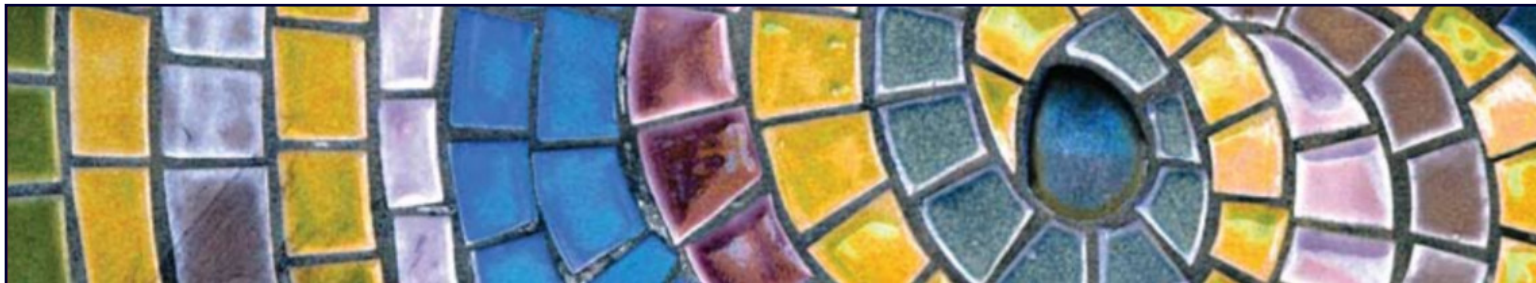


Office of Business and Financial Services



Procurement Diversity Quarterly Connection

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Director's Note

Greetings,
The arrival of fall and the start of classes brings about a feeling of new beginnings. As you prepare for back-to-school and the start of new projects, we look forward to working with you to achieve your goals.

One of our goals is to highlight diverse firms. During the Professional Services Diversity Symposium in May, many certified Business Enterprise Program (BEP) firms presented their capabilities, and some of those partners are highlighted in this newsletter.

I encourage you to reach out to a BEP firm to meet your needs. There are hundreds of firms looking to do business with you, offering everything 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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Keynote speaker Anika D. Porter (at podium) had participants dancing during her high-energy address to kick off the 2019 Professional Services Diversity Symposium.

Professional Services Diversity Symposium Provides Forum To Build Relationships, Celebrate Success

Introduced to the unmistakable, adrenaline pumping trumpet from the song "Gonna Fly Now" - better known as the theme from "Rocky" - keynote speaker Anika D. Porter burst on stage at the Isadore and Sadie Dorin Forum at the University of Illinois at Chicago to kick off 2019 Professional Services Diversity Symposium.

The energy and enthusiasm of Porter, the owner and CEO of St. Louis-based companies Lifespirations and Fitness with Anika, set tone for a day full of growth, learning, opportunity, and partnership for the scores of employees and diverse vendors in attendance. But it was her thought-provoking message, to "be intentional about *not* doing business" that drove home the unique opportunity to do more than buy or sell services, but rather to use the forum to connect and build long-lasting, meaningful, and mutually beneficial relationships.

For the University of Illinois System, the symposium is an instrumental part of its strategy to reach diversity goals that help the institution continue to be a driving force for the economy in the State of Illinois.

"This event reflects the University of Illinois System's commitment to business diversity," said Michael Bass, senior Associate Vice President/Deputy Comptroller for the U of I System. "The participation by university staff and leadership is vital to obtaining our common objectives of creating valued partnerships with underrepresented businesses that help the University of Illinois System excel in its teaching, research, public service and economic development initiatives,"

Following opening remarks from Bass, and energized by Porter, who ignited a dance

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In the Spotlight

Next Generation Technology

Connect with the NG Tech team at the [2019 UIUC Diverse Business Opportunity Fair](#) (August 28), and the Eastern Illinois Diverse Vendor Fair (Sept. 17-18).

Next Generation Technology, Inc.

connects clients, products, and talent to address IT challenges. Since 2000, NG Tech has provided over 1,000,000 manhours of contractor and permanent IT talent to schools, universities, local/state/federal agencies as well as small businesses and large corporations.



