Welcome to IDOA DSD 2022 Business Conference Virtual Series

From Vision to Action

Today's Webinar:

Doing Business With SEIs – Part 2

June 30, 2022 | 10:00 - 11:30 a.m.



We want to hear from you! Use this QR code to leave your feedback



Welcome to IDOA DSD 2022 Business Conference Virtual Series

Things to keep in mind before we begin:

1. Please keep your microphones on mute unless you are a speaking presenter.

2. Feel free to use the chat functions for all questions or comments during this session to remain engaged.

3.This is a recorded session. You are welcome to keep camera on or off during this session.



Welcome to IDOA DSD 2022 Business Conference Virtual Series

DSD Facilitators:

- Kesha Rich, Deputy Commissioner, Division of Supplier Diversity
- Graham Melendez, Director of Business Development and Outreach, Division of Supplier Diversity



Doing Business With SEIs – Part 2 Today's Panelists

- Richard Wise Director of Supplier Diversity, Indiana University
- Dillon Garver Procurement Director, Indiana State University
- Marcus Bickle Executive Director of Strategic Sourcing, Ivy Tech Community College
- Michael Morrison Director of Procurement and Supplier Diversity Manager,

Vincennes University



Office of Procurement Services Diversity Procurement

Richard Wise, Director of Supplier Diversity Tally Thrasher, Executive Director, Purchasing Services



Supplier Diversity

Why is Supplier Diversity Important?

- IU is a major economic driver for the State of Indiana
- IU spends enormous amts of funds on products, goods, services
- Staff, students, faculty are diverse in race, gender, ethnicity, thoughts, ideas, etc.
- IU serves a diverse population throughout Indiana
- The diverse business community serves Indiana with jobs, taxes, products, goods and services that contribute to the economy
- Diverse businesses are historically underutilized!!
- Doing business with the diverse business community is good business for IU and Indiana
- It expands the competitive sourcing pool of suppliers and helps drive down costs
- Increases competition, promotes diversity of thought, ideas, and encourages innovative/alternative business practices and outcomes



Photo Credit



INDIANA UNIVERSITY



Employing an In-reach Strategy



Supplier Diversity Communication & Marketing Campaign



Raises Awareness Enthusiasm for Indiana University Supplier Diversity Commitment



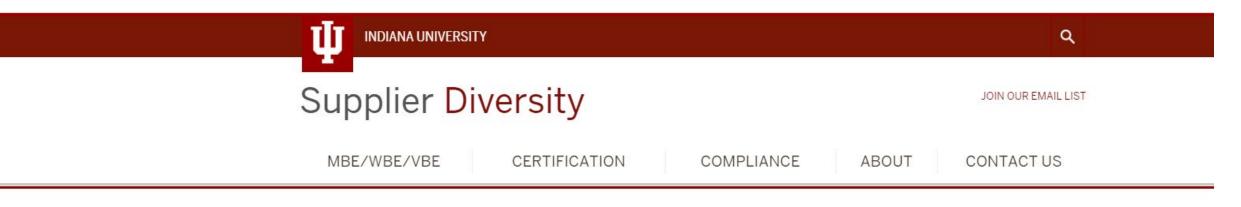
Engage Supplier Diversity Leaders & Champions

