

DOING BUSINESS WITH INDUSTRY:

Shared Business Value of Supplier Diversity



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OPPORTUNITY



WHAT IS Supplier Diversity?

An initiative by companies to ensure they are **being inclusive** in their supply chain practices to diverse suppliers, by **actively providing diverse suppliers with equal opportunity to prequalify and bid** on goods and services purchased by corporations.

Groups certified as diverse in Canada

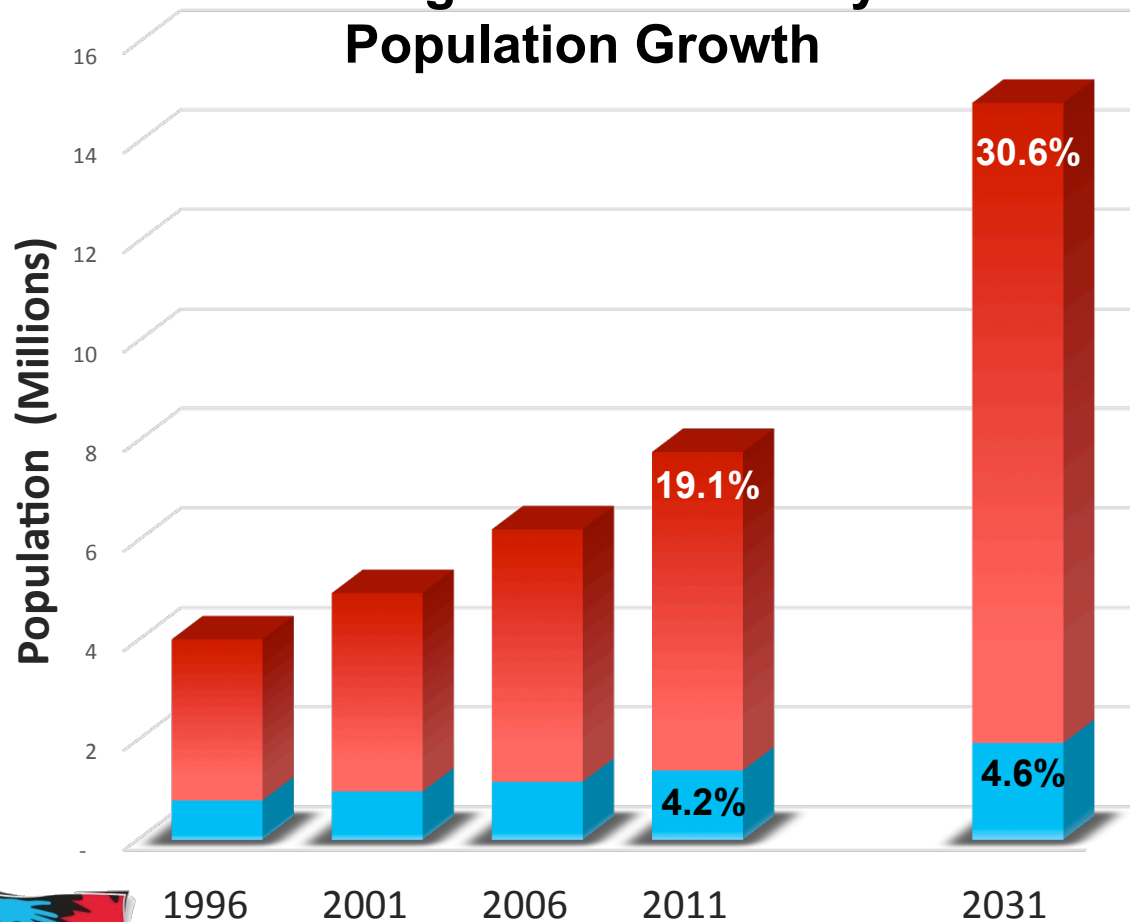
- **Aboriginal:** First Nations, Métis or Inuit
- **Visible Minority:** Defined as persons non-white in colour and non-caucasian in race. Visible minority classifications include: Chinese, South Asian, Black, West Asian, Filipino, South East Asian, Latin American, Japanese, Korean
- **Women**
- **LGBT**