University of Illinois staff can utilize Next Generation Technology under the KRS102 contract, [categories 2, 3, 4, 6, 7, 8, and 9](#).

Namita Deo Ph.D., the owner of NG Tech, a woman-owned (certified by the Women's Business Enterprise National Council) proudly reports she "started the company to find IT consultants for her network of friends and associates." Within months, satisfied clients spread the word about the quality of NG Tech placements. Today Dr. Deo reports "Now, the Schaumburg-based company has an office in New Jersey, a tech recruiting center in Hyderabad, India and consultants working in companies in North America, South America and Europe."

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Advertising to the Power of Three

Media Link has teamed up with **Rocket Productions** and **Lemmonsmade** to offer you a comprehensive range of powerful communication services through the University of Illinois System contract 1SLE1703.

Media Link, a BEP/FBE/WOSB-certified, full-service advertising agency, has developed its own media buying software and has been offering traditional media placement, social media, and digital advertising services since 2001.



ROCKET PRODUCTIONS CHICAGO

Rocket Productions, a BEP/MBE/HUBZone-certified, full-service video production facility and creative house has received six Chicago Emmy awards with its breathtaking creative approaches throughout 17 years of operations.

Lemmonsmade, a BEP/MBE/SD-VOSB-certified, full-service design agency, has been committed to creating innovative graphic design and IT solutions since 2010.



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U of I System's Discovery Partners Institute Brings Promising Opportunities

Editors Note: This article was originally published to the University of Illinois System Newsroom on July 25, 2019 by the Office for University Relations at news.uillinois.edu.

The University of Illinois Board of Trustees today gave its unanimous support to the **Discovery Partners Institute (DPI)**, the groundbreaking new research and education enterprise led by the University of Illinois System. DPI will boost the state's economy by addressing real-world challenges, promoting entrepreneurship, growing next-generation businesses and delivering top talent to Chicago.

The first collaborative interdisciplinary research center to span the U of I System's three universities in Urbana-Champaign, Chicago and Springfield, DPI will connect thousands of students and hundreds of top researchers who will work with industry and government to foster the kind of innovation that creates new technology, products and businesses, and that drives progress and prosperity for all. The research institute also seeks to retain talent and recruit top minds to Illinois, growing the state's workforce in critical areas.



"Now more than ever, the state of Illinois needs to cultivate an ecosystem that fosters innovation and breakthrough discoveries to create the new businesses and jobs of tomorrow, and Discovery Partners Institute, together with our best-in-class universities and collaborative partners, will be the unifying catalyst," President Tim Killeen said.

The board resolution, including a proposal seeking formal institute status for DPI, will go to the Illinois Board of Higher Education for review and approval.

The board "supports DPI in its alignment with the U of I System's Strategic Framework, which emphasizes a world-class education for students that includes experiential learning; research and scholarship with global impact; a healthy future for the state of Illinois; and the promotion of a pre-eminent destination for the best students and scholars," the resolution states in part.

[Continue on Page 6](#)

Picture This: 2019 Professional Services Business Symposium



Upcoming Events



» August 28

Diverse Business Opportunity Fair at Urbana-Champaign: Great opportunity for diverse firms to meet UIUC department buyers and learn about local resources. More info: <https://go.uillinois.edu/2019diversebusinessfairuofi>.

» August 29

St. Louis Business Diversity Connect

» September 17

Eastern Illinois University Diverse Vendor Fair

» November 4

Construction Summit at UIC

Tools You Can Use



» Tips for Business Owners

- Create a business plan, capability statement and pitch
- Be savvy about funding and accessing capital
- Create a website
- Register with the State of Illinois
- Certify with the Business Enterprise Program (BEP)
- Stay up-to-date on opportunities at the university
- Reach out to other state entities for resources and assistance
- Develop relationships and learn about supplier diversity

NG Tech (Continued from Page 2)

Next Generation Technology has provided contract talent to provide Mac Endpoint Management & Desktop Support for 850 U of I users, and under another contract NG Tech provided the talent for Payables and Vendor Management. Currently, NG is putting together a team to migrate a purchasing portal.