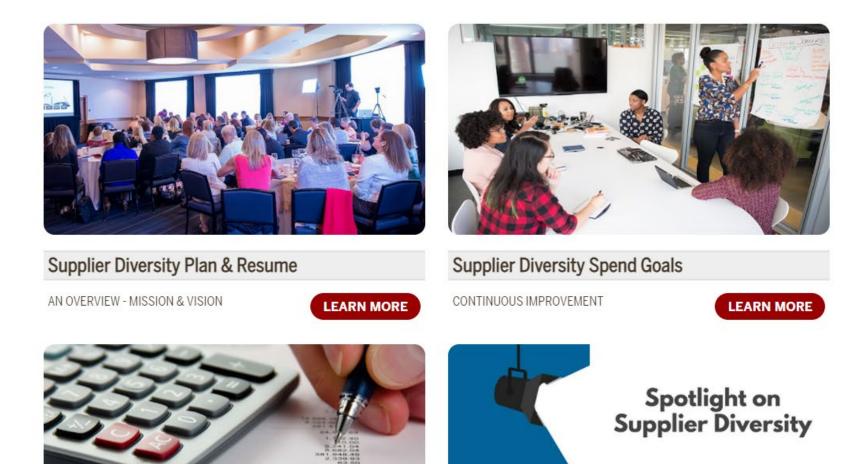


To Connect with more diverse suppliers



Resource for Spend Opportunities





Purchasing Services

Commitment to supplier diversity

Fiscal Year 22 initiatives:

- Two Strategic Sourcing and Diversity Managers
 - Focused on proactive sourcing
 - Resource to category managers
 - Works closely with Supplier Diversity team



Photo Credit

Commitment to supplier diversity

Fiscal Year 22 initiatives:

- Situations that require sourcing or bids include diverse suppliers when they exist in that category.
 - 90% of sourcing events had diverse supplier invitations
 - 1/3 of events awarded to diverse suppliers
 - 17% of supplier database is diverse





Current IDOA Standings

IU Diversity Procurement

(Room for improvement*)

	State of	of Indiana	a Goals	FY22 Q2 IU IDOA %					
	MBE	WBE	IVOSB	MBE	WBE	IVOSB			
Commodity / Supplies	8%	13%	3%	4.66%	20.21%	1.34%			
Construction	7%	5%	3%	1.29%	10.31%	7.98%			
Professional Services	8%	11%	3%	1.38%	1.27%	2.97%			
Weighted Average	8%	10%	3%	2.44%	10.60%	4.10%			



Photo Credit

How can fiscal leaders help?

Commitment to supplier diversity

Departments have flexibility to choose supplier under the sourcing threshold – approx. \$25M

- Encourage staff and faculty to utilize diverse suppliers
 - Professional Services consultants, marketing, etc
 - Enforce purchasing policies: FIN-PURCH-02: University Procurement Contracts
 - Invite us to faculty/staff meetings
 - Request a departmental spend analysis



Photo Credit



How do I find a diverse supplier?

Catalog Suppliers

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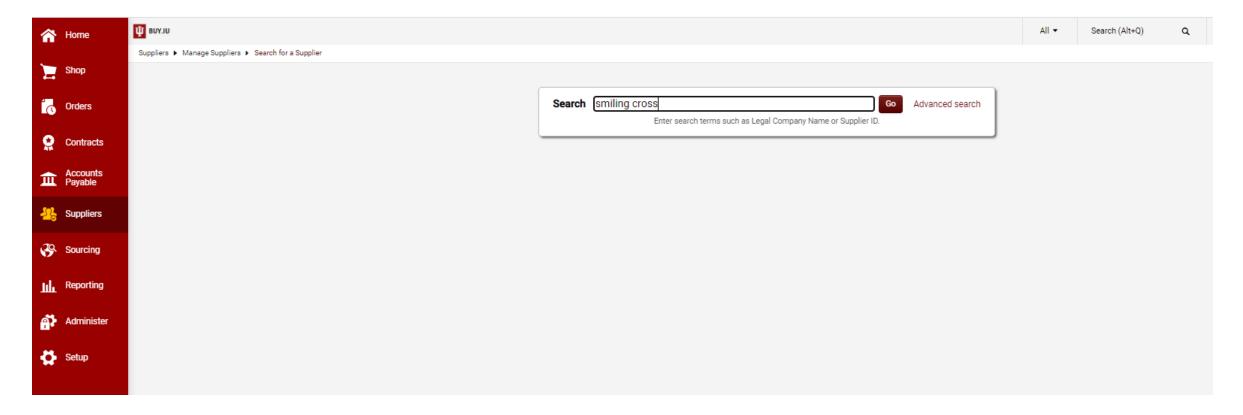
INDIANA UNIVERSITY

