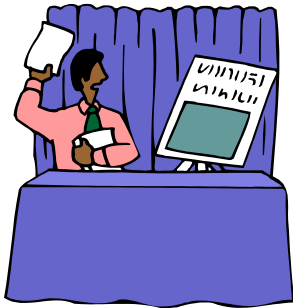


ENGAGE!

Volume 1, Issue 2

CY April 05-June 05

Booth at Indiana Business Opportunity Fair



Indiana University participated in the 2005 IBOF by displaying a booth along with other corporations and businesses. Although IUPUI has had booths at previous fairs, this was the first representation from the entire University. The IBOF was held April 26-27 at the Indiana Convention Center, Indianapolis. The fair consisted of more than just booths. It was two days of

intense networking and growth of business relationships. Key Connections, a key integral part of the fair offered quality meetings between minority businesses and Indiana University. The connections were held at a new location in the convention center that was more conducive to private meetings and isolated from other events. Governor Mitch Daniels was the guest speaker at the luncheon. The fair brought over 135 businesses together to improve supplier diversity and establish better business relationships. As a new member, Indiana University was recognized, along with Vincennes University for our participation in this event.

IU representatives also volunteered for this outstanding event. Tim Rice and Mike Keen were present from IUB Purchasing; Sue Polsgrove from IUB Department of Facilities; Tom Westerhof from IUSB Purchasing; along with Lynn and myself from Supplier Diversity. IUPUI also displayed a booth. Volunteers from the Purchasing Department of IUPUI also created great business relationships. From this volunteer participation, contracts have been awarded to minority businesses and positive relationships have been formed.

Upcoming Events

- Buy Indiana Roadshow
July 12th
- IU Matchmaker, IBDC,
July 26th
- IBDC Southern District
Action Expo
August 24th

MBE/WBE Data Track-all campuses

(excludes construction and p-cards)

April 2005

\$1,853,095

6%

May 2005

\$2,252,782

7%

June 2005

\$2,466,722

6%

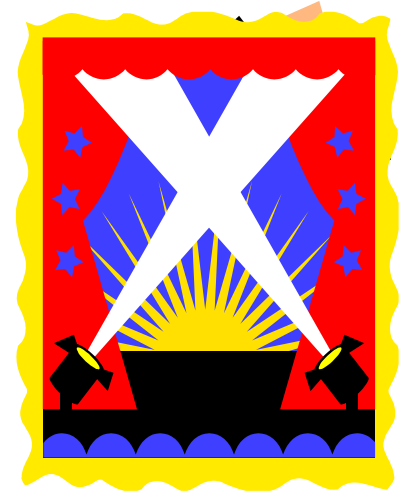
SUPPLIER “SPOTLIGHT”

This quarter, we are spotlighting :

[CIM Audio Visual \(WBE\)](#)

CIM Audio Visual was one of IU's existing suppliers that participated in IU's certification training. After completion of the training, CIM pursued and was awarded their WBE Certification by the State of Indiana. CIM provides equipment and services to the IUB, IUPUI, IUN, and IUS campuses. Thanks Tim Rice and Melissa Daniels for identifying this supplier!

CIM Audio-Visual (formerly Central Indiana Marketing) is committed not only to providing you with the best in equipment and parts but also the best in customer service from initial design stages all the way through dealing with any warranty issues that should arise. With over 20 years experience in the Audio Visual industry, you can know that CIM Audio-Visual has the skills, knowledge and the integrity to help your company meet it's Audio Visual needs now and for many years to come.



TOPS CLEAN-UP!



Supplier Diversity is continuing the on-going process of cleaning up the system! We have confirmed certifications for 111 MBE/WBE and determined 192 vendors entered in tops were not certified. Twenty-six additional vendors are now in the process of getting certified. To date we have made 175 vendor changes with notes in tops. We will be entering the majority of our supplier diversity vendor information in EPIC during the month of October.

Annual NAEB Meeting and Exposition

The annual NAEB (National Association of Educational Buyers) meeting was held in Salt Lake City, Utah. Indiana University Purchasing Department's very own Jennifer Foutty and LaTricia Hill-Chandler were amongst the presenters at the conference. Both were rookie presenters to the conference, LaTricia was even a first-time attendee. With both having standing room only, Jennifer's topic was "Legal Matters", and LaTricia's topic was "Supplier Diversity-Effective Outreach Strategies and Community Involvement". Both Jennifer and LaTricia had so much success, they were invited back next year to present! Way to go! LaTricia will also represent IU at the NAEB Supplier Diversity Institute, as well as, on the committee of the E & I Cooperative Supplier Diversity Committee.

The **National Association of Educational Buyers, Inc.** is the professional association serving colleges and universities nationwide. They are a professional association dedicated to serving higher education by providing those with purchasing responsibility with the specialized information they must have. Their mission is to advocate the development, exchange and practice of effective and ethical procurement principles and techniques within the higher education and associated communities, through continuing education and networking.

DIVERSITY STARS

Here are the stars for April-June, 2005

APR

Mike Keen, Eva Howe, Jill Schunk, Tim Rice, Jerry Hiland, Melissa Daniels, Don Young, Claudette Canzian, Pamela Pierce, Karin Coopersmith

MAY

Tim Rice, Karin Coopersmith, Jill Schunk, Pamela Pierce, Claudette Canzian, Sara Hammond, Eva Howe, Mike Keen

JUNE

Jill Schunk, Karin Coopersmith, Tim Rice, Claudette Canzian, Pamela Pierce, Tom Westerhof, Jennifer Foutty, Jerry Hiland, Debbie Richards, Don Young

Keep

Shining!



State Utilization Study and Goals



On May 16th, the Governor's Commission on Minority and Women's Business reviewed the statistical analysis of Utilization Study for Indiana Contracts between January 1, 2004 and April 15, 2005. After review of the study, the Commission voted to utilize the participation goals that were recommended. According to the Indiana Law, the Governor's Commission on Minority and Women's Business Enterprises is required to set annual participation goals for State Agencies to use in the procurement process. Although the University does not have set documented goals; we are adhering to the recommended participation rates by the State.

	<u>MBE</u>	<u>WBE</u>
Construction	6%	6%
Prof. Services	7%	10%
Supplies	3%	3%

For more info, see:
<http://www.in.gov/idoa/minority/pdf/study.pdf>

Annual University Architects Office Meeting

The University Architects office hosted their 8th Annual Meeting/Golf Outing on the Bloomington Campus. With approximately 150—175 attendees, the day's events consisted of a morning meeting where architects, project managers, and businesses gathered to discuss common issues in the architect/engineering and construction industry. The goal of the meeting was to provide better communica-

tion and dialogue between Indiana University, and other organizations. Several minority and women owned businesses were amongst the audience. LaTricia gave an updated presentation to the attendees on the Supplier Diversity Program and encouraged partnerships and alliances between the majority and minority contractors. Introductions between the two were also made at that time.



The Supplier Diversity Program performs a key role by providing supplier diversity outreach and educational programs. The program forms a connecting link between Indiana University, the small business, minority and women owned business community, as well as, state and federal agencies. The program also engages in a variety of activities to identify and encourage small, minority, and women owned businesses to participate in the University's procurement process and to ensure continued growth of business opportunities.

Visit us at:

<http://www.indiana.edu/~purchase/sdp2.shtml>



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and Compliance Programs

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LET US HELP YOU
SOURCE THE BEST
MBE'S AND WBE'S

PLEASE CONTACT US
WITH ANY QUESTIONS
OR COMMENTS



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