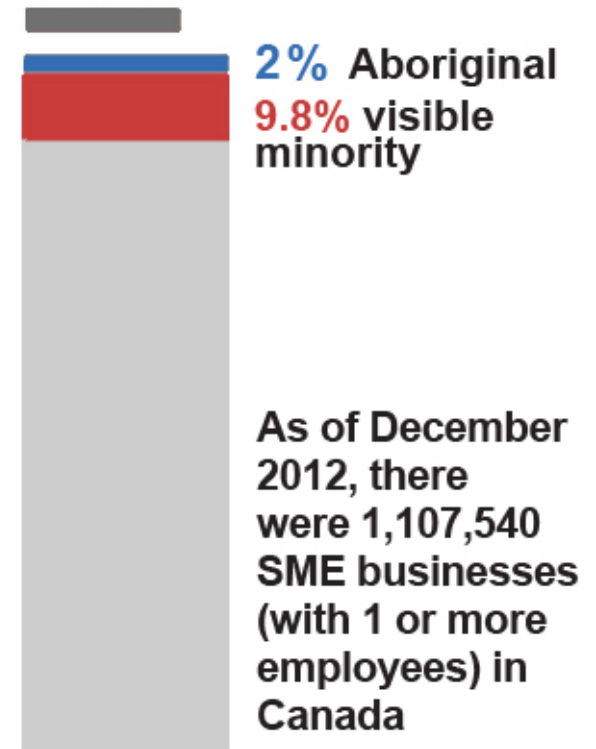
CAMSC

DRIVERS of Supplier Diversity

Aboriginal and Minority Population Growth



SME BUSINESSES IN CANADA



■ Aboriginal ■ Visible minority

DRIVERS of Supplier Diversity

cont'd

theguardian
Winner of the Pulitzer prize

Davos 2015: Overriding pessimism over growing inequality

World leaders have not done enough to ensure economic

THE GLOBE AND MAIL



Income inequality rising quickly in Canada

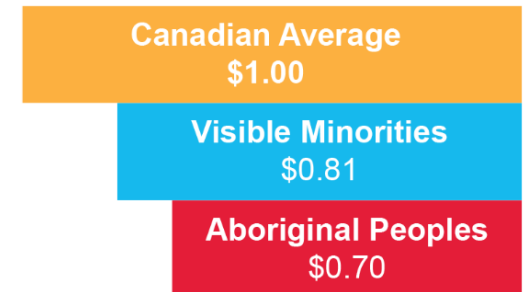
thestar.com

Toronto now Canada's inequality capital, United Way study shows

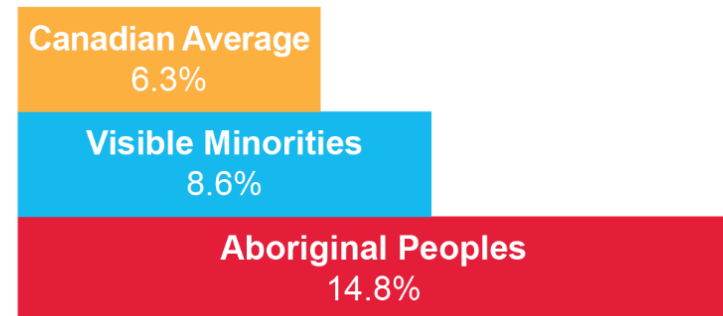
The study says income inequality in Toronto ballooned by 31 per cent between 1980 and 2005, the most drastic increase of any major Canadian city.