Maintenance, Repairs, or Operations Showcase								
Frequently Used Catalogs								
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Maintenance, Repairs, or Operations					~			
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Photo Credit

Non-catalog suppliers





Non-catalog suppliers

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🔂 Orders 👆	Search Details	Results Per Page 200 V	Sort by: Best Match 🗸		Page 1 of 1 legend ?
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Accounts Payable	Search Terms smiling cross [Remove All] Network	Registration Type: Profile 1 - Full - US	DUNS Number: 143911332 Diversity Classifications: <u>MBE, WBE, IN-MBE, IN-WBE</u>	Last Updated: 1/10/2022 9:11 AM	
🤽 Suppliers	Save New Search	Contract Party Types: Supplier			
Sourcing	Refine Supplier Search ? Profile Last Updated By Supplier				
LI Reporting	Last Invitation Date				
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I cannot find what I am looking for....

Diversity Supplier Search

 <u>https://purchasing.iu.edu/diversity-</u> search/index.shtml





Request help via support form

- Always start with the Purchasing, AP, P-Card, and SDM Support Form to request support. You can request for:
 - A single order or project
 - Departmental spend analysis
 - Requests are responded to within 2 business days.

	or additional support.
✓ Your Email Address	
Email Address (* required)	Confirm Email Address (* required)
Audience	
I currently work with Indiana University Select your affiliation with IU from the	
in a department	
I need help with (* required)	
Suppliers	
Choose a topic: (* required)	
Choose a topic: (* required) Help locating a diverse supplier	

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What's next?

What's in the works?

- Review and revamp of web resources and supplier communications.
- Promotion of suppliers on shopping dashboards in BUY.IU
- Engaging departments to strengthen diverse spend at IU.
- Future Trainings for Supplier diversity leaders & champions





Resources

- <u>https://hbr.org/2020/08/why-you-need-a-supplier-diversity-program</u>
- <u>https://supplierdiversity.iu.edu/</u>
- <u>https://purchasing.iu.edu/</u>
- <u>https://purchasing.iu.edu/contact/contact.php</u>



Other Resource



For Spotlight on Supplier Diversity, go <u>here</u> See our **Diverse Supplier Search Tool** <u>here</u>

For IU Purchasing Public Bid Postings, go Here

Capital Planning & Facilities – To see Projects advertised for bid, bid results, or awards, go <u>Here</u> Got a purchasing or supplier diversity question? Send your inquiry using the <u>support form</u>





"Why You Need a Supplier Diversity Program"

Harvard Business Review article

Why You Need a Supplier-Diversity Program (hbr.org)



Photo Credit



Doing Business With Indiana State University

Dillon Garver: Procurement Director



Current and Near Future Projects

Project Name	Project A/E	Estimated, Awarded or Final Cost	Requisition Written	Bid Number	Out to Bid	Pre-Bid Date	Pre-Bid Time	Bid Date	Bid Time	Comments or Awarded Date	Completion Date
Parking Lot Repairs 2022	ISU DoFM	\$ 37,500	Y	B0027817	5/5/2022	NA	NA	5/24/2022	2:00pm 2:15pm	Out for Bid	
Career Center Office Renovation	ISU DoFM	\$ 22,500	Y	B0027832	5/9/2022	5/17/2022	2:00pm	5/26/2022	2:00pm 2:15pm	Out to Bid	
Center for Multimedia Services Demolition	ISU DoFM	\$ 37,500	Y	B0027834	5/18/2022	5/25/2022	10:00am	6/7/2022	2:00pm 2:15pm	Finishing Design	
Tunnel Repairs 2022	ARSEE	\$ 262,500	Y	B0027822						Under Design	
Exterior Lighting	R.E. Dimond	\$ 45,000	Y	B0027666						Under Design	
Payroll Office Renovation	ISU DoFM	\$ 37,500	Y	B0027816						Hold per SVP McKee	
Science Building Fire Alarm Replacement	R.E. Dimond	\$ 600,000	N							2022-2023 Project	





