



How to Develop a Global Supplier Diversity Initiative

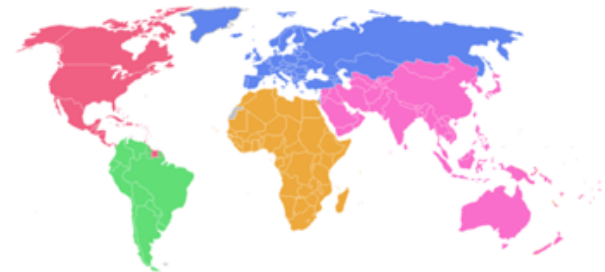
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October 21, 2014



Established by multi-national corporate members

- Over US\$700 billion in annual purchasing power
- Connects non-US women-owned businesses to global value chains
- Offers certification and training in Africa, Asia, Australasia, Canada, the Caribbean, Europe, Latin America and the Middle East
- Exclusive global database of women-owned businesses
- Supports development and implementation of global inclusive sourcing programs





WEConnect International Corporate Leadership DiversityInc Top 50





Business Case

To be sustainable, companies must be inclusive in global sourcing:

- Support US and non-US business growth and revenue
- Leverage as a competitive advantage
- Reduce purchasing costs and drive innovation
- Promote brand and deliver on CSR goals
- Improve customer satisfaction by supporting corporate clients
- Mirror global diverse customer and employee base
- Enhance talent recruiting and retention
- Meet local content requirements and build public partnerships



Considerations

- Successful, mature US program if based in the US
- Executive Level commitment
- Resources: Staff, Travel, Training
- Target beneficiaries
- Availability of certification for diverse-owned businesses
- Local government interest and support
- Language
- Markets/countries with the greatest chance of success
- System to capture global spend data

A photograph of a diverse group of people, including men and women of various ethnicities, looking upwards with expressions of hope and aspiration. They are positioned in front of a modern building with a glass and steel facade.

Recommended Action Steps

- Determine market/country to kick-off global program
- Identify and engage program stakeholders and local company advocates
- Integrate processes and tools
- Develop internal and external communications plan
- Provide ability for non-US diverse suppliers to register
- Leverage organizations such as NGLCC, NMSDC and WEConnect International
- Identify diverse-owned businesses in current global supply chain



Recommended Action Steps (continued)

- Determine non-US diverse spend and establish baseline
- Develop annual spend objectives (by country, region, division, etc.)
- Identify procurement opportunities and engage organization
- Measure success
 - Diverse spend
 - Success stories
- Engage prime suppliers





DiversityInc

- Partner of WEConnect International
- Collaboration on global supplier diversity and inclusion research
- Global Advisory Council
- Best Practices sharing



Contact

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Thank you!