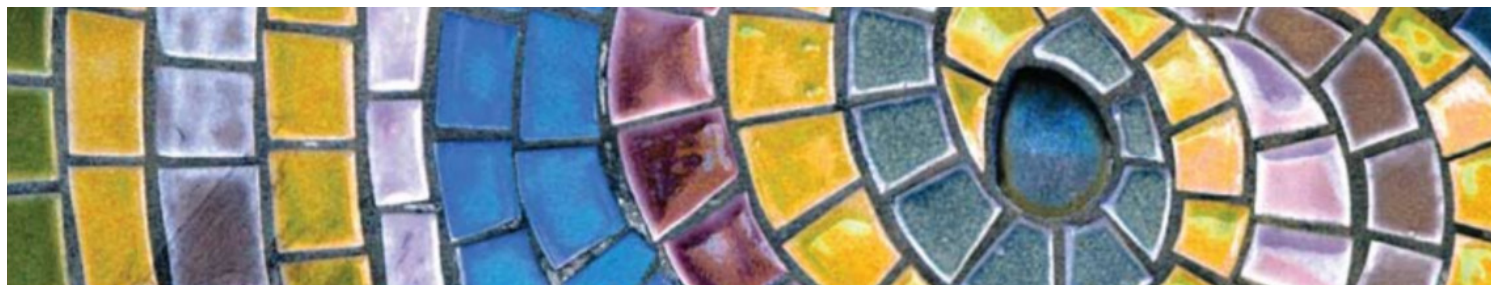


Office of Business and Financial Services



Procurement Diversity Quarterly Connection

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Director's Note

Greetings,

Spring is here, we welcome the change in warmer weather.

As you prepare for some of the activities that occur in spring, such as graduation ceremonies, professional development and department retreats, or even a spring cleaning project, I encourage you to reach out to a certified BEP firm to meet your needs.

There are hundreds of firms looking to do business with you, from IT consulting to promotional items.

As always, we are happy to help. Please contact our department if you need any assistance.

Kind Regards

- Sharla

Contact Us



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It's a Win-Win for Firms at the Diverse Partnership Event



Pictured (L-R): Shauna Clayborn, Dale Morrison, Sharla Roberts (UofI), Megan Mercer and Todd Raeder (E&I), Debra Matlock (UIC)

Snow and sleet couldn't keep this crowd from attending the inaugural U of I and E&I Cooperative Services Diversity Partnership Event at UIC on February 12.

This special event was hosted by the Office of Procurement Diversity and the Educational and Institutional (E&I) Cooperative which establishes contracts for universities nationwide. More than 100 small minority, women, persons with disabilities, and veteran-owned firms attended and were able to meet with E&I and [Illinois Public Higher Education Cooperative \(IPHEC\)](#) firms.

IPHEC adopted several E&I contracts that can be leveraged by the 13 public state universities. Some would call the event a win-win for all parties attending: diverse firms can potentially participate on E&I/IPHEC contracts and increase their business growth while simultaneously helping the firms meet diversity

goals, which in turn helps the university meet its goal of 20% spend with diverse firms.

Megan Mercer, E&I's Member Relations Executive, was thrilled to be a part of such a grand opportunity. "It's an honor to be a part of this event and work with the university and its contracted firms," she stated. "I'm so excited to see so many BEP firms that were able attend. Without these types of interactions, it would be very difficult to make connections."

Hundreds of diverse business owners travel to diversity business fairs across the state in hopes of connecting with the right firm at the right time. "You never know who you will meet, or what connections you will make for yourself or help someone else make," said Antwuan Neely, owner of Sierra Glass Company.

[Continued on Page 4](#)

In the Spotlight: Hilton Publishing Company & Plumthree



Hilton Publishing Company (HPC) is BEP/MBE certified and has been selected as a supplier for books and other published materials based on their expertise and capacity to provide quality customer

service and fast turn-around while driving down costs. Details on current contracts awarded -- #IPHEC 174ALC - New & Used Textbooks Contract Award and #IPHEC 1654 - Library Materials -- can be found on the [IPHEC website](#).