PURCHASING & CENTRAL RECEIVING

Notice to Bidders

Capital Projects - Current

For a listing of our current capital projects, please visit our Electronic Planning Room at:

http://www.indstateplanroom.com/

Capital Projects - Future

Capital Projects Future Worksheet



NOTICE TO BIDDERS, CONSTRUCTION

Currently Advertised & Future Projects

Electronic Planning Room - our web site for downloading current construction project specifications, at no charge. Site will also allow the Prime Contractors and Subcontractors to view who has downloaded the specification to better enable Prime and Subcontractor partnering.

Bid Results, Past Advertised Projects

Example of ISU's Master Specifications



- Access Our Electronic Planning Room From Our Web Page
 - Everyone has access and download capabilities of our project's specs and drawings, charge is only \$5.00.
 - Electronic Plan Room shows who has downloaded the plans, so you can work on teaming up.
 - Our web page tells you how to logon to our Electronic Planning Room



Additional Opportunities

MBE/WBE/IVOSB Suppliers

- Landscaping Services
- Demolition Services
- Electrical/HVAC Contractors
- Janitorial/Sanitation Products
- Office Furniture









Contact Information

Purchasing Department

- University Website
 - https://www.indstate.edu/
- Purchasing Website
 - https://www2.indstate.edu/purchasing/
- Buyer Commodity List
 - <u>https://www2.indstate.edu/purchasing/InformationAndDirection/ISUbuyerProductAreas.htm</u>
- Dillon Garver
 - Procurement Director
 - Dillon.Garver@indstate.edu
 - Phone: 1-812-237-3600



ISU – We Hope To Partner With You!









Doing Business with Ivy Tech Community College

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Introduction



Marcus Bickle Executive Director of Strategic Sourcing

50 W. Fall Creek Parkway North Drive Indianapolis, Indiana 46208

> Phone: (317) 921-4521 Email: <u>mbickle3@ivytech.edu</u>

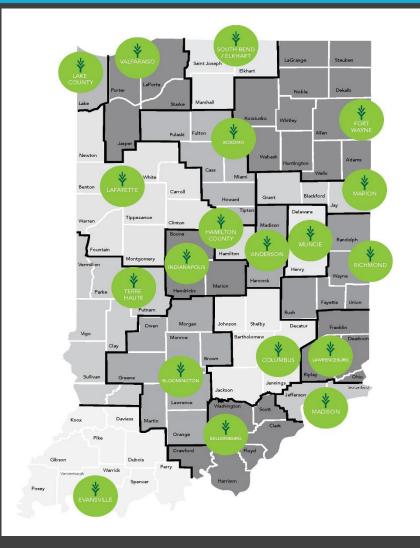


- Founded in 1963
- The largest singly accredited community college system in the United States
- Students served: 148,091 (2020-2021)
- First Generation College Students: 40%
- High School students taking College courses: 70,000+
- 19 Campus sites throughout Indiana
- <u>www.ivytech.edu</u>

Ivy Tech Campus Locations

nderson
lloomington
Columbus
vansville
ort Wayne
lamilton County
ndianapolis
(okomo
afayette
ake County

awrenceburg	
/ladison	
larion	
luncie	
ichmond	
ellersburg	
outh Bend	
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alparaiso	





• Ivy Tech has largely a de-centralized or "Center Led" procurement structure

\odot What does this mean?

- Purchasing is not done in one centralized location or central office
- Purchasing decisions are largely made at a "purchasing center", but each purchasing center must follow a central Procurement Policy that governs all purchasers for the College

\odot What does this mean for prospective suppliers?