ABORIGINAL AND MINORITY UNEMPLOYMENT & WAGE GAP (2006)

CANADIAN INCOME DISPARITY (2006)



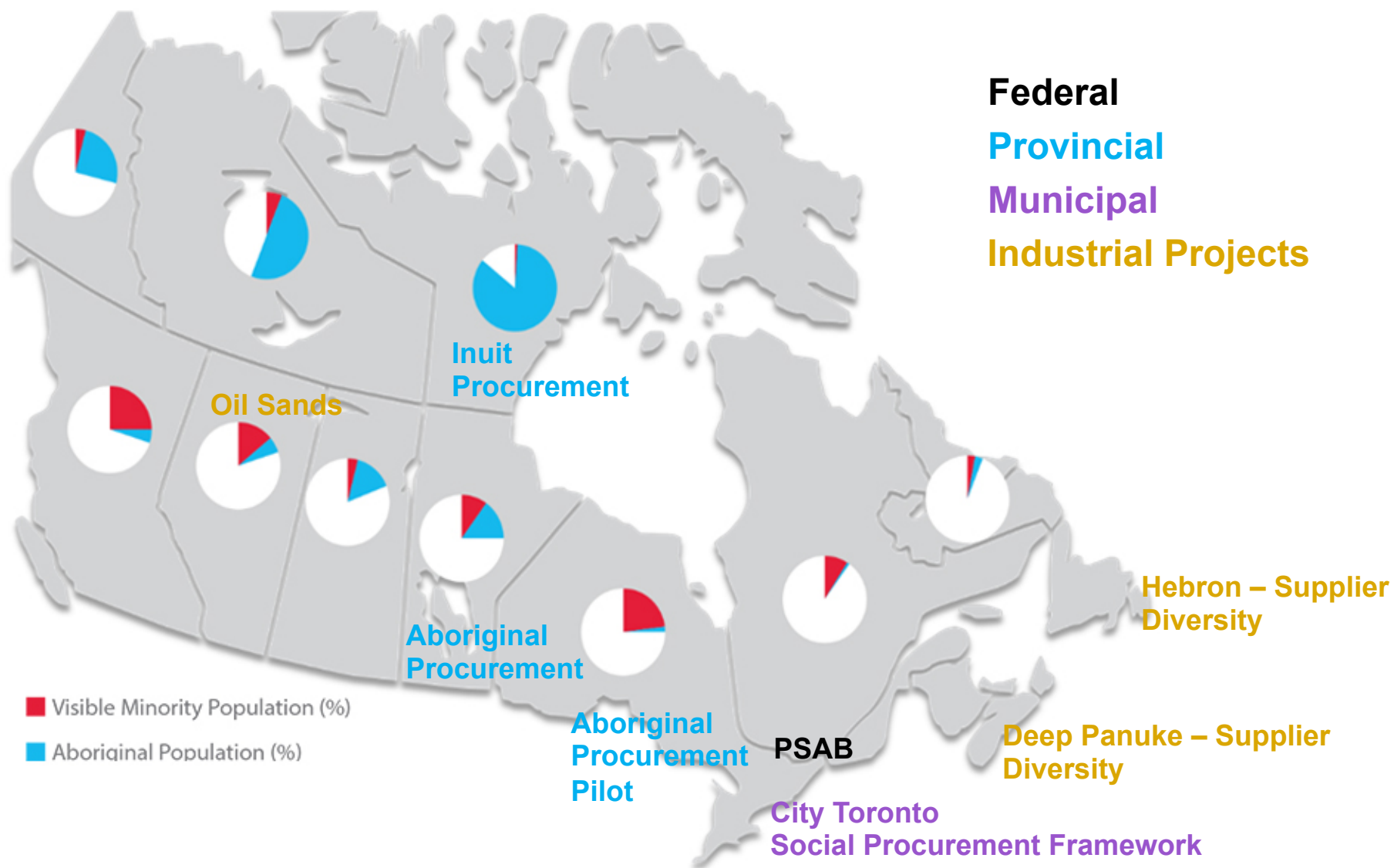
CANADIAN UNEMPLOYMENT RATE (2006)



Aboriginal people and visible minorities experience significant employment and income disparities when compared to the Canadian average

DRIVERS of Supplier Diversity

cont'd



ABOUT CAMSC

Canadian Aboriginal and Minority Supplier Council

- Founded 2004
- Non profit, private sector driven

Mission

To champion business relationships and economic growth of the Canadian supply chain through the inclusion of Aboriginals and Minority suppliers..

