



Supplier Diversity Updates

Tiffany N. Robinson
Supplier Diversity Manager
Procurement Services





Supplier Diversity Initiative

- **PM-81 – Supplier Diversity Policy**

Establishes the University's policy pertaining to the inclusion of certified diverse suppliers in the acquisition of goods and services, including contract administration for all LSU campuses and affiliated organizations.

- **FASOP-SDP01 - Supplier Diversity Program**

Establish procedures to identify and engage diverse suppliers in compliance with the LSU supplier diversity objectives set forth by PM-81.



What is a Diverse or HUB Supplier?

Supplier must hold at least one certified diverse business classification issued by a third-party qualifying agency to be identified as a HUB supplier in the LSU database.

- Minority Business Enterprise (MBE)
- Woman Business Enterprise (WBE)
- Disadvantaged Business Enterprise (DBE)
- Disability-Owned Business Enterprise (DOBE)
- Veteran-Owned Business (VOB)
- Small Businesses (Small)



HUBs and Master Contracts

Purchases made directly from a HUB supplier are considered direct or tier 1 spend. Examples include:

- AmeriPrint – Small – Hudson Initiative
- Christopherson Business Travel – WBE
- SHI International - WBE

While working with major/master contract suppliers, we encourage their use of diverse suppliers as part of LSU's 2nd tier efforts.

Examples include:

- Amazon Business – Sells diverse products
- Grainger – Offers diverse products
- Office Depot – Offers diverse products
- America to Go – hosts diverse caterers
- Exemplis, Irwin Seating Co and Kreuger International – uses Arnold & Associates – WBE for installation/distribution
- Exemplis, Global Furniture and OFS Brands - uses Corporate Interiors of Baton Rouge LLC – SDVOB as distributor



What can your college/department do to help?

In order to create a more inclusive supplier community, those individuals making purchasing decisions must fully embrace the LSU Supplier Diversity initiative. Please remember to:

- ✓ Share information about new HUBs sources or products
- ✓ Be aware of HUBs in the commodities you purchase and consider directing department-level purchases under \$10,000 to those suppliers
- ✓ Make use of established term contracts with HUBs or master contracts who have HUB subcontractors/distributors
- ✓ When searching for goods or services in Workday Supplier Catalogs, look for a Diverse Supplier icon next to the supplier name/product or filter the catalog site for Diverse Supplier Products



Examples of Diverse Supplier Filters

Amazon Business Ownership & Diversity Seller Certifications

- Registered Small Business
- Women-Owned Business Enterprise
- Women-Owned Small Business
- Economically Disadvantaged Woman-Owned Small Business
- Veteran-Owned Small Business
- Service Disabled Veteran Owned Small Business
- Minority-Owned Business
- SBA-Certified 8(a) Firm
- SBA-Certified HUB Zone Firm
- SBA-Certified Small Disadvantaged Business

The screenshot shows the LSU AMERICATOGO website interface. At the top, it says "LSU | AMERICATOGO". Below that, it says "Your Order" and "Welcome, Tiffany!". The order details are as follows:

- 1 Time: Tue, Jan 25 at 6:25pm
- 2 Location: LouisianaStateUniversity
- 3 Restaurant: 32 local restaurants match

Below the order details, there are sections for "Hours" and "Filter by Name". The "Hours" section shows "open Tue, Jan 25 at 6:25pm 37". The "Filter by Name" section has a search box labeled "search vendor names".

The "Services" section includes the following filters:

- pickup 41
- delivers to you 40
- catering 46
- custom catering 1
- full-service 8
- no fee 15

The "Features" section includes the following filters:

- american 34
- catering 1
- chinese 1
- Diverse 7
- healthy beverage 1
- international 11
- italian 1
- late night 7
- liquor liability 12
- mediterranean 4
- mexican 4
- middle eastern 2
- other 9
- pizza 3
- spanish 1
- vegan 1
- vegetarian 1

The "Diverse 7" filter is highlighted with a red box.

