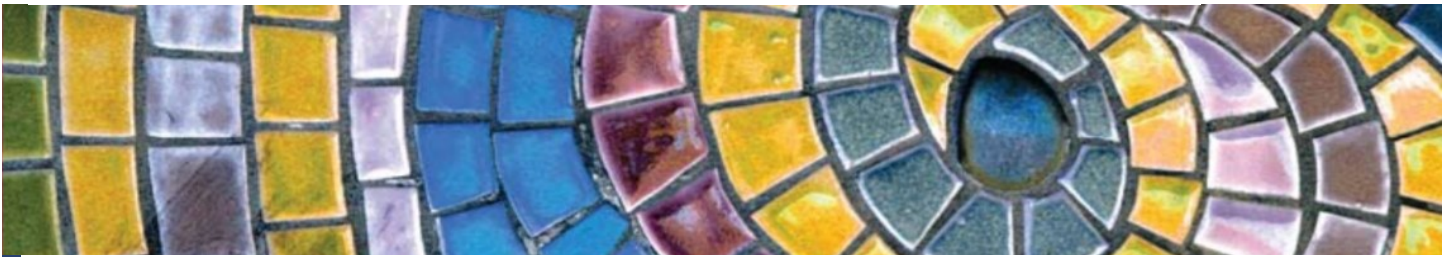




## Office of Business and Financial Services



# Procurement Diversity Quarterly Connection

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### Director's Note

Welcome to the first edition of our quarterly newsletter. The purpose of the newsletter is to provide university staff and the diverse business community with useful information in an engaging format that keeps us connected.

The content will align with our mission and Supplier Diversity Program goals which include:

- Encourage campus departments to work with certified diverse vendors
- Provide business opportunities for community-based diverse businesses
- Exceed State of Illinois goals for expenditures with certified diverse firms

Our dedication to you and achieving the program goals as well as your goals, making connections and establishing relationships is engrained in our blood—it's who we are and what we do.

Let's stay connected and continue working together to ensure we achieve OUR goals.

Kind Regards—Sharla

## UIUC's Inaugural Diverse Business Opportunity Fair Labeled a Success



9:00 a.m. sharp. That's when the first 30-40 attendees started filing through the doors, eager to see what awaited them at the inaugural, 2018 UIUC Diverse Business Opportunity Fair.

Over 200 diverse businesses attended and connected with staff from UIUC campus units, several state universities, and a host of assist agencies and large university contracted vendors. The goal was to match those businesses with departments and agencies to expand business opportunities.

University of Illinois President Tim Killeen stated that the business fair is part of ongoing outreach efforts that seek to foster new connections to lift businesses and ensure that the system's vendor network mirrors the diversity of state and nation.

"This is a wonderful opportunity for us to meet prospective suppliers, and for them to learn more about our wide-ranging needs and how they can join our network of

vendors," Killeen said. "We hope the relationships we cultivate will create successful partnerships that will serve our university and their businesses for years to come."

Champaign County Black Chamber of Commerce President and advocate for black businesses, Will Kyles, was putting his matchmaking skills to work the entire day. He spoke briefly with us about his role in the community and how he considers himself a 'matchmaker' for black businesses. "One of my key roles in this position is to reach out to contractors and vendors in the community and be a resource for them—I like to call myself the matchmaker—from the butcher the baker to the candlestick maker.

[Read more...](#)

## Milestone for African American Businesses

### Governor Signs Executive Order to Ensure Representative Contracting in State Procurement

This past May, African Americans were given greater opportunity to do business with the state of Illinois. **Executive Order 2018-07** is set forth to effectively ensure representative contracting in state procurement by adopting and complying with a number of recommendations given by the African American Fair Contracting Commission. The Fair

Practice in Contracting Task Force “Task Force” created in 2016 will conduct quarterly performance reviews of State Agency performance in contracting with African American owned businesses and continue issuing ongoing annual reports on African American disparity ratios.

### In the Spotlight



Congratulations to our very own Sharla Roberts who received the “**2018 Anders C. Rasmussen, Jr., Award**” at the **51<sup>st</sup> Annual Chicago Business Opportunity Fair (CBOF51)**. Each year, the Chicago Minority Supplier Development (MSDC) Minority Business Enterprise Input Committee (MBEIC) honors outstanding individuals and corporations that, through procurement and advocacy, have kept supplier diversity at the forefront of America’s business scene.



Shout out to SHI International, the largest minority-and woman-owned IT provider in the world. SHI International’s Senior Director of Public Sector Sales, Denise Verdicchio delivered a motivating keynote at this year’s **Professional Services Diversity Symposium**. Denise spoke about how she started working for the company 23 years ago—only 2 days after she graduated college. The small staff of 50 never imagined that they would go from a \$1 million software reseller with a handful of customers to a \$8.5 billion global IT solutions provider with roughly 4000 employees. To learn more about the company and Thai Lee, President and CEO’s model of success, visit [SHI’s website](#).



Welcome our two newest OPD team members, Karen Hardaway and Shauna Clayborn! Karen joined the team last October and is located in Chicago. Shauna joined in April and is located in Urbana-Champaign. They are both looking forward to working with you.

### Tools You Can Use



#### ➔ How to Search for Diverse Vendors Job Aid:

[https://youtu.be/e\\_qQ8xIqinw](https://youtu.be/e_qQ8xIqinw)

#### ➔ Contractor Annual Prequalification System (CAPS)

Contractors interested in competitively bidding on a University of Illinois project must be prequalified **annually** in the Contractor Annual Prequalification System (CAPS). If you need to register, use the [Vendor Registration](#) link.

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### EVENTS

#### November 1, 2018 - OPD Construction Summit

What diverse vendors and suppliers need to know about working with the University of Illinois’ Capital Construction and Facility Service Projects. Vendors will have the opportunity to meet key personnel, project managers and other decision makers. Stay tuned!