

University of South Florida

Office of Supplier Diversity

Program Overview & Spend Report Review for USF Colleges and Administrative Departments

September 15, 2020



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Assistant Vice President
USF Office of Supplier
Diversity



Topics Covered Today

1. President Currall's Supplier Diversity Charge to the USF Community
2. Overview of the OSD Mission and Goals
3. Your Role in USF Supplier Diversity
4. Completing & Submitting Monthly Spend Reporting Form
5. Where to Find Diverse Vendors



Supplier Diversity

A proactive business strategy that seeks to provide suppliers equal access to sourcing and purchasing opportunities. Supplier diversity programs also encourage the use of suppliers from a diverse mix of ownership (i.e. women-, veteran-, service disabled veteran-, and minority-owned business enterprises).



CBE's

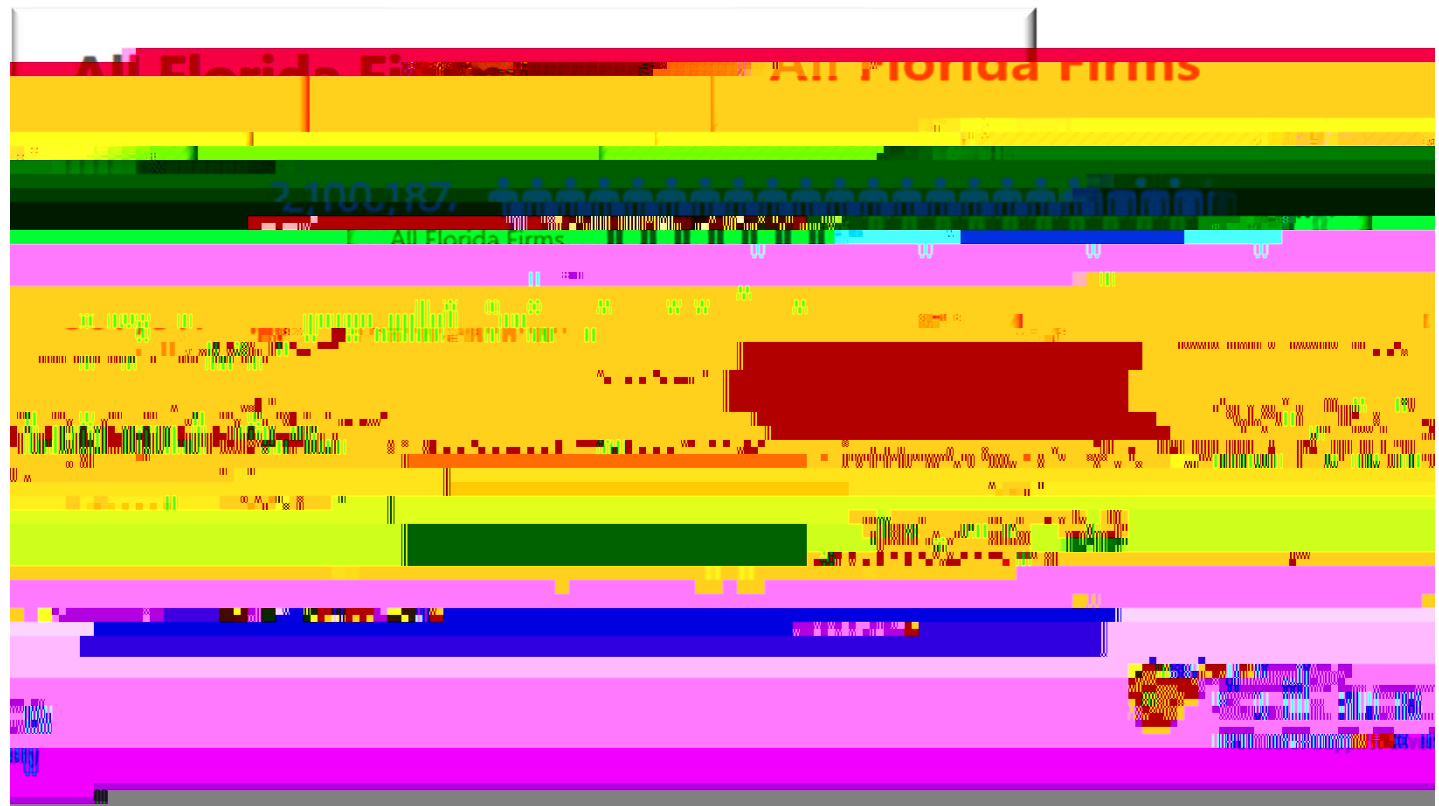
51% or more of firm owned by qualifying minority* or woman
Possess expertise in the field