Vision

To be the nationally recognized, respected and trusted business partner, leading supplier diversity in all industry segments with proven results in wealth and job creation for Aboriginal and minority suppliers.

Affiliations

- National Minority Supplier Development Council (US)
- Hispanic Chamber of Commerce
- Industry Council for Aboriginal Business
- Indo Canada Chamber of Commerce
- Association of Chinese Canadian Entrepreneurs
- Black Business Initiative
- ITAC
- CATA Alliance



LEADING CORPORATIONS ARE LEVERAGING SUPPLIER DIVERSITY IN CANADA



CAMSC Corporate Members

Automotive and Industrial

ABC Group

Acklands Grainger

Boeing

Chrysler*

Commercial Spring & Tool

Dana Holding

Enterprise Holdings

Flex-N-Gate

General Motors*

IAC

International Warehousing (IWD)

Johnson Controls*

KSL Lubricants

Magna

Martinrea

Oakwood Transport

Raufoss Neumann

Tek-Mor

Syncreon

Toyota Motor Manufacturing

United Rentals

Vari-Form

Vollmer

Consumer and Business Products

Accolade Promotion Group

Cotton Candy

Office Max (Grand & Toy)*

Staples Canada

Facilities Management & Hospitality

BeeClean

Brookfield JCI

CBRE

Compass Group

Dana Hospitality

GDI Services

Marriott International

Primary Response

Robinson Solutions

Sodexo

Financial and Business Services

Accenture*

Autodata

BMO Financial Group

CIBC

Cintas

D + H

Data Group

EY*

Fasken Martineau

Kelly Services

Livingston International

RBC Financial Group*

TD Bank Financial Group

UPS

Food & Beverage

Coca Cola Company

Kellogg Company

McCormick & Co.

Mondelēz International

PepsiCo

Government

City of Toronto

ICT

Bell

Ciena*

Cisco*

CTDI

DELL*

Fujitsu

HP *

IBM Canada*

Sanmina SCI

TELUS*

Pharmaceutical

Merck & Co

Pfizer

Resources

TransCanada Pipelines

*** Charter Member**

CURRENT BUSINESS ENVIRONMENT



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INDUSTRY Trends

- ✓ **Competitive Advantage**
- ✓ **Solutions that Enable Revenue, Reduce Cost, Enhance Reputation, etc.**
- ✓ **Data Security (Check the news for the latest)**
- ✓ **Sustainability / Responsible Sourcing**
- ✓ **Environment Conscious - Recyclable (e.g. Packaging)**
- ✓ **Innovation and Productivity**
- ✓ **JVs and Partnerships**



CORPORATIONS - Where to Begin?

Keys Steps for Doing Business with Corporate Canada

1. Identify the right match
2. Begin the conversation
3. Nurture the relationship
4. Being selected to bid
5. If not selected, then what?
6. What to expect overall?



CHALLENGES with Corporations

- **Rationalization of the Supply Chain**
- **Size and Scale**
- **Contract Timing**
- **Not product or service focused but SOLUTION FOCUSED**
- **If you have bid but was not selected, then what? Feedback.**
- **What to expect overall?**



LEVERAGE THE OPPORTUNITY



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A FOCUS ON Shared Value

Shared Value is a management principle, developed by Michael Porter (Harvard Business School, Institute for Strategy and Competitiveness), that seeks **opportunity for business in solving social challenges**.