Namita shared the company is under new management who are refocusing on the core competencies including providing contractors to:

- mine, analyze and report data
- model, migrate and manage legacy infrastructures
- design, develop and distribute web content
- train, teach, and tackle software installations and implementation
- manage projects, programs and IT centers

Dr. Deo is quick to add “We believe our personal, detailed, flexible approach has helped us to grow to the company we are today; no assignment is too small or too large.” She continued, “We work hard through our talented group of account managers and recruiters to find the best fit for every requirement. We not only make certain a candidate’s skills meet the job requirements, we also work hard to understand the client’s culture and personal values are a good fit.”

Recently, a small manufacturer with 70 employees needed to augment their IT staff because of an unexpected employee leave of absence. NG Tech found a contractor with extensive T-SQL, SSRS reporting expertise to fill the talent gap. The contractor was able to run the reporting process for this manufacturer, provide user-help in all areas (telephony, desktop, laptop – software and hardware). By vetting the work culture, understanding the client and the requirements, NG Tech placed a contractor who within 3 months became a full-time employee, expanding the capabilities of the department and providing backlog-relief. Namita was proud to report “The contractor found a good fit for his talent, the hiring manager was able to provide more reporting to production and sales, and the owner saw a greater level of tech use and a lower level of tech stress. Another NG Tech successful placement!”

Next Generation Technology is increasing their visibility by “Making Their Mark” (the theme of the Spring 2019 Diversity Symposium) with the University System and all higher education throughout Illinois. “We want to be engaged in every IT talent search,” she says “But if we are not, hiring managers will achieve the best results if they work with vendors who want to know as much about the office-culture as they need to know about the work requirements.”

For more information, to submit a request-for-talent, or a request for solutions, call 847-454-0900 extension 228, or visit their website at NGTechInc.com.

Media Link (Continued from Page 2)

Media Link was founded by Natalie Linville-Mass who had already gained years of experience working in the Commercial Production, News Media and Sales Media world. Disappointed by restrictions, Natalie realized she could provide her clients with superior services by founding her own advertising agency. Media Link’s initial core values of transparency and a focus on client-centered processes & services are a constant guide for our business.

As a small-business owner, Natalie was finally able to advocate directly for her clients. Although she was still restricted by the available media buying software needed to organize campaigns in the media field. With her strong entrepreneurial spirit and her dedication to her core values Natalie was inspired to develop and launch her own media buying software in 2011. Media Link Software® (MLS) marked the first time an agency had developed its own trademarked software to interrupt the stagnant industry by licensing it to other media buyers across the nation.

This technology is based on a unique media buying process, which embeds transparency, integrity and sustainable relationships with vendors and clients alike. As a neutral agency, we reach out to all vendors in the market without exception to make sure everyone has a fair chance to participate in our process of analysis, negotiation, presentation, placement, negotiation of makegoods for missed or incorrect spots, monthly performance reports, and frequent campaign evaluations. Consequently, clients can choose from a variety of carefully negotiated best-case campaign proposals without any bias.

Vendors reward this fair, yet competitive, approach with better rates and free spots. Combining this framework with Nielsen ratings and Media Link Software® capabilities stretches your advertising dollar as far as possible. In May 2019, our team compared TV campaign proposals negotiated by Media Link with initial TV campaign proposals provided by TV stations. Compared to the initial proposal, Media Link’s negotiated proposals consist of following:

- 101% more spots
- 63% more impressions
- 37% higher reach
- 24% higher frequency

Similar outcomes apply to a variety of advertising services we provide with our creative partners, including, but not limited to, event promotions via Instagram/Facebook, recruitment via Snapchat/Google/Twitter, or general awareness campaigns via outdoor, publications, radio or connected TV streaming services. Instead of charging the usual 15% commission on clients’ media buys, Media Link keeps the 15% agency discount provided by vendors. This means you will frequently receive superior results for no charge whatsoever. No hourly fee, no retainer, no hidden fees –all in the spirit of transparency and our client-centered approach we have cultivated over the past 18 years.

