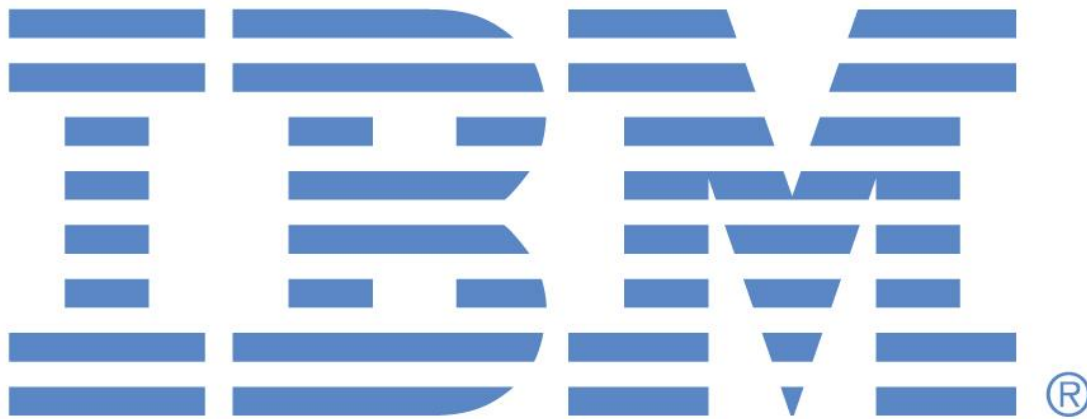


# Global Supplier Diversity



# Supplier Diversity Mission & History



## Mission statement

Enable IBM's supply chain to become a competitive advantage to help IBM gain market share, boost client satisfaction, and adapt to any change in the marketplace by providing global opportunities to diverse owned businesses

## Constituencies

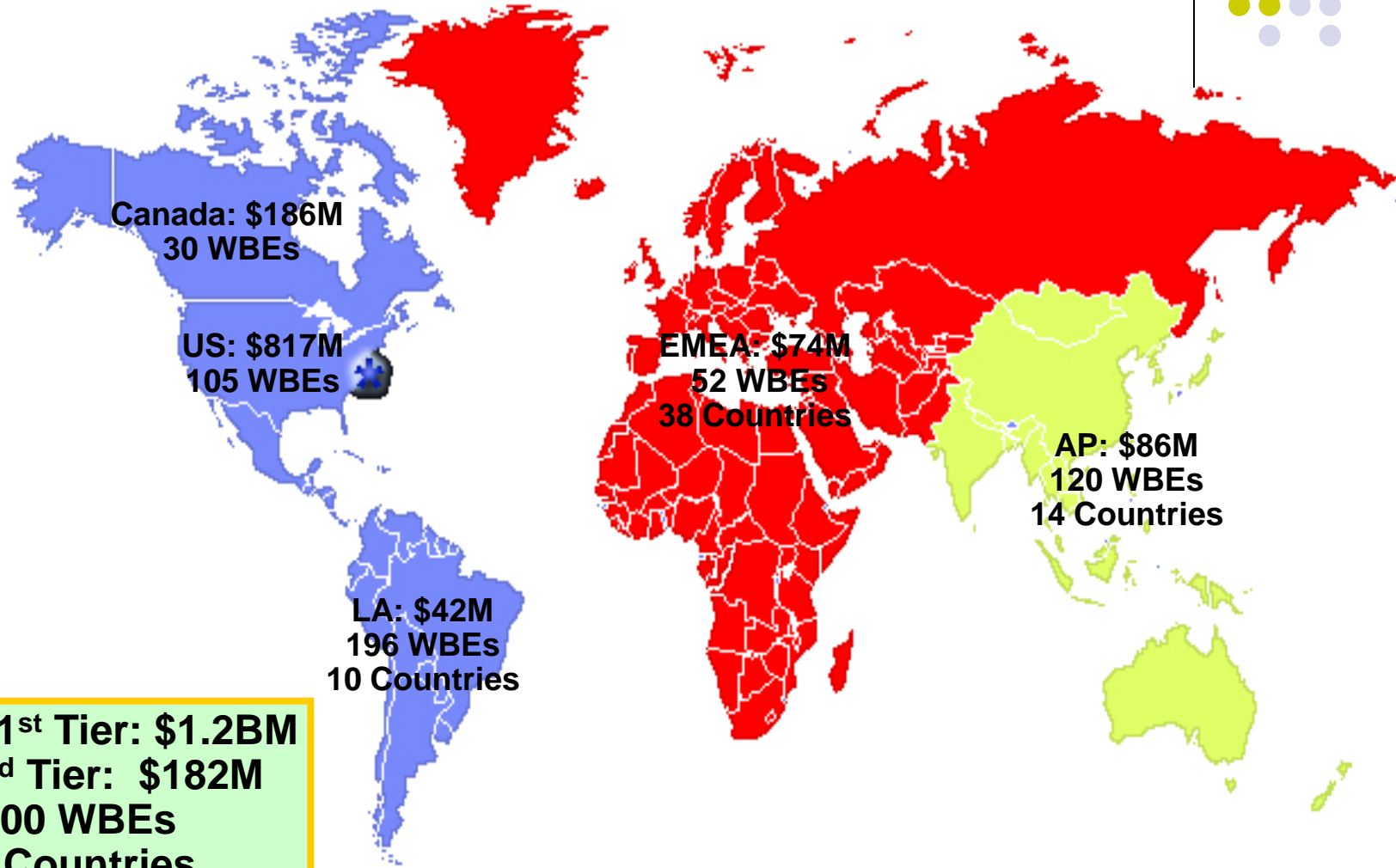
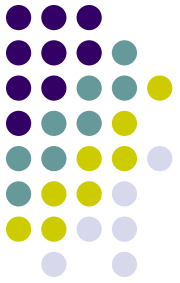
Minority (Race Ethnicity ) Women People with Disabilities Lesbian Gay Bisexual Transgender

