

We manage, to get your ducks in a row. As a Certified, Minority Business Enterprise (MBE) founded by experienced Supplier Diversity practitioners, Rafael Marrero & Company has been empowering its clients to achieve their corporate sourcing objectives by providing reliable market intelligence, situational awareness, and technology solutions to effectively manage supplier data and advance Supplier Diversity initiatives.

In 2015 we are expanding our Managed Services offering to help customers take their programs to the next level. As **your trusted Supply Chain, Sourcing and Diversity and Inclusion advisor**, we'll guide you through the lifecycle of your Supplier Diversity Program using experience we've gained working with hundreds of suppliers and vendors nationwide, including many **Fortune Companies**. Our managed services are designed to support Supplier Diversity Programs and Initiatives that are at any stage, from those that are just getting started, to the most advanced programs.

---

## Rafael Marrero & Company Supplier Diversity Managed Services

---

### PROGRAM DEVELOPMENT

A Rafael Marrero & Company supplier diversity subject matter expert will provide consulting on the business case and framework to gain executive support and launch a successful and sustainable supplier diversity program, including:

- Business case development to attain executive buy-in and budget
- Defining your supplier diversity scope and certification policies
- Internal education on supplier diversity plans and objectives
- Establishing a diverse supplier baseline and identifying potential areas to increase spend
- Strategic goal development with benchmarking insight within your industry
- Development of internal and external supplier diversity communications

### PROGRAM ADVANCEMENT

Rafael Marrero & Company's subject matter experts can assist in overcoming the challenges you face in advancing your supplier diversity program and meeting corporate supplier diversity initiatives. We can help in the following areas:

- Program assessment to define a growth strategy
- Project plan to convert *classified* diverse suppliers to *certified* diverse suppliers
- Identifying and prequalifying diverse businesses for sourcing opportunities
- Presenting the ROI on supplier diversity
- Diverse supplier mentoring and development program
- Supplier diversity contract language
- Supplier document collection

### SPECIAL PROJECTS

Supplier diversity program managers often have requirements for special projects or ad-hoc reporting that take time away from the strategic focus of supplier diversity initiatives. Let Rafael Marrero & Company provide assistance on these tactical efforts such as:

- Supplier diversity council annual purchasing reports
- Supplier diversity award applications (NMSDC Corporation of the Year, Diversity Inc., etc.)
- Benchmarking by commodity, ethnicity or industry
- Ad-hoc reporting and other special projects

### TIER 2 PROGRAM MANAGEMENT

If you're ready to grow your Tier 2 program but find you have limited time and resources, Rafael Marrero & Company's Tier 2 program management services will enable you to quickly increase your reported spend so you can continue to focus on more strategic initiatives. Rafael Marrero & Company's experienced Tier 2 program managers will:

- Utilize best practices to manage the day-to-day operations of the program
- Provide initial and ongoing training for your prime suppliers
- Assist prime suppliers with the reporting process
- Follow-up with non-responsive primes
- Validate reported spend amounts
- Generate reports detailing Tier 2 spend reported during each period