Every department within the university that buys books, course materials, magazines, or other related published products can use HPC's services. From professors to procurement offices, bookstores, student centers, and libraries, HPC can be your single source for buying all the publications your organization needs throughout the year—and they typically save customers up to 10%.

Requests for pricing can be sent to orders@hiltonpub.com or (219) 922-4868. Once HPC receives your request, they research and negotiate on your behalf to find you the lowest price and speediest delivery possible.

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PlumThree is a BEP/FBE full-service marketing communication team that mindfully develops your strategy, message, and design needs.

Jen Lofgren Bowe, U of I alum, and her partner, Laura Swalec, formed PlumThree 14 years ago after working together in a Chicago area marketing firm. What makes PlumThree unique is both Bowe and Swalec advanced from careers in corporate communications as opposed to traditional agency work. They bring to the table a collective knowledge and experience in balancing the realities of deadlines, budgets and timing. Defining their level of client service around those core ideals has set them apart in their industry.

Doing business with the U of I System:

PlumThree knows we are not just communicating about a project – whether a brochure or a website – we are communicating ideas, visions, values, and goals. We are communicating the U of I System.

[Continue on Page 3](#)

Delicious Boxed Lunches, Amazing Meals Catered at Your Next Event!



amazingEDIBLES

Amazing Edibles in Chicago is a BEP- MBE/FBE owned company with more than 25 years experience in the business. Andrea Herrera, founder and owner, brings clients a wide array of custom options ranging from plated buffet service to station service, with gluten free, vegan, vegetarian, and Kosher-style options.

Andrea and her staff of 20 serve UIC departments such as Nursing, Pharmacy, the College of Medicine, and many other clients across Chicagoland. Visit the [website](#) to place your next order for a meal to remember!

Four Courses Catering in Urbana-Champaign is a BEP/MBE owned firm that knows a thing or two about quality food and quality service. Owner Mike Harden has been in business since 2013. Starting in catering, and expanding to a restaurant and food truck, Mike is well-known in the Urbana-Champaign and campus community.

If you are tired of those plain ol' sandwiches and boring meals, place your next order from the [website](#) using your university T-Card or submit a PO.

Both Amazing Edibles and Four Courses Catering are in the Banner and iBuy systems, licensed and ready to go!



fourcourses
CATERING

HPC (Continued from Page 2)

HPC has responded to a changing educational landscape by growing the book distribution, uncovering savings within book procurement, lowering and standardizing pricing, and offering new value-add services, such as association and library management. Collectively, HPC's three core services – Enterprise Savings Solutions™ – support the same goals for education, exclusivity, quality, and savings as the institutions we serve. HPC helps you become more efficient and cut costs from book purchases, so that you can dedicate yourselves to enhancing learning, discovery, and the lives of students in Illinois.

Founded in 1996 by Hilton Hudson, MD, Hilton Publishing Company (HPC) began as a firm dedicated to providing health education resources to marginalized populations. The mission was to share knowledge, inspire action, foster pride, and propel good health in communities where people lacked access or power.

The company evolved from publishing to also include distribution and management services for other publishers. Today, HPC is the leading minority business enterprise (MBE) publisher and distributor of books, magazines, patient education, professional education and other published content for businesses, schools and healthcare systems across the U.S. HPC's ability to leverage the large volume of spend of all its customers in order to drive down prices on print and digital content consistently saves customer organizations 8-10%. HPC is focused on making the book-buying process easier, less costly and more efficient. Headquartered in Chicago, HPC is the only minority-owned publisher/distributor of its kind.

Parkland Health System, has used HPC as its preferred vendor to buy all the books, patient education, magazines, clinical manuals, and other content for over 10 years, and has realized savings of 10%.