Shared value companies recognize that there are tremendous opportunities for innovation and growth in tackling social challenges as core business objectives.

CAMSC's 10th Anniversary Impact Report highlights the Shared Value of Supplier Diversity by researching its:

1. Business Value
2. Social Value
3. Economic Value



BUSINESS VALUE of Supplier Diversity

Top
Factors –
Business
Awards to
CAMSC
Suppliers



COST
COMPETITIVE
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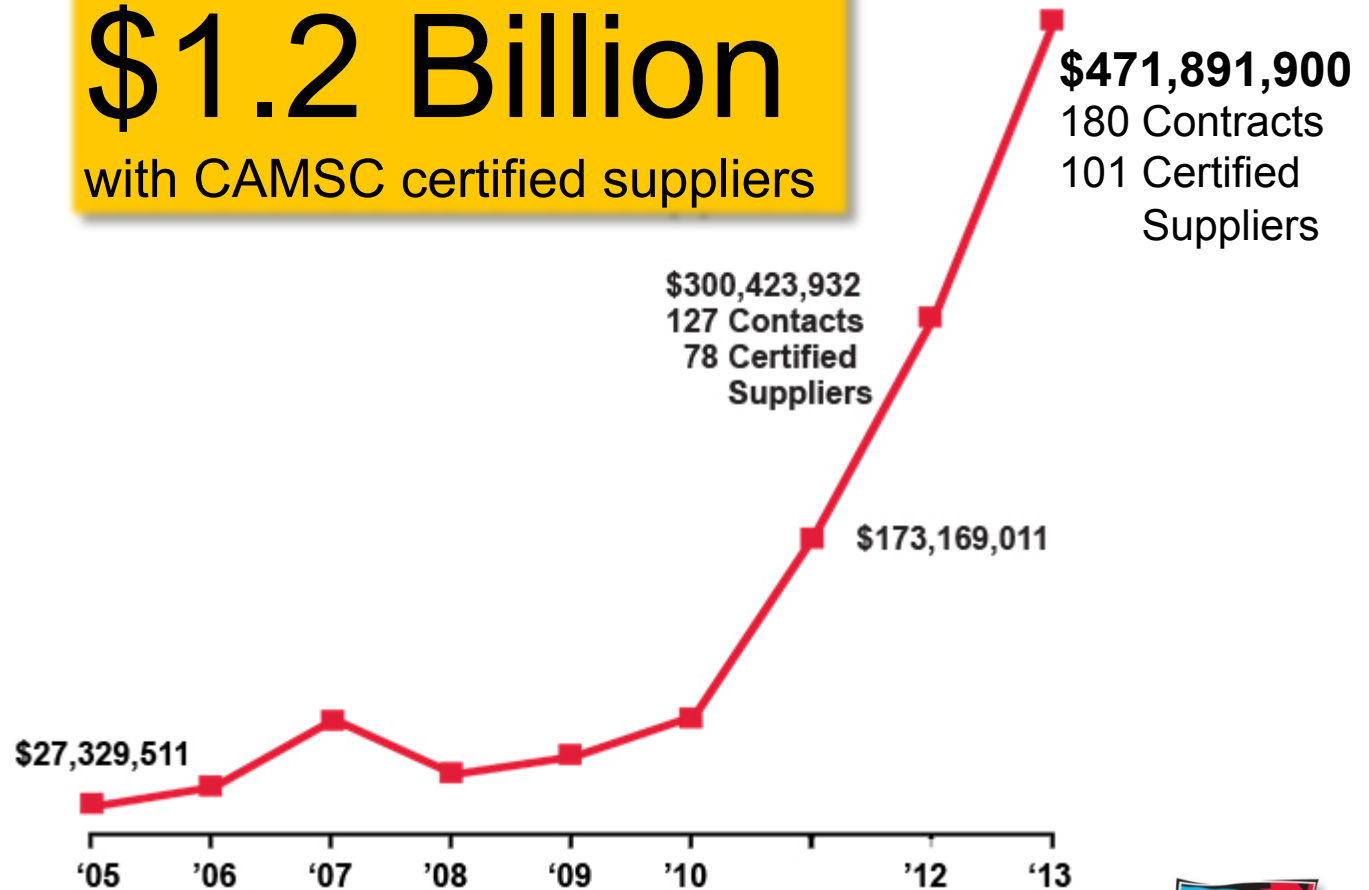
COST SAVINGS
....