- Opportunities to supply goods and services at multiple Campus locations throughout the state
- Opportunities to build relationships with the multiple Campus locations (which often share referrals with other Ivy Tech campus sites)
- But, may have different contact persons depending on location and goods / services being supplied

"Purchasing Centers"

• 19 Campus Sites throughout the state

• Business Office / Facilities at each Campus

• Systems Office

- Office of Information Technology (OIT)
- Public Safety & Emergency Planning (PSEP)
- Marketing
- Finance
- Human Resources
- Grants



• Bonfire – eProcurement / RFX platform

https://ivytech.bonfirehub.com/login

- Ivy Tech Facilities page Part of ivytech.edu
 - www.ivytech.edu/facilities

Bonfire Registration and Submission

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Vendor Registration: https://ivytech.bonfirehub.com/login

Registration Tutorial: <u>https://support.gobonfire.com/hc/en-us/articles/203903356-Vendor-Registration-and-Submission-</u>

Ivy Tech Support Contact: Heather Vasquez https://www.heathervasquez2@ivytech.edu.

Online Support: Support@GoBonfire.com

Help forum at https://bonfirehub.zendesk.com/hc



Facilities Bid Board

www.ivytech.edu/facilities

Home	Mylvy IvyLear	rn FAQs Visit a Campu	s Contact Us Transla	te Search G)
		REQUEST FREE INFO	APPLY NOW	REGISTER FOR CLASSES	
PROGRAMS & CLASSES LOCATIONS	ADMISSIONS	TUITION & AID	STUDENT SERVICES	ABOUT IVY TECH	
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PROJECTS BY CAMPUS					
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Select your local campus above for add	itional information and resou	irces.			
SCHEDULE A TOU		REQUEST FREE INFO	APPLY NOW		
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Programs Locations	lvyLearn Virtual Support	Help	o Articles nmon Questions	in f	
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© 2022 Ivy Tech Community College. All rights r	eserved.		COVID-19 Updates	Privacy Policies	

Upcoming Projects (FY2022-2023)

- 19 Projects at 10 Campuses
 - Primarily ranging from \$250,000 \$1,000,000
 - Primarily R&R projects

Upcoming Projects (cont'd)

- Bloomington campus
 - Main Building Roof Replacement
- Evansville campus
 - Snow Removal
 - Boiler Repair
 - Chiller and HVAC Repair
 - Main Building LED Upgrade
- Fort Wayne campus
 - Coliseum Building 1 Roof
 - Tech Center High Bay & Corridor LEDs
- Indianapolis campus
 - C4 Concrete Repairs
 - IFC Masonry Repairs
 - NMC Masonry Repairs
 - NMC LED Conversion

Upcoming Projects (cont'd)

- Lake County campus
 - EC HVAC Ductwork Repairs
- Lawrenceburg campus
 - Riverfront LED Upgrade & Occ. Sensors
 - Batesville ADA Restroom Remodel
- Muncie campus
 - Controls and Electrical Update 3 Elevators
- Richmond
 - Johnson / McDaniel Building Sealant
- Sellersburg
 - Perkins HVAC Replacement
 - Parking Lot LED Upgrade
- Valparaiso
 - Main Building Window Replacement



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50 W. Fall Creek Parkway North Drive Indianapolis, Indiana 46208

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Thank You!



PRESENTATION BY

Michael L. Morrison Director of Procurement and Supplier Diversity Manager

DOING BUSINESS WITH VINCENNES UNIVERSITY



About Vincennes University



Vincennes University was founded in 1801. Our Campus is made up of approximately 98 buildings over the 451 acres in Knox County, Indiana. Vincennes has a population of 16,759 with 36,282 total in Knox County. We have a location in Jasper IN, Dubois County. Our Jasper Campus has 5 total buildings We also have satellite locations across Indiana in Fort Branch, Indianapolis, Plainfield, Lebanon, and nationwide military education sites.



