



WASHINGTON STATE DEPARTMENT OF ENTERPRISE SERVICES

Diversity through Contractor Partnership

Office Depot

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Greater Tacoma Convention & Trade Center

June 1, 2017



Diversity Overview

- Diversity program is made up of three dimensions: Tier I, Tier II, and Procurement.
- Tier I - Customer buys directly from a diverse supplier partner, allowing maximum diversity credit. Office Depot becomes the wholesaler partner.
- Tier II - Customer buys directly from Office Depot, but ensures a percentage of their diversity spend comes from diverse vendor products.
- Procurement – Include Diverse Suppliers in our internal purchasing opportunities
 - General supplies & services for our Corporate Office include: art, facilities equipment & services, mail room equipment, furniture, and office supplies.
 - Services include Advertising, Marketing, Construction, Real Estate & Subleasing, Human Resources, Information Technology, Janitorial, Legal, Maintenance, Transportation & Logistics, Travel as well as relocation, and vending.

Office Depot Registration Intranet



Committed to Supplier Diversity

We'll help you succeed in your initiatives.



Register your company in our supplier database ▶

PROGRAM
OVERVIEW

PARTNERING
OPPORTUNITIES

UPCOMING
EVENTS

Office Depot Registration Portal for Diverse Vendors

→ ↻ 🏠 <https://app.suppliergateway.com/officedepot/Login.aspx>



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Diversity Statement & Commitment

At Office Depot, we are committed to creating an inclusive environment where all people are valued and respected. Diversity is an important dimension of Inclusion, Innovation and Customer Focus – three of our core values and keys to our success in a global marketplace.

Through our supplier diversity program, we're proud to offer an exceptional choice of innovative products at affordable prices, and we're constantly looking for top-quality products and services to offer to our customers. Diverse suppliers help us meet our own company-wide goals while also helping our customers succeed in their supplier diversity initiatives.

Diverse Suppliers

Office Depot registration portal provides an opportunity for you to register your company with our diverse supplier database. Portal registration does not guarantee procurement or merchandising opportunities; however, it does provide our procurement and merchandising teams the ability to review your capabilities which may lead to further business opportunities. Please complete the business requirements for your profile, upload current diversity certifications, lists products & services, and capability statements.

For Assistance?

Please contact Supplier Gateway Support - Call (949) 525-9205 or email info@suppliergateway.com

REGISTRATION

If you are a first time user, please click on the appropriate button below to register:

Potential Supplier >

Current Supplier >

LOGIN

If you are a previously registered user, please login here:

Login ID:

Password:

Login

[Forgot your password?](#)

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Diversity Recognition



Office Depot Recognized on Affinity Inc.'s AIM100 List

Affinity Inc., an LGBT (lesbian, gay, bisexual and transgender) business diversity magazine, named Office Depot to their *AIM100* list. The list is comprised of companies that have made outstanding contributions and support for the national LGBT business community. Businesses in the AIM100 were selected from a list of Fortune 500 corporations and professional service firms that demonstrate 100 percent exemplary support and leadership for LGBT business equality and inclusion.

Office Depot Associate Named One of Women's Enterprise USA's Top 100 Leaders in Corporate Supplier Diversity

Carmen Deale, Program Manager, Diversity Tier II Merchandising, was honored as one of *Women's Enterprise (WE) USA* magazine's *Top 100 Leaders in Corporate Supplier Diversity*. She was recognized for being one of the best in supply chain diversity, for valuing the contributions and qualities of diverse suppliers, and for raising the bar for companies and suppliers everywhere. Carmen was chosen out of hundreds of supplier diversity professionals due to her drive to push boundaries and ceilings to ensure inclusive supply chains. The Top 100 Leaders in Corporate Supplier Diversity not only advocate for progressive supplier diversity policies within their own companies, but also within – and outside of – their industries.



Questions?