ENHANCED
PRODUCT/SERVICE
QUALITY
....

\$1.2 Billion

with CAMSC certified suppliers



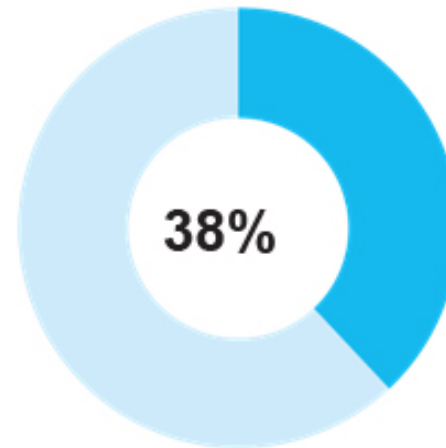
SOCIAL VALUE of Supplier Diversity

Aboriginal and minority-owned businesses are more likely to create jobs for Aboriginal and minority community members than large corporations.

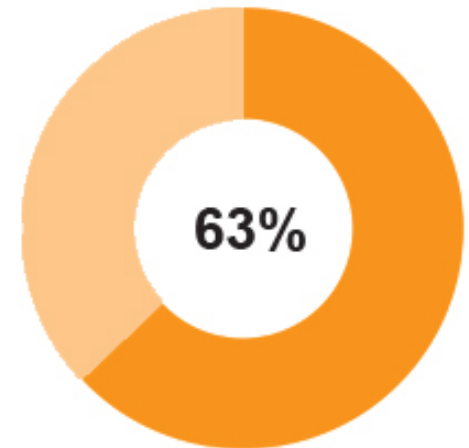
- Enhanced employment opportunities for Aboriginal peoples, visible minorities and new immigrants.
- Enhance tax base
- Wealth creation in Aboriginal and minority communities

JOB CREATION

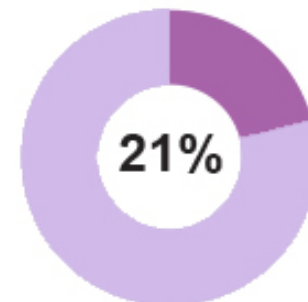
Average % of employee base that is Aboriginal or minority (2013)



CAMSC CERTIFIED ABORIGINAL-OWNED BUSINESS



CAMSC CERTIFIED MINORITY-OWNED BUSINESSES



Federally regulated private-sector companies



ECONOMIC Value of Supplier Diversity

ABORIGINAL AND MINORITY BUSINESSES IN CANADA

\$2.6 Billion

Total Revenue of CAMSC Certified Suppliers (2013)

11,551

CAMSC Certified Suppliers Total
Employment in Canada (2013)

HIGH GROWTH FIRMS



CANADIAN SMEs: 4.9%



CAMSC CERTIFIED: 37%



Why Supplier Diversity and Why CAMSC?