Diverse Supplier Certification

RECOGNIZED CERTIFICATIONS



Diverse Firms in Florida



Economic Impact

Diverse businesses are amongst the fastest-growing segments of the U.S. economy. Minority-owned firms in the U.S. rose from 5.8 million in 2007 to 8.0 million in 2012.

Total of 9.9 million women-owned firms in 2012, now up more than 2 million from five years earlier when there were 7.8 million women-owned businesses, a 26.8% increase.

Receipts for women-owned firms rose 18.7%, from \$1.2 trillion in 2007 to \$1.4 trillion in 2012.

Receipts for minority-owned firms climbed from \$1.0 trillion to \$1.4 trillion over the 2007-2012 period (34.7%).

Source: U.S. Census Bureau



Mission

INCREASE
USF Spending With
CBE's



How You Can Help

Be open to renegotiating existing contractual commitments

Keep in mind that diverse businesses could offer more competitive pricing

Invest in relationships with prospective business owners

Notify the OSD about upcoming opportunities in advance

It often pays to persevere; don't give up on diverse businesses

Look for strategic growth opportunities for smaller suppliers

Don't underestimate the value of strategic partnerships

Don't get discouraged. Be patient with suppliers. There may not be a current need for their offering now, but keep them in mind for future opportunities

Use the available resources to learn more about USF's Supplier Diversity program at: www.usf.edu/osd



13% - 20%*



Remember **you matter** and every purchase you make whether it's

\$1 of \$100 Million impacts our community

directly. **With your help** we will impact **economic growth** and **development** for our **families** and **communities**

