



University of Minnesota 2024 Supplier Diversity Expo St. Paul RiverCentre, Tuesday, October 8 Agenda

Exhibit Booth Set-Up	7:00 a.m. - 9:00 a.m.
Continental Breakfast	7:30 a.m. - 10:30 a.m.
Exhibitor Booths and Tables Open	9:00 a.m.
Cornhole Contest - sponsored by the MN Alumni Market & Expo Scavenger Hunt (Concourse Area)	9:00 a.m. - 2:30 p.m.
<u>Breakout:</u> Best Practices in MBid - With U of M Purchasing Services and the Office for Supplier Diversity (Room 2)	9:30 a.m. - 10:20 a.m.
<u>Breakout:</u> Intro to Opportunities in Construction at the U - With U of M Capital Projects Management and Office for Supplier Diversity (Room 3)	10:30 a.m. - 11:20 a.m.
<u>Breakout:</u> Community Contracting as a Vehicle for Targeted Group Businesses - With Vizient and Allina Health (Room 2)	10:30 a.m. - 11:20 a.m.
Exhibit Floor Closes	11:30 a.m. - 1:00 p.m.
AIR Awards & Recognition Luncheon	11:45 a.m. - 1:00 p.m.
Exhibit Floor Re-opens	1:00 p.m.
<u>Breakout:</u> Corporate Contracting as a Growth Strategy: Lessons from the Business Bridge Supplier Toolkit - With Greater MSP Partnership (Room 3)	1:30 p.m - 2:20 p.m.
<u>Breakout:</u> Is Certification Right for You? - With Certified Access, MN APEX Accelerators, and Women's Business Development Center (WBDC) (Room 2)	1:30 p.m - 2:20 p.m.
Cornhole Contest, Scavenger Hunt, & Door Prize Drawings (must be present to win)	2:30 p.m.
Expo Ends	3:00 p.m.
Exhibit Booth Breakdown	3:00 p.m. - 3:30 p.m.

MORNING BREAKOUT SESSIONS

9:30 a.m. - 10:20 a.m. *Best Practices in MBid - With U of M Purchasing Services and the Office for Supplier Diversity (Room 2)*

New to MBid, the U's formal e-procurement software system? Join us on a walk-through of MBid best practices for suppliers interested in responding to any current/future Request for Proposals/Bids with the University. Presenting will be Kevin Sullivan (Purchasing Category Manager for Construction), Jerry Taintor (Purchasing Category Manager for Professional Services), and Wing Witthuhn (Office for Supplier Diversity Director).

10:30 a.m. - 11:20 a.m. *Intro to Opportunities in Construction at the U - With U of M Capital Projects Management and Office for Supplier Diversity (Room 3)*

University representatives from Capital Project Management and the Office for Supplier Diversity will provide an overview of who we are, the University's Targeted Business Program, and our procurement process related to construction projects. Joining the conversation will be representatives from construction partners McGough Construction, JE Dunn Construction and Gardner Builders, who will provide additional information around their DEI programs, and process and opportunities for subcontractors to engage with their teams.

10:30 a.m. - 11:20 a.m. *Community Contracting as a Vehicle for Targeted Group Businesses - With Vizient and Allina Health (Room 2)*

Community Contracting is a strategic supply chain initiative rooted in economic development. Its goal is to drive prosperity as well as health equity by leveraging the purchasing power of anchor institutions, large suppliers, and healthcare systems. Community Contracting creates regional collectives around the nation, making it easy for participating healthcare systems to commit to purchasing products or services from diverse suppliers in and around their communities. Participating cohort members and targeted group businesses gain access to Vizient data, resources, and insights — as well as capacity-building opportunities — to help achieve business goals. By attending this panel discussion participants will:

- Learn more about how Vizient and Allina Health are working collaboratively to ensure that local business have increased exposure to contract opportunities
- How Community Contracting supports empowering efforts to improve the health and sustainability of communities across the nation
- Understand how both organizations view each purchase is an opportunity to contribute to positive change and support businesses that align with our ethical and environmental ideals.

Panelists: Robert Harper (Senior Program Manager, Community Contracting, Vizient) and Jeromie Atkinson, VP of strategic Sourcing & Supply Chain Performance, Allina Health

AFTERNOON BREAKOUT SESSIONS

1:30 p.m. - 2:20 p.m. *Corporate Contracting as a Growth Strategy: Lessons from the Business Bridge Supplier Toolkit - Presented by Greater MSP Partnership (Room 3)*

Did you know that a coalition of nearly two dozen large corporations headquartered in the Minneapolis-Saint Paul region have committed to buy more of the goods and services they purchase from local and local-diverse Minnesota suppliers?

Learn more at this session from Kristin Guild, Director of the Business Bridge initiative of the GREATER MSP Partnership. Kristin will share tips from the just-published Business Bridge Supplier Toolkit on how to assess whether corporate contracts could be a strong growth strategy for your company, and how to pursue and deliver on corporate contracts.

1:30 p.m. - 2:20 p.m. *Is Certification Right for You? - With Women's Business Development Center, MN APEX Accelerators, and Certified Access (Room 2)*

Have you been searching for a way to build connections with large corporations and public sector organizations? If you are a small, woman-owned and operated business, minority-owned and/or disabled-owned business, the Minority Business Enterprise (MBE), Women's Business Enterprise (WBE), or the Service-Disabled Veteran-Owned Small Business (SDVOSB) Certification(s) may be the option to help you scale your business.

Although not a guarantee of business, the MBE/WBE/SDVOSB Certifications have been proven to provide a competitive edge in obtaining corporate and public sector contracts. National in scope and issued by a third-party agency Women's Business Enterprise National Council (WBENC), the WBE Certification is recognized by more than a thousand major corporations and government agencies in the U.S. This workshop, hosted by Women's Business Development Center, MN APEX Accelerator and Certified Access, explore federal, state, and local certifications available for MBE/WBE/SDVOSB entrepreneurs.

Attend this workshop to see if certification is right for your business growth plan and intended customer base and learn the overall benefits of WBE/MBE/SDVOSB certification. Additionally, hear about the resources and opportunities that are available for certified businesses at the local, state, and federal levels.