

# MINORITY BUSINESS BULLETIN

Heightening awareness, improving access, and building business relationships in order to increase *supplier diversity*.

FALL 2007

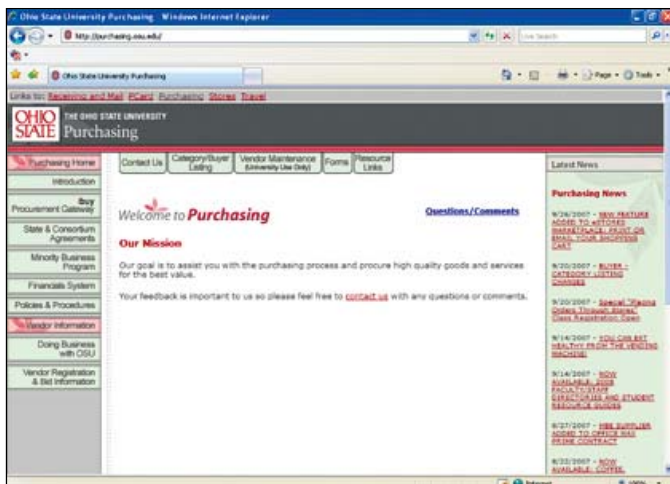
**DO SOMETHING GREAT**



**JOIN OUR TEAM!**

The Purchasing Department is committed to helping all vendors have a mutually beneficial relationship with The Ohio State University. Qualified vendors are invited to compete for the University's business, which consists of a variety of goods and services. Vendors may register through the Purchasing website located under the "Vendor Registration & Bid Information" tab. Please visit <http://purchasing.osu.edu> for the appropriate forms and information.

- 1 Visit the purchasing website at <http://purchasing.osu.edu>. Click on **Vendor Registration & Bid Information**.



- 2 Then click on **Vendor Registration (new members)**.
- 3 Fill out form provided and submit.

## *Outreach & Engagement: Purchasing Department Reaches Out to Local Business Community*

In the past year, the Purchasing department has participated in various events across the state that promote relationships between the public sector and small/local disadvantaged businesses. These events were held by a number of agencies representing diverse businesses, including the Central Ohio Minority Business Associations' "Ask an Expert" and the South Central Ohio Minority Business Councils' "Procurement Café." It is important that not only the Purchasing department, but also the university establish relationships with diverse vendors. "The role of the Purchasing department in attending these events is to be facilitators that help vendors get into contact with a few specific people at The Ohio State University," said Bob Quinn, Assistant Director of Campus Services. "We try to become the face that these businesses can talk to." Considering the size of the university, it can be perceived as difficult for small/local disadvantaged businesses to find meaningful contacts who will facilitate doing business with the university. Making that initial contact with the internal customer to inform them that a small/local disadvantaged business will be calling not only breaks the ice for these businesses, but also makes the internal customer aware of relevant MBEs providing needed products and services.

PHOTO CREDIT: BUSINESS OPERATIONS



ABOVE PHOTO: RHONDA BARBER, MARKETING CONSULTANT TO COMBA; BOB QUINN, ASSISTANT DIRECTOR OF PURCHASING

Providing highly valued information is of great importance to the Purchasing department. It is hoped that these efforts will facilitate the creation of relationships that help us achieve the University's goal of procuring 15% of its goods from state-certified minority vendors. Through new tools, such as the eMarketPlace, Purchasing hopes to refocus and inform its customers of creative ways to incorporate these businesses into their bids and purchases. It is important to keep the internal customer involved and motivated by making them aware of existing opportunities for achieving their procurement goals.

The Purchasing department guides and supports the university's ongoing commitment to fostering business opportunities and diversity among its vendors. By promoting minority business development as a shared responsibility throughout the university, the efforts of the department have resulted in a heightened awareness of minority suppliers within many university departments and a commitment to aiding the success of underrepresented communities in the business world.

PHOTO CREDIT: BUSINESS OPERATIONS



BELOW PHOTO: LARRY PRICE, CONSULTANT; PHIL SHOTWELL, ACTING DIRECTOR, DIVISION OF MINORITY BUSINESS AFFAIRS; FRANK CORRIS, DIRECTOR OF PURCHASING

## Building Relationships with MBE Associations

The Purchasing department has forged several alliances to help the University engage MBE relationships, one of which is its association with the Central Ohio Minority Business Association (COMBA). COMBA coordinates the Columbus Minority Contractors and Business Assistance Program - MCBAP. Funded by the Ohio Department



of Development, the MCBAP is one of nine programs that strive "to provide direct, quality business and contract procurement assistance that contributes to the growth and stability of Ohio's

underutilized businesses with an emphasis on minority and small at risk businesses."