right here in the **Tampa Bay Region.**





Renee Beckford

Business Analyst,
USF Office of Supplier
Diversity

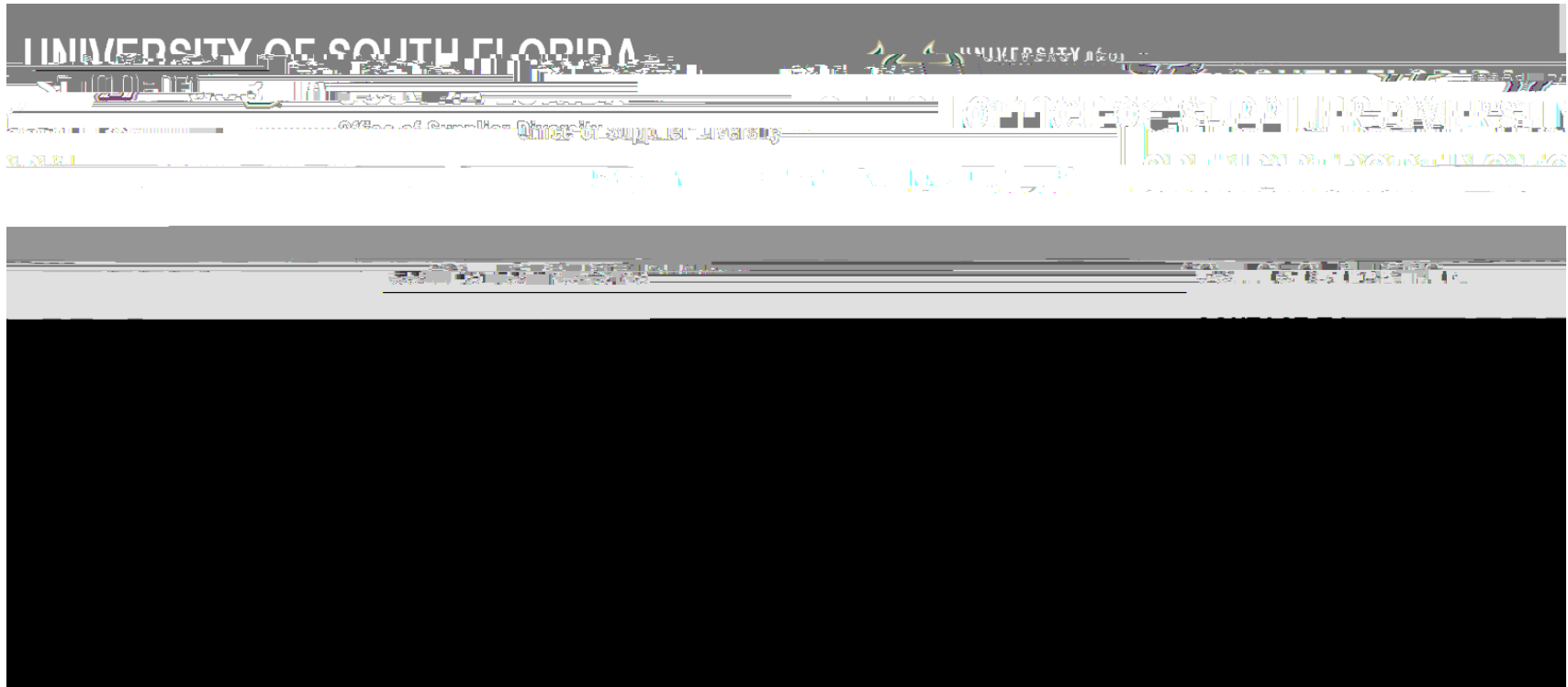


Spend Reporting

1. How to complete your college/department report.
2. Who to contact with questions.
3. What spend data the OSD intends to collect.
4. When you should send the report.
5. Where to send your report.



Input General Information



Input Spend Data

SECTION 1 - COLLEGE OF NURSING			
CBE CATEGORY	COMPANY NAME	DESCRIPTION GOODS/SERVICES	TOTAL PAYMENTS
PLIES	\$50,000.00	African American	OFFICE DEPOT
		Western	OFFICE SUPPLIES
			OUTDOOR
		\$0.00	
		\$0.00	
		\$0.00	
		\$0.00	
		\$0.00	
		\$0.00	\$0.00
\$0.00			
\$0.00			
\$0.00			
\$0.00			
\$0.00			
\$0.00			
\$0.00			
\$150,000.00			



Summary Data

SECTION 2 - TOTAL SPEND SUMMARY

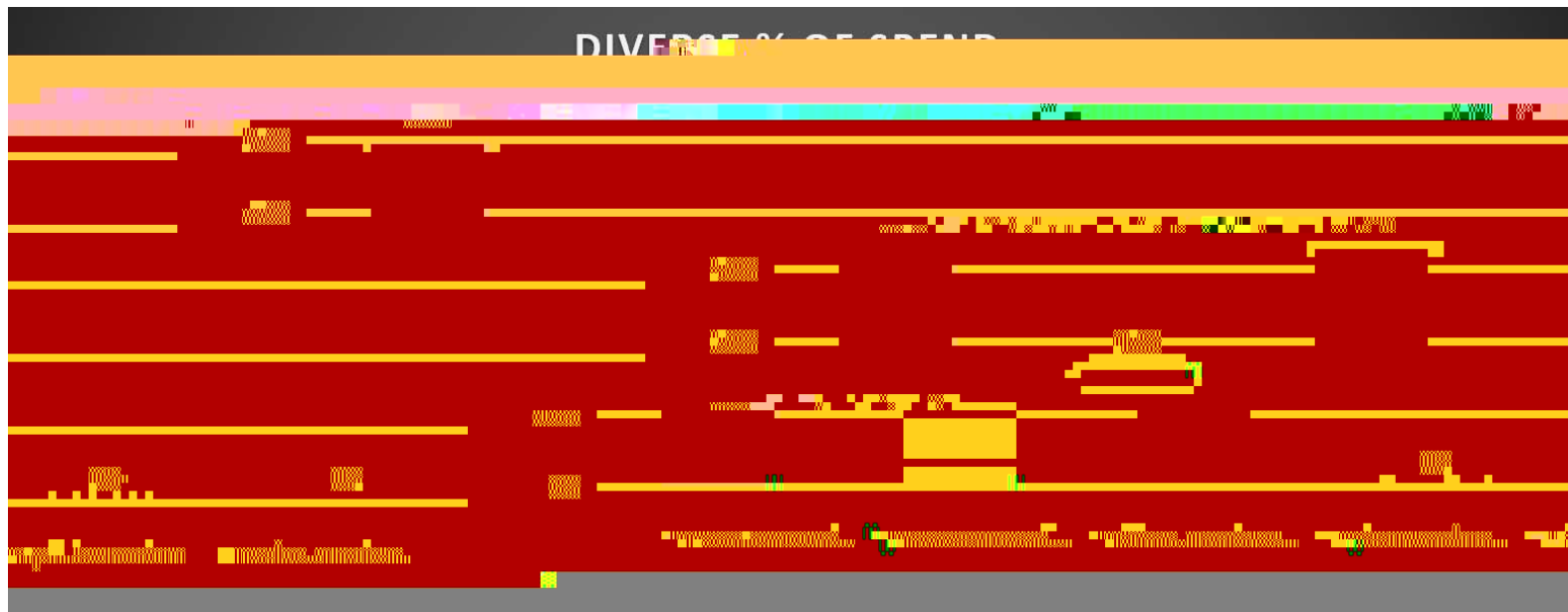
Category	Amount	Percentage
Women Owned	\$75,000.00	
Asian American	\$0.00	0%
Hispanic American	\$0.00	0%
Native American	\$0.00	0%
TOTAL	\$150,000.00	100.00%