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PARTNERSHIP
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Thank you



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Distributor Alliance (DA) Program Overview State of Washington June 1, 2017



Distributor Alliance

Did You Know....Many customers have diversity requirements or goals?



- Commercial
- National Accounts
- Federal Government
- Government/Defense Contractors
- State / Local Government
- Higher Education

Distributor Alliance – What is it?

Mission:

- ✓ Provide Grainger customers with a solution to meet their **socio-economic goals or mandates** through the use of certified diverse authorized resellers.
- ✓ Distributor Alliance members **are under contract as authorized resellers**, providing an independent resale of MRO products purchased from Grainger
- ✓ Tier 1 Solution -- Solves a customer's requirement when they need to purchase products **sold** by an approved Diverse Business Enterprise (DBE)*

*Disadvantage Business Enterprise (DBE) are companies 51% controlled by a socially and economically disadvantage individual and may include woman, minority, or veteran owned certifications.

DA Program Payoff

Customer

- Sales contribute to spend goals
- Saves time / money by consolidating spend
- Provides a reliable supply chain
- Access to more than 1.5 million products and value-added services

DBE Partner

- Provides access to more than 1.5 million products
- Solution that enhances the DBE coverage/reach
- Provides a reliable supply chain
- Drives incremental growth

**Mutual benefit
&
value add**

Grainger

- Drives incremental sales/Increase sales
- Promotes social responsibility
- Extends and compliments Grainger's coverage/reach
- Differentiates Grainger/competitive advantage

How The Program Works

The Distributor Alliance Program is not structured to support pass through

- ❑ DA Partner Expectations
 - Customer facing - touch the business and represent themselves in the marketplace
 - Adhere to contract compliance with customer
 - DA partners are always first point of contact for:
 - Quotes and placing orders
 - Customer service functions– i.e. sales, ecommerce, invoicing/direct billing



**PASS THROUGH
PROGRAM**

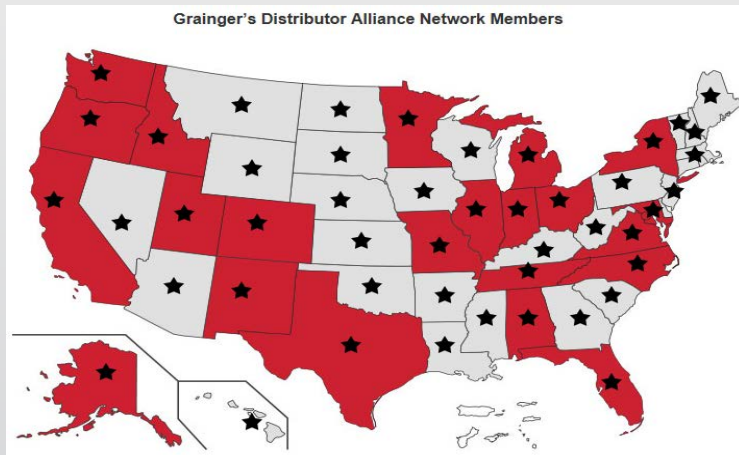
How the Program Works

Understanding Product Flow and Invoicing



Types of Distributor Alliance Partners **GRAINGER** FOR THE ONES WHO GET IT DONE

- Electrical Providers
- Office Supply Distributors
- Janitorial Service Providers
- Contractors
- Hardware Stores



Vetting a Diverse Business

Considerations	State / Local	Single Site Federal	Federal (national)	Corporate (national)
Location / geographic advantage				
Business Leader (Applicant) has owned company for 5+ years				
Current # Employees				
Annual revenue				
Appropriate 3 rd party certifications per customer requirements				
IT/eCommerce Functionality and sufficient Scalability				
Sales force				
Complementary, non-competing products and low catalog overlap				
Value added service including identified customer service support				
Distribution experience				
Holds own contracts with government (schedule or BPA) or corporate entities				
Customer or segment expertise				
Confidential No competitive or conflicting supplier contracts				



Q & A