

Disability:IN Supplier Diversity

The Value of Certification with
Disability:IN
Supplier Diversity and Affiliates



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DIVISION OF OPPORTUNITY, DIVERSITY, AND INCLUSION



Presenter

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Disability:IN™ Affiliate Supplier Diversity Initiative

Objective:

- Accelerate the understanding and acceptance of disability supplier inclusion
- Raise the visibility of disability and service-disabled suppliers
- Grow strong Affiliates aligned to Disability:IN™ mission and strengthen Affiliate membership through increased and relevant SD programming

In 2017, Disability:IN Ohio joined 6 other BLNs in the Initiative and developed 3-year plans that include local education, outreach and promotion of Disability:IN™ certification to disability suppliers



What is Disability:IN™

- Disability:IN™ is a national non-profit that helps business drive performance by leveraging disability inclusion in the workplace, supply chain, and marketplace.
- Disability:IN™ serves as the collective voice of over 50 Disability:IN™ affiliates across the United States, representing over 5,000 businesses.
- Disability:IN™ Supplier Diversity Program is the nation's leading third party certification program for disability-owned businesses, including businesses owned by service-disabled veterans.



About the Disability:IN™ Supplier Diversity Program

- Corporations have diversity programs to ensure inclusion of diverse segments in their marketing, employment, philanthropy and supply chains
- Disability:IN™ certification is modeled after respected (best practice) certification processes of national business organizations for minority, women, and LGBT-owned businesses
- Disability:IN™ Supplier Diversity Program is responsible for the certification process, education and linking certified suppliers to business opportunities
- Disability:IN™ launched on January 1, 2010 with the help of Founding Partners





Supplier Diversity

The Disability:IN™ Supplier Diversity Program is Disability:IN's flagship program offering corporations and government agencies a reliable source for identifying potential suppliers that are certified disability-owned businesses (DOBE) and service-disabled veteran-owned businesses (SDV-DOBE).

Through Supplier Diversity, corporate partners have access to a growing pool of qualified, certified suppliers nationwide to meet their operational requirements. Disability:IN™ also provides business development, information and linkage between certified suppliers and business decision-makers.



Diversity

Program Founding Partners

Anthem

EY
Building a better
working world



Fannie Mae™

Freddie Mac

IBM

KPMG

Marriott
INTERNATIONAL

MERCK
INVENTING FOR LIFE

 Microsoft

QUALCOMM

sodexo

Southwest


SUNTRUST

Walmart



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Certification

- National Certification Committee oversees certification processes
 - Comprised of corporate & certified disability-owned business enterprises (DOBEs®)
 - Meets on regular basis
 - Continually review certification processes to ensure they are consistent, reliable and transparent
- Supplier Diversity works with to develop certification/supplier education materials and create stronger linkages between suppliers and corporate representatives





Does my business qualify

- Must be at least 51% owned, operated, managed, and controlled by a person with a disability and/or service-disabled veteran and either a U.S. citizen or lawful permanent resident
- Must exercise independence from any other business enterprise
- Must have its principal place of business (headquarters) in the United States
- Must be formed as a legal entity in the United States
- Process takes 60-90 days from date of receipt of a complete certification application
- Certification will be valid for 1 year, with annual renewal required to maintain status



Certification Process





Disability Status Qualifiers

- Records, statements, or other documentation issued from a licensed, registered, or certified vocational rehabilitation specialist (*i.e.*, State or private) stating that the applicant individual is a person with a disability
- An **Individualized Education Program (IEP)** can also be submitted for an applicant who has a learning disability.
- Records, statements, or other documentation issued from any Federal agency, State agency, or an agency of the District of Columbia or a U.S. territory that issues or provides disability benefits stating that the applicant individual is a person with a disability
- **Disability:IN™ Physician's Certification of Disability Form** from a licensed medical professional (*e.g.*, a physician or other medical professional duly certified to practice medicine by a State, the District of Columbia, or a U.S. Territory) stating that the applicant individual is a person with a disability
- **Service Disabled Veteran-Owned Business Enterprise:** the applicant must submit an **adjudication letter from the Veterans Administration (VA), a Department of Defense Form 214** (Certificate of Release or Discharge from Active Duty), **or** a Statement of Service from the National Archives and Records Administration, stating that the veteran has a service-connected disability.



Disability Status Qualifiers : Service-Disabled Veteran Applicants

- To determine eligibility status as a Service-Disabled Veteran, veterans, the veteran must have an adjudication letter from the Veterans Administration (VA), a Department of Defense Form 214 (Certificate of Release or Discharge from Active Duty) discharge or separation papers or equivalent, or
- A Veterans Administration issued disability rating letter stating that the veteran has a service related disability or a Statement of Service from the from the National Archives and Records Administration—stating that the veteran has a service-connected disability
- Note: The Certification Committee reserves the right to request further information and documentation on disability status from all applicants



Business Qualifications

- At least 51% owned, operated, managed, and controlled by a person with a disability and/or service-disabled veteran and either a U.S. citizen or lawful permanent resident
- Exercise independence from any other business enterprise
- Principal place of business (headquarters) in the United States
- Legal entity formed in the United States
- Certification valid for a year



What are benefits of certification?