Spend by Category



Percentage by Category



Tier 2 (Sub-contractor) Reporting

Is a separate process required by USF for facilities & construction prime contractors and construction managers*

*Not Covered in this Session



Things to Remember

1. Submit report to OSD@usf.edu
2. Reports are due to OSD by the 15th of each month
3. Your 1st report is due to OSD, November 15th
4. Questions? Email: OSD@usf.edu or call 813-974-5052
5. For more information, visit usf.edu/OSD





Lisset Greene

Supplier Relations &
Outreach Administrator,
USF Office of Supplier
Diversity



Topics Covered Today

1. Searching for a Diverse Vendor
2. How to Navigate the OSD Vendor Listing
3. Recognized Certifications
4. Sole Sourced Categories
5. Vendor Registration



Searching For A Diverse Vendor

1. Visit our website usf.edu/OSD
2. Click on the “**Find a Vendor Image**” or from drop-down menu “**For USF Departments · Find a Vendor**”
3. Listing will download as an Excel spreadsheet.
4. Vendor listing is divided into four tabs: construction, professional services, suppliers & PPE



Need a Specialized Vendor Category?

1. If you are searching for a sole source provider (specialized vendor category), email **OSD@usf.edu**.
2. Please allow two (2) business days for receipt of requested specialized vendor category listing



You May Be Using a Diverse Vendor

1. Ask vendor, “Are you eligible to certify as a diverse supplier with one of our partners?” (FSMSDC, WBNEC, State of FL OSD, SBA, Dept. of Veteran Affairs, FDOT DBE).
2. If yes, and they are not currently certified, refer them to the OSD to assist with next steps.
3. OSD can also assist with adding them to the USF CBE supplier listing.
4. If no, be sure they qualify as one of USFs designated CBE categories before counting them on your spend.



Recognized Certifications

1. Florida State Minority Supplier Development Council (FSMSDC)
2. Women's Business Enterprise National Council (WBENC)
3. State of Florida Office of Supplier Diversity
4. Small Business Administration (SBA) (8A, HUSB Zone)
5. Department of Veteran Affairs
6. FDOT DBE

**These entities are OSD partners*



OSD Vendor Registration

1. Vendors visit www.usf.edu/OSD
2. Click “For Vendor Tabs > Forms Tab”
3. Complete “USFOSD Certified Supplier Form”
4. This registration is shared with USF Purchasing
5. USF Purchasing has separate process. For vendor registration, visit www.usf.edu/purchasing*

**OSD vendor listing includes diverse owned suppliers only*





Questions

**Thank You for
Attending this Event!**





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