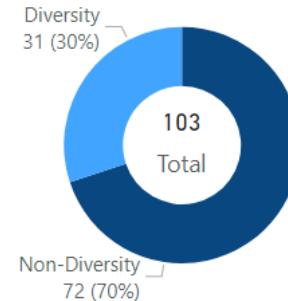
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Overall Diversity Breakdowns

By Spend in Catering



By # of Suppliers in Catering



Note: Non-addressable spend excluded. Data includes PO and Non-PO spend only. P-Card and Concur spend are excluded.

Diversity Supplier Sourcing Resources:



Category(ies)	Team Member	Contact Information
Supplier Diversity Opportunities, General	Vince Gumbs	215-573-7248 gumbsv@upenn.edu
Strategic Sourcing & Sustainability (Senior Director)	Colleen Reardon	215-898-1382 reardon@upenn.edu
Information Technology (Director)	Rick Kahley	215-898-1450 rkahley@upenn.edu
Information Technology	Open	215-898-8763
Office Supplies, Independent Service Providers, Contingent Labor	Heather Cardamone	215-898-0703 hcard@upenn.edu
Catering, Events Management, Professional Services	Angela Martyak	215-898-1452 amartyak@upenn.edu
Lab Supplies and Equipment, Athletics	Mike Talley	215-898-2482 mgtalley@upenn.edu
Print, Media, Communications, Promo	Lucy Casalena	215-898-7796 clucyl@upenn.edu
General Procurement / Data Inquiries	Mark Mills	215-898-1453 millsme@upenn.edu



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