



# Procurement and Supplier Relations Pathway to Success Henrico County

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# Procurement Activities of the County Continued Small Women and Minority Owned Business Opportunities

Where we started

Where we are

Where we are going

# Where we started.....



- Board of Supervisors adopts *Policy for Small, Minority & Women-Owned Business in County Procurement* January, 2007
- County hosts 1<sup>st</sup> Annual “Henrico County Connections” Supplier Conference. This annual event has continued since March 2007, and, in recent years, has been co-sponsored with the National Minority Supplier Development Council
- Supplier Relations Coordinator hired November 2008 to achieve the following:
  - Actively promote the procurement or lease of goods, services, insurance, or construction from small businesses or businesses by minorities and women in an equally competitive manner
  - Assure that small, minority, and women-owned businesses are solicited whenever they are potential sources
  - Participate to the maximum extent possible in all local and regional small, minority, and women-owned purchasing fairs



## Where we are.....

- For more than a decade, the county's Small, Women, and Minority Owned (SWaM) Business program has served as a catalyst for promoting and encouraging procurement opportunities for diverse businesses
- Since 2007, the county has spent more than \$1.3 billion with SWaM businesses
- The county has been recognized for its efforts and successes in diversity and an inclusive supply chain by Capital Area Purchasing Association, Metropolitan Business League, National Minority Supplier Development Council, and The Institute for Public Procurement
- In April 2017, the Board of Supervisors amended *Small, Women – Owned, and Minority - Owned Supplier Policy* to add Employment Service Organizations and Service Disabled Veterans and also re-assigned the program from Director of General Services to Director of Purchasing
- New Supplier Relations Manager, hired June 2017, is working jointly with Director of Purchasing to review all suppliers doing business with the county to ensure proper business classifications as small, women, minority, service disabled veteran, employment services organization, or non-SWaM



## Where we are going.....

- County is leading the effort for a collaborative supplier event including the counties of Chesterfield and Hanover and the City of Richmond for a regional procurement expo, tentatively scheduled for May 2018
- Supplier Relations Manager is positioned to assume leadership positions through involvement at the Board of Directors' level for the Metropolitan Business League and the Carolinas-Virginia Minority Supplier Development Council, respectfully
- Continue to meet with suppliers as county advocate to show "Henrico is Open for Business". Solicit department heads to also meet with suppliers interested in doing business with the county
- Implement 2<sup>nd</sup> Tier Reporting: the process of capturing the county's direct suppliers' contracts with suppliers who are providing services as a sub-contractor to the prime supplier. The first project that will be monitored is Cobb's Creek