Unique diverse definitions established for each geo in compliance with local laws .

- Minority Supplier Development Program founded 1968
- First IT company to join Billion Dollar Roundtable – \$1billion annual spending with diverse businesses (2000)
  - Remains only IT company member
- Non-U.S. program launched 2003
- \$3.4 billion diverse spending (2013)
  - \$1.2 billion diverse spend with WBEs



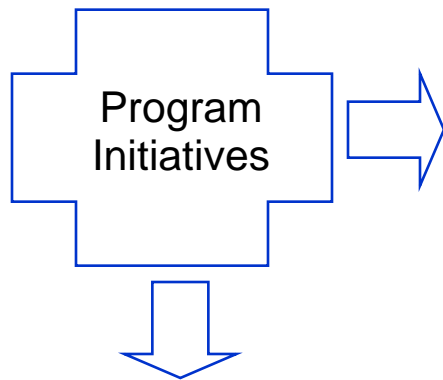
# IBM's Women Owned Suppliers - FY 2013



**Global 1<sup>st</sup> Tier: \$1.2BM**  
**US 2<sup>nd</sup> Tier: \$182M**  
**500 WBEs**  
**64 Countries**



*Supplier Diversity: The proactive business process of sourcing products and services from diverse-owned suppliers that helps to sustain ability and progressively transform a corporation's supply chain so as to transactionally reflect the demographics of the community in which it operates*



### **First Tier Initiative**

- ✓ Customer requirement that has significant revenue impact
- ✓ Requests for Proposal MUST include at least one diverse supplier
- ✓ Diverse status certification/verification required and subject to audit

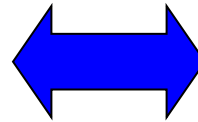
### **Second Tier Initiative**

- ✓ Drive supplier diversity requirements throughout the supply chain
- ✓ Require first tier suppliers to have supplier diversity programs
- ✓ Require first tier suppliers to report performance



# Supplier Competencies

- **Demonstrate diverse status**
- **Global capabilities**
- **Proven record**
  - Financial stability
  - Quality output
- **eBusiness enabled**
- **Technical certifications**
- **Corporate responsibility**



**Suppliers selected on competitiveness and capability to fulfill IBM requirements.**

**Register in IBM's Supplier Diversity Program  
by sending an email to [IBMSD@us.ibm.com](mailto:IBMSD@us.ibm.com)**