Identify new suppliers reduce costs & leverage innovation

Increase revenue exceed growing corporate and government expectations for competitive advantage

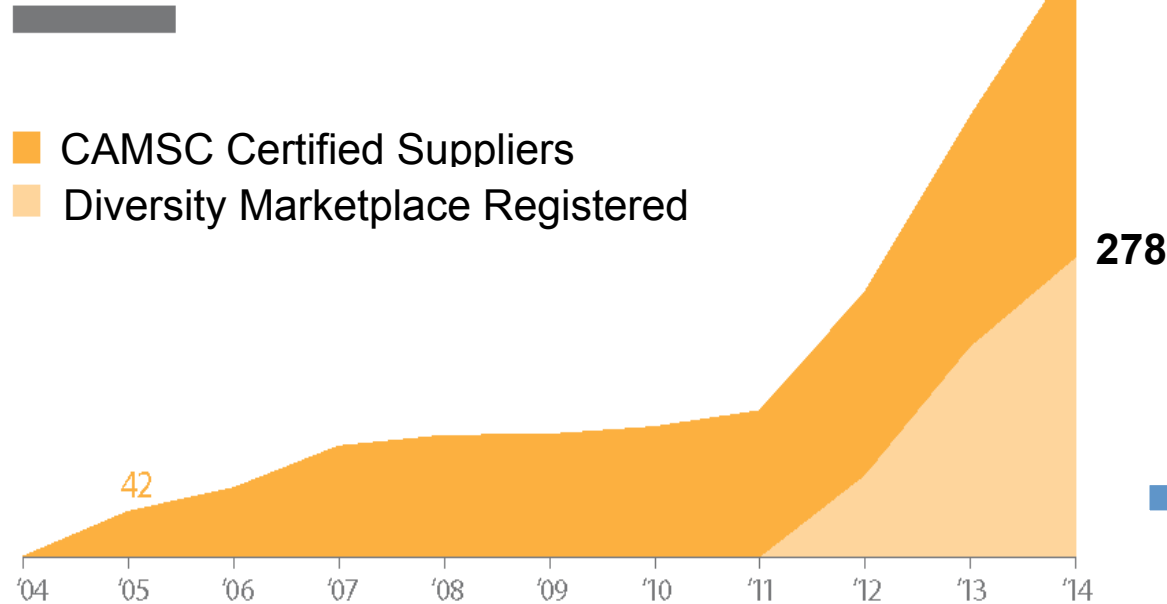
Demographic shift = market shift build brand loyalty & brand visibility

Support wealth creation in the communities in which you do business



CAMSC Growth Since 2004

CERTIFIED SUPPLIER GROWTH OVER 10 YEARS



CERTIFIED SUPPLIERS BY SECTOR



- Information & Communication Technologies
- Automotive & Industrial
- Business & Industrial Supplies
- Consulting & Professional Services



