



MPS Multiplier ProgramSM

Supplier Diversity 2.0SM



Leading CEOs and corporate supplier diversity officers know that a world-class organization must provide a world-class supplier diversity program that includes quality, minority professional service firms.

The **MPS Multiplier ProgramSM** transforms “traditional” supplier diversity programs to Supplier Diversity 2.0SM by significantly increasing utilization of minority professional service firms, without compromising cost and quality of service.

What is Supplier Diversity 2.0?

Scope	Encompasses the full spectrum of corporate spending, not just commodity goods and services.
Accountability	Creates greater accountability of supplier diversity for business units.
Commitment	Extends commitment to supplier diversity by including critical areas of corporate spending.
Relationships	Builds sustainable, value-based relationships rather than shorter, transaction-based relationships.

“We’ve been able to find minority firms to handle delivery of maintenance supplies and basic commodity services, but our greatest challenge is identifying and using qualified minority firms capable of providing much needed professional services like HR and IT.”

VP of Supplier Diversity, Fortune 100 Company

Professional Service Buys are Unique

The decision to buy professional services often happens at the departmental level (HR, IT, financial, legal, etc.). Traditional supplier diversity programs are not well equipped to identify and develop strategic business opportunities with minority professional service firms. The uniqueness of professional service buys requires a mutual understanding of corporate supplier diversity goals, as well as department specific purchasing needs.

Qualifying Questions

1. What is your corporate spend on professional services?
2. What percentage of that is with quality, minority professional service firms?
3. Is this acceptable to you and your corporate stakeholders?

To learn more about the MPS Multiplier ProgramSM

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