

MINORITY BUSINESS BULLETIN

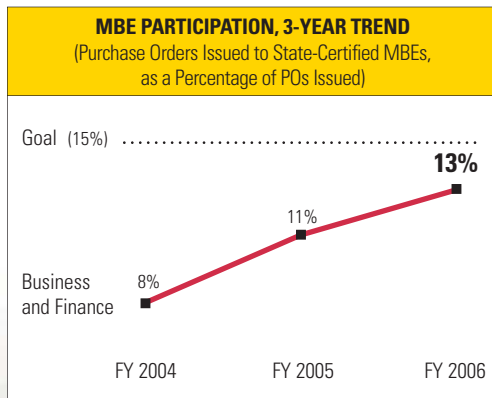
Heightening awareness, improving access, and building business relationships in order to increase **supplier diversity**.

SEPTEMBER 2006

Continuous Improvement! Business and Finance Climbs Toward Goal

The staff within Business and Finance continue to make steady, marked progress toward the 15% MBE participation goal. As of the end of FY 2006, the minority purchasing percentage within Business and Finance has grown from 8% to 13%.

When compared to our baseline year of FY 2004, this represents a cumulative increase in purchase orders issued to state-certified MBEs of more than \$3.2 million. These improvements are the result of the commitment and work of individuals throughout the organization. Our goal for FY 2007 is 15%.



FISCAL YEAR 2004 PURCHASE ORDERS ISSUED TO STATE CERTIFIED MBEs	FISCAL YEAR 2005 PURCHASE ORDERS ISSUED TO STATE CERTIFIED MBEs	FISCAL YEAR 2006 PURCHASE ORDERS ISSUED TO STATE CERTIFIED MBEs
\$2.7 million (8%)	\$3.9 million (11%)	\$4.7 million (13%)

Ohio State Supports Annual Ohio Business Opportunity Fair

Over the summer, staff from the Purchasing Department, OSURE, OSU Medical Center, and the Minority Purchasing Council attended the annual Ohio Business Opportunity Fair at the Columbus Convention Center. The event is designed to open the lines of communication between organizations and minority businesses in order to begin to create lasting business relationships.



The following is an excerpt of the welcome letter from the event co-chairpersons, Paula S. Carter, Honda North America and LeRoy A. Pepion, The Blackfoot Company.

“Our theme, Embracing Diversity in an Evolving Business World, is about working with one another, developing relationships between minority business enterprises and [organizations] that reflects the demographic diversity of the marketplace.

Driving...success in today's competitive environment requires leveraging diversity of thought, experience, education and innovation.”



Architect & Engineering Services

In July, representatives from Facilities Operations and Development, Student Affairs, OSU Medical Center, and Business Operations arranged a town hall style meeting with minority-owned Architect and Engineering firms. Speaking to the group in the upper-right, is University Architect, Bernie Costantino. More information is on page 3.

Annual Workshops on Minority Business Development

Earlier in the year, Business and Finance conducted its second annual workshops on minority business development at the Blackwell. Nearly 200 staff from throughout Business and Finance attended the sessions—individuals that either make or influence buying decisions. The theme of the 2006 workshops

was “*Finding and Using MBEs: Continuing our Commitment.*” Highlights of the agenda included presentations by our consultant Mr. Larry Price and Ms. Cathy Mock, President of the South Central Ohio Minority Business Council, as well as break-out discussions on areas where the organization is experiencing successes and challenges.

The following is an excerpt from Sr. Vice President Bill Shkurti’s welcome message, which helped set the tone for the workshops:

“There are many reasons for Business and Finance to continue its commitment to this program: the state requires it, our minority and small business owners desire it, and most of all, it’s the right thing to do. Ohio State’s long history as a land grant institution requires all of us to be good stewards of the University’s resources and to be value added to the citizens of Ohio. Being a key player in the development and growth of small and minority businesses in the State of Ohio is a win/win situation for all of us. It creates jobs right here in our community, builds support for the university in our community and gives us a wider variety of vendors to choose from.”



PHOTO CREDIT: UNIVERSITY RELATIONS

How Participants Evaluated the Workshops...

The percentage of participants who agreed that the sessions helped them...	
... better understand the importance of purchasing goods and services from small and minority suppliers.	97%
... understand the reasons why Business and Finance is committed to small and minority business development.	97%
... learn about tools and resources for finding MBEs.	98%
... understand that the buying decisions they make or influence impact the organization’s success.	96%

Thank you to all who participated for sharing your time, insights, and experiences.