Through the Columbus MCBAP, COMBA assists socially and economically disadvantaged business persons, with the following:

- Securing Contract Opportunities
- Business Start-Up
- Business Expansion
- Loan Packaging
- Bond Packaging
- Business Certification
- Economic Development
- Financial Referrals
- Education & Training.

For more information on potential vendors or to post bidding opportunities, please contact COMBA at (614)252-8005 or email to [mcbap@comba.com](mailto:mcbap@comba.com).



# You can eat healthy from the vending machine!

## Have you seen the food in the vending machine lately?

The university is implementing a healthy choice program for all vending machines across campus, modeled after a successful program in place at Children's Hospital.

A more balanced mix of snacks is being provided along with a "Red, Yellow, Green" coding system to help customers choose snacks that are right for their needs. (Information on Weight Watchers points is also posted.)



healthiest alternatives

Intermediate

higher fat/ calorie snack



PHOTO CREDIT: BUSINESS OPERATIONS

ABOVE PHOTO: PATSY KOUVAS, PRESIDENT, AVI FOODSYSTEMS; PATRICE RANCOUR, PROSPECTIVE HEALTHCARE PROGRAM MANAGER; SUE LEDIN, SENIOR BUYER

"Unhealthy vending options were a frequent complaint of Your Plan for Health participants, and while we don't plan to remove all the temptation, we do hope to reacquaint faculty and staff who have sworn off vended food and educate machine visitors on the nutritional value of their selections," said Patrice Rancour, prospective health care program manager for the university's Wellness Program.

The vending program aims to provide customers choices that are both convenient and affordable. "Many customers use vending machines as a source of meal replacement, so educating people that they can eat healthy from a vending machine is very important," said Patsy Kouvas, President of AVI Foodsystems. "It's about teaching choice and knowing your customers."

**This initiative is made possible through the collaborative efforts of Purchasing, Managed Health Care, Student Affairs, AVI, OSUMC and Children's Hospital**

## AVI Foodsystems, Inc.

2590 Elm Rd. N.E.  
Warren, Ohio 44483  
(330) 372-0409  
Fax: (330) 372-1169  
<http://www.avifoodsystems.com>

AVI Foodsystems, Inc., a women-owned Ohio based business, provides a complete range of food service programs. Founded in 1960, AVI has become the largest independently owned and operated food service company in the United States. AVI has been OSU's prime vending contractor since 1998, providing snacks and supporting various academic endeavors. Every year AVI sponsors scholarships that send two students to school. In addition to these scholarships, AVI also donates money to the university's recycling program and Student Affairs to aid in funding numerous initiatives.

# Meet Our Newest Supplier!

## Premier Office Solutions

- A Full Service Office Supply Dealer
- Customer Service Driven
- MBE Component to Office Max Prime Contract  
(all items available from Office Max are also available thru Premier)



premier office solutions



Minority Business Component

### TO ORDER:

Orders can be placed to Premier via Purchase Order.

-- OR --

Areas currently participating in the eProcurement pilot program will be able to order online via eStores beginning in September.

### CONTACT INFO:

Premier Office Solutions  
1834 South Miles Rd.  
Cleveland, OH 44128  
P: (216) 823-2777  
F: (216) 823-7168  
[bigalmac@hotmail.com](mailto:bigalmac@hotmail.com)

Are you a department within Business and Finance that is looking for MBE suppliers in a particular commodity? Are you a minority-owned company interested in doing business with Ohio State? Contact Mr. Larry Price, consultant to Business and Finance, at 228-6332.

### Campus Mail

#### » ABOUT THE BULLETIN «

The **MINORITY BUSINESS BULLETIN** is a quarterly publication of the Office of Business and Finance at The Ohio State University. Its purpose is to heighten awareness, improve access, and help build business relationships with the minority business community. To be added to the mailing list or if you have an idea for content, please send an email to: [krabill.4@osu.edu](mailto:krabill.4@osu.edu)



**DO SOMETHING GREAT**  
[www.osu.edu](http://www.osu.edu)