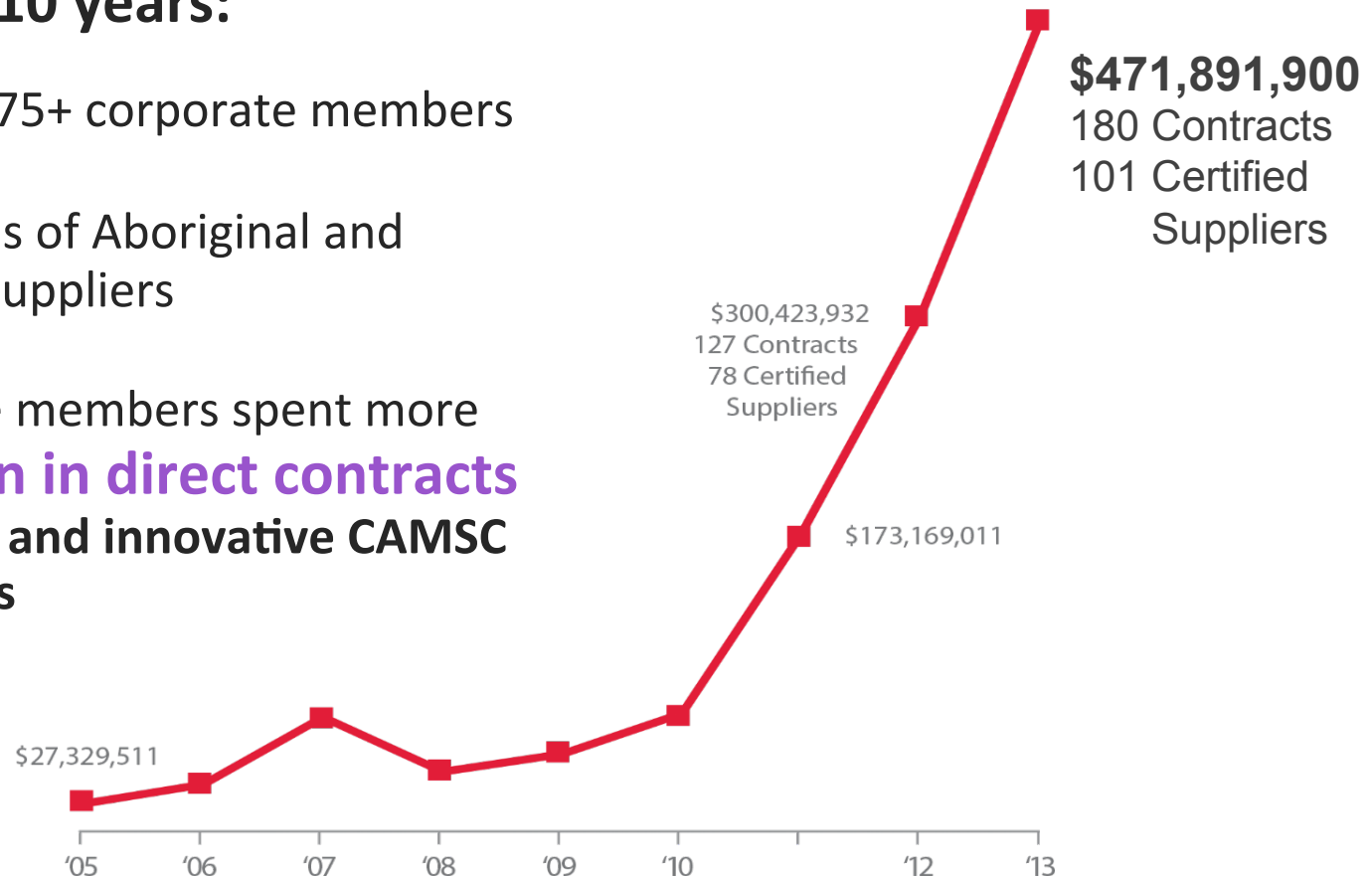
Be part of the Inclusive Economic Growth

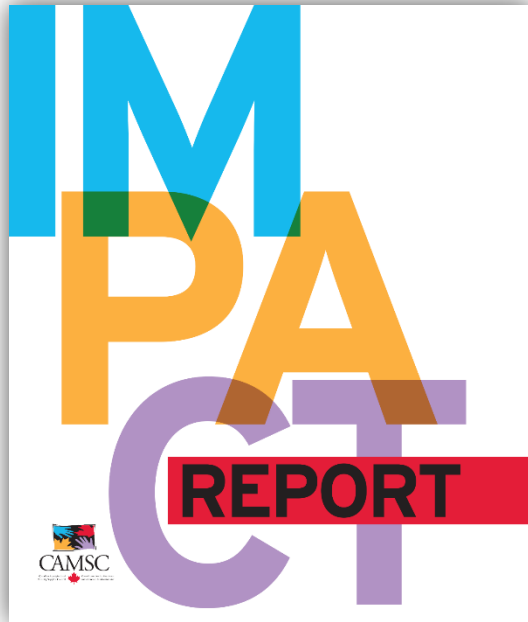
Over the past 10 years:

Grown from 8 to 75+ corporate members

Certified hundreds of Aboriginal and minority-owned suppliers

CAMSC corporate members spent more than **\$1.2 Billion in direct contracts with competitive and innovative CAMSC certified suppliers**





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*We invite you to align your organization with our council
to leverage innovation and drive inclusive economic growth*