SIGN UP TO BECOME AVENDOR

Construction and R&R projects are handled by our Architectural team. All projects are uploaded to our VU Planroom. They also maintain an internal contact database. Any company can ask to join and you will receive a notice of bidding opportunities. You will see all bids, as it is not sorted by specific trade.

Email: vuarchitect@vinu.edu

VINCENNES UNIVERSITY			University /	Office Of Architectural Services & Facilitie Architect & Director Andrew Young, AIA,LEED A 817 North Second Street Vincennes, IN 4756 812,888,432
room Home lic Jobs ate Jobs rded Jobs Calendar d Us Files pus Map	WELCOME TO O Fast and easy access t	o our projects anytime	e, anyw	
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www.vuplanroom.com

Routine Goods & Services are handled out of the purchasing office. We work hand in hand with the IDOA to match a current need with a diverse supplier. Please obtain your state certification to become eligible. I will issue RFP's or request quotes directly to vendors. Once we select a supplier we will invite you to become a vendor of the University.

Vendor Signup Process



	Office Of Achitectural University Architect & Director Andrew	YOUNG, ALALIED AD	
	817 North Second Dreet 1	612.668.4323	
Register for an account Let's get started Please enter your personal detail Diet you right to in the wrong sheet This can alway mus	is.	<u>.</u>	
		_	
If you already have an account on another plannom	MCO-Evanovitie Blaar network. Lin this network there is no need to re-register, simply po to the login page.		
First name			
Lastname			
Email address			
Company			
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The procurement office will have to invite you to become a vendor to the University.

We use a secure onboarding system called PaymentWorks

VIEW OUR OPEN BIDS LISTING: www.vuplanroom.com

CURRENT AND UPCOMING PROJECTS/ OPPORTUNITIES

Future Projects	Amount
Green Activities Renovation	\$2,000,000 Est
Jasper Admin Renovation Phase 2 – \$450,000	\$450,000
Several small projects from \$25,000 to \$100,000. Most will be posted to <u>www.vuplanroom.com</u>	\$25,000 to \$100,000

Major Current Projects	Amount
Residence Hall IT infrastructure upgrade – work has continued with students out of the dorms. This was awarded to a WBE using a WBE sub.	
Administration Building Renovation – \$4.9 million total with \$628,457 to a VBE	\$4,900,000
Young Building HVAC – \$2 million with \$103,599 to a VBE	\$2,000,000
Technology Building CNC Lab Renovation – \$350,000 with \$118,120 to a VBE	\$350,000
Intramural Field lighting – \$242,111 to a VBE	\$242,111
Autobody Lighting project – \$27,500 to a VBE	\$27,500
Marketing project awarded to a WBE for \$400,000	\$400,000
2-way Radio project upgrade for awarded to VBE – \$83,430	\$83,430
Telephone system upgrade – \$116,000 to a WBE	\$116,000

Opportunities for Diverse Businesses



- Indiana Educational Institutions Zoom Meeting-Next meeting to be held July 13th, 2022. Time: 2:00PM to 3:30 PM EST via Ball State Zoom.
- Business Connection Event-held in Evansville Indiana and hosted by University of Southern Indiana, Ivy Tech, and Vincennes University.
 Future date to be set for Fall 2022 or early Spring 2023.

There are two ways to process University purchases:



Our Websites



Main Website:

https://www.vinu.edu/purchasing

Open Opportunities:

https://www.vinu.edu/competitive-bidding

Supplier Diversity:

https://www.vinu.edu/certified-diverse-suppliers

CONTACT

Michael L. Morrison Director of Procurement and Supplier Diversity Manager

Phone: (812)888-5736 Email: MMorrison@vinu.edu Welcome to IDOA DSD 2022 Business Conference Virtual Series

From Vision to Action

Next Webinar:

Knocking on the Banks' Doors

July 28, 2022 | 10:00 - 11:30 a.m.



We want to hear from you! Use this QR code to leave your feedback