"Hilton Publishing Co. (HPC) has worked with us for over 10 years servicing our system with books and other media. HPC is a one-stop shop sourcing and procurement partner. They work as true partners and always obtain competitive prices, which has helped us to bring down our annual spending by 9-10% overall. HPC has excellent customer service, product and service selection, and an un-matched focus on delivery on-time. Their business model and standardization of media purchasing has decreased the cost of business, the cost of product, and has greater efficiencies."

- Director of Supplier Diversity & Ethical Sourcing,
Parkland Health System

The story of how Hilton Publishing began is inspirational in itself and demonstrates the importance of growing and changing. It began after founder, Dr. Hudson, wrote a book entitled, "The Heart of the Matter," a guide to heart health for the minority community. Faced with difficulties publishing through traditional channels, he decided to publish and distribute it himself. Knowing that there was an enormous need for such information, he propelled the book into the communities and fields where it could do the most good.

"The Heart of the Matter," HPC's first book, went on to become a hugely successful title used in schools and hospitals nation-wide. In addition, it was used as the patient education component distributed with leading heart medications, teaching and helping people live a healthier life. From there, HPC grew to produce and distribute a wide array of titles, including textbooks, course materials, study aids, and other published resources for institutions such as University of Illinois.

Plumthree (Continued from Page 2)

In their many years serving the College of Business, Jen and Laura learned the value in listening. Plumthree wants to understand your goals and vision for your department and project. We listen to plans for growth, future direction and outcomes. We take these learnings and translate them to successful creative campaigns, expressing not only the university brand, but presenting departments in the best light to prospective students, faculty, corporate and organizational partners, and alumni. For a quick peek at their work, check out a few samples from the [Executive MBA Program](#).

We've also learned our flexibility is an asset! Most days we are a nimble team of two, able to reshuffle our work load to accommodate last minute changes or new project initiatives. Working with people of differing backgrounds and changing internal dynamics can change the project scope; mastering the ability to seamlessly adapt to a fluid nature and urgency of requests has brought us much success

We hope to continue working with the university in various capacities. You can also visit our [website](#) for more!

Contact Laura Swalec at (630) 434-0033 or laura@plumthree.com & Jennifer Bowe at jen@plumthree.com.

Win-Win (Continued from Page 1)

As a certified Business Enterprise Program (BEP) company, Neely has been going to these types of events for the past few years. “I knew a specific E&I firm was going to be here today, so I made sure to make the drive from Champaign,” said Neely. “I would have made the drive if they weren’t here because you never know who you might meet.”

The event was of real value to those that attended. Many of the E&I firms explained it was their first time attending this type of event.

Regina Martino from Tremco Roofing & Building Maintenance said she was pleasantly surprised by the outcome. “I wasn’t sure what to expect. I knew that we had some opportunities to



partner with a BEP vendor in our specific categories, but I realized after talking with other types of vendors that we didn’t have to limit ourselves to these categories. I talked to all types of vendors to learn more about what they did and if there was a possible fit, such as a marketing vendor. What firm doesn’t use marketing?” Martino ended.



The Office of Procurement Diversity is committed to providing the diverse business community with the tools necessary to achieve our shared goals.

Upcoming Events



» April 17-18, 2019

52nd Annual Chicago Business Opportunity Fair (CBOF 52): The first and largest local procurement conference connecting minority-owned business suppliers with corporate and government buyers.

» May 29, 2019

Office of Procurement Diversity’s Annual Professional Services Diversity Symposium: A platform for diverse professional services firms and select suppliers to present their capabilities to key internal staff.

Tools You Can Use



» Vendors

Register your business on these four State of Illinois Bulletins to learn about upcoming opportunities, download solicitations, and receive email notifications for all new solicitations, addendums, and award notices:

- [CPO for Illinois Procurement Bulletin](#)
- [CPO for General Services](#)
- [CPO For Capital Development Board](#)
- [CPO for Illinois Department of Transportation](#)