- **Be at the right place at the right time.** Disability-Owned Business Enterprise Certification provides your company with the opportunity to register as a certified diverse vendor in corporate supplier diversity databases. These databases are the first destinations corporate procurement representatives visit when looking for potential vendors for a contract opportunity. Certification also enters you into the USBLN® DSDP® database of certified suppliers, which is another important resource that leads Disability:IN™ Supplier Diversity Program Corporate Partners to potential vendors. Additionally, certified disability-owned businesses are able to attend Disability:IN™ and corporate matchmaking and educational events designed specifically for certified businesses.
- **Access to Contracting Opportunities.** Certification is a credential that opens doors and grants access to supplier diversity advocates within corporations and government entities. Supplier diversity advocates assist businesses that have obtained a diversity certification in assessing the availability of opportunities within the organization and often make key introductions for businesses that are a good fit for their purchasing needs. Additionally, many corporations have mentorship, leadership, and educational programs specifically for certified businesses.
- **Differentiate your business from your competition.** In a corporate procurement process, if two companies are offering a similar product at a similar price, holding a certification will make your business the better candidate for the opportunity. Branding your company as Disability-Owned Business Enterprise-Certified can be the favorable difference-maker between you and your closest competition.
- **Major corporations and government entities value certification.** Disability:IN™ Supplier Diversity Partners have made a commitment to diversity in their procurement practices and desire to include disability-owned businesses in their supply chain. Corporate Partners trust that a business holding the Disability-Owned Business Enterprise Certification is authentically owned by an individual or individual(s) with a disability due to the corporation's relationship with and involvement in the Disability:IN™ Supplier Diversity Program.
- **Connect with collaborative partners.** Certification connects you to a network of other businesses that have obtained Disability-Owned Business Enterprise Certification. This connection to other disability-owned businesses is an avenue to partners for collaboration and strategic alliances. By purchasing from and selling to other businesses that have been certified, you strengthen the economic power of the community of people with disabilities.
- **Certification is a mark of pedigree.** Obtaining certification takes time and discipline. As a result, certification is an indication that your business conducts itself professionally and is able to meet the high expectations and standards of the certification.
- **Be part of the movement.** Disability:IN™ does important advocacy and research on behalf of professionals and entrepreneurs with disabilities. By becoming certified, your business becomes a part of a growing movement that demonstrates the economic power of individuals with disabilities.



Supplier Profile – SDV-DOBE



SureFire is a company that provides network infrastructure services to companies around the United States.

SureFire uses leading industry technologies to help your company find the right solution for your network infrastructure. Designs are based on national standards that fit both the operational and aesthetic needs of the facility.

Areas of Expertise: Network Infrastructure; Cable Pulling; Pathway Build-Outs; Closet Build-Outs; Terminations; Labeling Standards; Certifying

Valued Customers: BlackBox; CTS Communications; Electrolux; NexiGen; Team Fischel

Robert Luft, CEO and owner

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1776 Mentor Ave Cincinnati, Ohio 45212



Supplier Profile – DOBE

CORY ELECTRONICS

Who we are

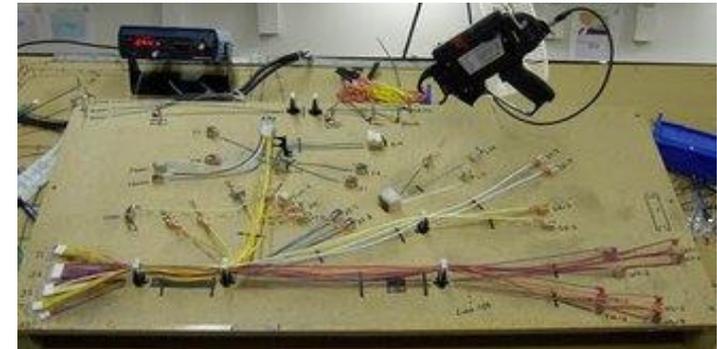
DOBE Certified in 2017 - Six Years In Business

Cory Electronics is also certified by NMSDC and NGLCC

Features & Benefits:

- Low and High volume manufacturing processes
- Consistent quality and durability
- Sustainability through recycling

Disability:IN certification has added a competitive advantage for Cory Electronics with our target customer segments of Aviation, Automotive, Oil & Gas and Entertainment



Jason Fiore, CEO

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Actions Affiliates Can Take

- Integrate supply chain supplier diversity into their mission
- Help educate community on disability supplier inclusion and why it is important
- Provide site visitor volunteers needed for certification process
- Outreach actively to entrepreneurs within the community and direct them to Disability:IN™ Supplier Diversity to get certified (website www.disabilityin.org)
- Develop programming and let us know how we can assist you in awareness and education efforts



Questions?

Visit : <https://disabilityin.org/what-we-do/supplier-diversity/>

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