Office Depot

- Diverse Supplier
 - Women-Owned Business Enterprise (WBE) (277)
 - Caucasian Female (277)
 - WBENC Certified (163)
 - Small Business Concern (SBC) (114)
 - NIB/NISH/Ability One Enterprise (2)

Home / Paper / Copy & Printer Paper / Copy & Multipurpose Paper / Product Details
 < Copy & Multipurpose Paper

What's Ne...

Item #271195 | Manufacturer #DCMP-11

Destiny™ Multi-Use Copy Paper, Letter Size (8 1/2" x 11"), 20 Lb, Ream Of 500 Sheets, Case Of 10 Reams

Item #271195 | Manufacturer #DCMP-11

★★★★☆ 3.5 (2) Write a review



1/4



Price Comparison:



Item 271195

★★★★☆ (2)

Destiny™ Multi-Use Copy Paper, Letter Size (8 1/2" x 11"), 20 Lb, Ream Of 500 Sheets, Case Of 10 Reams

Qty

\$38⁵⁸ / case

Add to Cart

Add to list

Availability: 534

✓ Sold Online

✓ Best Value

• Diverse Supplier

♻️ Eco-conscious



Item 196517

★★★★★ (17204)

Boise® X-9® Multi-Use Copy Paper, Letter Size Paper, 92 Brightness, 20 Lb, White, 500 Sheets Per Ream, Case Of 10 Reams

Qty

\$39⁷⁷ / case

Add to Cart

Add to list

Availability: 8,632

✓ Sold Online

✓ Sold in Stores

✓ Best Value



<https://www.lsu.edu/administration/ofa/supplierdiversity/>



Welcome to Supplier Diversity

Louisiana State University is committed to fostering innovation and entrepreneurship through the use of diverse suppliers. The goal of the diversity initiative is to identify, align, strengthen

New Page:

<https://www.lsu.edu/administration/ofa/supplierdiversity/finding-diversesuppliers.php>

Finding Diverse Suppliers

We are committed to assisting all departments with inclusion of diverse suppliers in their procurement of goods and services. Below are instructions on how to find diverse suppliers:

1. Search the Workday supplier database by running the **Find Diverse Suppliers** report. This will allow you to view all flagged diverse suppliers by supplier group and classification type.
2. In the event a diverse supplier cannot be located in Workday, email suppdiversity@lsu.edu for a diverse supplier recommendation. Email must include explanation of specific good or service, estimated cost, along with time frames for when item is needed and duration and other pertinent information impacting the purchase.
3. In the event a diverse supplier does not exist or Supplier Diversity cannot locate in this commodity, Supplier Diversity will grant a one-time waiver to proceed with the procurement process.

Diversity Resources

- [Louisiana Smallbiz System Certified Businesses Directory](#)
- [Louisiana Unified Certification Program Directory](#)
- [City of New Orleans DBE Directory](#)
- [US Department of Veteran Affairs Veteran Owned Businesses Directory](#)
- [SBA Dynamic Small Business Search Directory](#)

We are continuing to expand our supplier database. Therefore, if a department is aware of a proposed diverse supplier not in Workday, please encourage the supplier to register with LSU! The supplier may visit [LSU Supplier Registration](#) for instructions.



What's next for Supplier Diversity?

- Diverse Supplier Request web form to collaborate with University departments and efficiently facilitate the process of identifying potential HUB suppliers
- Procure and implement supplier database – Supplier.IO to identify HUBs in nationwide database
- Coordinate Diverse Supplier Vendor Show in partnership with LSU Athletics – Spring 2022 and other networking events between HUBs and department buyers or larger firms
- Facilitate pilot initiatives with colleges/departments to increase HUB participation/spend and raise awareness with department buyers



Contact Us

Tiffany N. Robinson

tcart12@lsu.edu

225-578-2739

Elizabeth Breda

ebreda1@lsu.edu

225-578-2291

Supplier Diversity Email

suppdiversity@lsu.edu