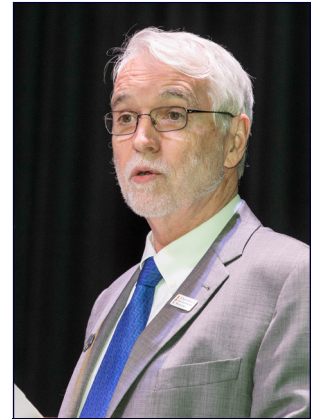
Diversity Symposium (Continued from Page 1)

party as part of her presentation, attendees representing not only the U of I system, but several public institutions of higher education throughout Illinois, broke out rooms with diverse firms presenting in six categories:

- Architecture & Engineering
- Communication & Marketing
- General/Health Services
- Human Resources
- Information Technology
- Investment Management/Assets

More than 26 firms registered to present over the course of five sessions in each room; this intimate setting fostered an environment for relationship building and meaningful dialogue between the presenters and potential clients. In addition, several other diverse vendors were on hand in an expo-style setup throughout the forum.

The symposium also offered a platform for System Leadership, including President Timothy L. Killeen, to celebrate those making a difference in reaching diversity goals. Three individuals - Aaron Carter, Executive Director of IPHEC; Henry Taylor, Executive Director of Miles Square Health Center; and J. Rex Tolliver, UIC Vice Chancellor for Student Affairs - were presented with Champion of Diversity Awards. Architrave, Ltd., a Chicago-based architecture firm, and VIVA USA, Inc., a technology solutions vendor based in Rolling Meadows, Ill., received Diversity Partnership Awards.



President Timothy L. Killeen speaking at the 2019 Professional Services Diversity Symposium.

Thank You, Presenting Firms!

Architecture & Engineering Firms	 KDM Engineering	 Synergy Development, Ltd.	 TERRA Engineering, Ltd.	 INTERRA, Inc.	 IDG Architects
Communication & Marketing	 Accent Marketing, Inc.	 The Nova Collective	 IntraLink Global	 Media Link, Inc.	 Art On The Loose
General/Health Services	 Continental Transportation Solutions, Inc.	 GHC Consulting Services	 Valley Grande Foods & Supplies	 Healthy Substance	 Supply-Chain Services, Inc.
Human Resources	 FARO Associates	 Lifespitations	 Multilingual Connections	 Adelfia, LLC	 The CRS Group
Information Technology	 EX3 Labs	 WalkerHealthcareIT	 Lexicon Networks	 EC-United	 DivIHN Integrations Inc.
Investment Management/Asset Services	 Piedmont Investment Advisors, Inc.	 Hollis Park Partners LP	 Williams Capital Management	 Ramirez Asset Management, Inc.	

Diversity Partners Institute (Continued from Page 2)

DPI Interim Director Bill Sanders said about \$850 million already has been committed for planning, construction and operation of DPI and the associated [Illinois Innovation Network](#) (IIN), a system of connected university-, community-, and industry-based hubs throughout the state. The Illinois fiscal 2020 budget re-appropriated \$500 million for DPI and IIN. The U of I System, its universities in Urbana-Champaign, Chicago and Springfield, as well as Northern Illinois University, have committed about \$245 million in non-state funds, and corporations and foundations have committed nearly \$103 million, according to Sanders. Additional private investments in support of DPI will be announced at a later date, he said.

DPI also recently announced its tenth academic partner, the Illinois Institute of Technology (Illinois Tech), adding to a long list of tech-focused and globally recognized research institutions that will collaborate at DPI. Others are inaugural partners Northwestern University, the University of Chicago and the three U of I System universities; and international partners Tel Aviv University, the Hebrew University of Jerusalem, MS Ramaiah Medical College in India and Cardiff University in Wales. IIN includes a network of 15 hubs across the state, including one in every Illinois city with a public university presence.

DPI currently operates in offices at 200 S. Wacker Drive in Chicago. A permanent facility will be developed on a donated site along the Chicago River, bringing together top faculty in agriculture, healthcare, computing and data, the environment and other critical fields.

2019 DIVERSE BUSINESS OPPORTUNITY FAIR



Wednesday, August 28, 2019

iHotel Conference Center

1900 South First Street
Champaign, IL 61820

**PARTNERSHIPS • ECONOMIC DEVELOPMENT
BUSINESS OPPORTUNITIES**

This highly anticipated event further demonstrates the University of Illinois' commitment to supplier diversity. Come learn how to benefit from the University's \$1.4 billion annual spend.

Register to attend at:

<https://go.uillinois.edu/2019diversebusinessfairuofi>