Supplier Profile

DRAINS N PIPES

COMMODITY: Plumbing: Installation, Repair and Maintenance of Plumbing

Address: 1015 E. Livingston Avenue, Columbus, OH 43205

Phone: (614) 253-5858, Fax: (614) 253-5353

Email: drainsnpipes@sbcglobal.net

*State of Ohio Certified MBE

Services Offered (From State of Ohio MBE Web Site)

Plumbing Contractor for Commercial, Industrial and Residential Customers Licensed Plumber Specializing in Repair and Remodeling: Drains Services, Bathrooms, Kitchen and Basements, All Clogged Drains, Toilets, Tubs and Sinks, Sewer Repairs and Cleaning, Sump Pumps and Downspout Lines, Plumbing Services: Interior and Exterior Plumbing, All Drips and Leaks, Fix and Repair Water Heaters, Fix and Repair Garbage Disposals, Fix and Replace Faucets, New Installation and Remodeling Baths and Kitchens

"I met Eddie Garrard at a minority business luncheon we had a couple of years ago. We have used him on various repair projects since then. In fact he now handles all of our plumbing needs in our parking garages. We recently had a water pressure problem in one of our garages. Another contractor fussed with the problem for about 6 months to no avail. We turned Eddie loose on the project and he was able to correctly diagnose the problem and we were able to avoid an expensive repair due to his investigation."

Submitted by Doug Fries,
Transportation & Parking Services



Architect and Engineering Firms Come to Campus to Talk Business

On a hot afternoon in July, a cross-departmental team of OSU staff gathered at 1100 Kinnear Road to welcome representatives from nearly 20 minority-owned architect and engineering firms interested in doing business with the university.

The meeting was structured around a protocol which has been used to increase MBE participation in other product / service areas. In short, the approach brings together buyers and sellers with common interests to facilitate open dialogue about business processes. The

intended outcomes are to create new or strengthen existing business relationships and position suppliers to compete for university work.

OSU departments that participated in the planning and presentation of the meeting included Facilities Operations and Development, Student Affairs, OSU Medical Center, and Business Operations. Presentations were given by OSU staff members about three different segments of A&E work:

1. projects with design fees *greater than* \$25,000

2. projects with design fees *less than* \$25,000
3. planning studies

For each segment, information was presented on process (how to learn about upcoming projects and how to submit competitive proposals), OSU requirements, examples of projects, as well as applicable forms and related documents.

The meeting concluded with a discussion on upcoming opportunities and an open period for questions and answers.



"...the meeting produced increased awareness and opportunity for contacts with targeted suppliers. We have heard from several meeting attendees and will undoubtedly benefit from the session."

*Tom Tearney, Assistant Vice President,
Planning and Real Estate*



Supplier Profile

SOPHISTICATED SYSTEMS

COMMODITY: Technology / IT Products and Services

Address: 2191 CityGate Drive
Columbus, OH 43219
Phone: (614) 418-4600, Fax: (614) 418-4610
Email: info@ssicom.com
Web site: <http://www.ssicom.com>

*State of Ohio Certified MBE

Sophisticated Systems is an experienced and established consulting firm whose expertise lies in our ability to manage a multi-tier vendor environment. We are an organization of highly skilled professionals who provide solutions to clients' business needs. Our lines of business consist of the following:

Resource Services

In addition to staff augmentation, we can provide best effort or fixed price project-based solutions as we have done for numerous clients over our 16 year history. References for our project engagements are available upon request.

Technical Services

We can provide hardware/software deployments, project-based implementations, architecture planning, business continuity planning, IT outsourcing for appropriate environments, and infrastructure management.



PHOTO CREDIT: COLUMBUS C.E.O.

C.E.O. and President, Dwight Smith, founded Sophisticated Systems, Inc. in 1990. In 2005 Mr. Smith was named a "Best C.E.O." by Columbus C.E.O. magazine.

Business Consulting Services

We actively identify and pursue strategic consulting practices to address and fulfill emerging demands for technology and/or industry-related business consulting for our clients.

Product Services

Sophisticated Systems has been a provider of hardware and software products since our inception in 1990. We assist our clients as authorized resellers for the following products:

Adobe	IBM
Cisco Systems	Intel
Citrix	Lexmark
Computer Associates	Microsoft
Dell	StorageTek
Hewlett Packard/Compaq	Symantec

sophisticated systems
Response.Ability.

What's on the Horizon?

Athletics and OSU Medical Center Join Business and Finance Minority Purchasing Council

Building on successes, relationships, and a common commitment has resulted in representatives from Athletics and OSUMC joining the Minority Purchasing Council. If you work in Athletics or the Health System and have questions about minority business participation, including how to find minority businesses or areas of opportunity, please contact:

Susan Henderson, Athletics
henderson.3@osu.edu

Rosalind Parkinson, OSUMC
rosalind.parkinson@osumc.edu

Vehicle Purchasing

An approach similar to that used with catering, janitorial



services, and architect & engineering services is being applied as it relates to vehicle purchases. The goal is to sustain participation from minority-owned dealerships and encourage greater participation in the competitive bid process. If your department purchases vehicles and you are interested in participating in this initiative, please contact Steve Haman (haman.1) in Transportation & Parking Services at 292-9604.

» 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



DO SOMETHING GREAT
www.osu.edu

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