



The Insider Series:
Session Three – Portals

Presenter: Andra L. Hargrave

Your Speaker – Andra Hargrave

- Army & Minnesota Army National Guard
- Founder - Global Sales Advisors Government Relations firm Specializing in State and Federal Lead Development.
- Federal Procurement Consultant For Department of Transportation (SBTRC)
- Director of Certification for the RMMSSDC
- Colorado State Lead SBDC Center State Veterans Representative
- State SBDC Consultant for Connect2Dot program
- Colorado MBO Federal Certification Consultant



Our Expertise



Specializing in state and federal lead development since 1999.

We specialize in calling on governmental and corporate contracting personnel and program managers in order to:

- Gather information on upcoming opportunities before they are advertised.
- Introduce the clients' products or services.
- We set up the capability briefings and technical capability briefings.

We perform the part of lead development that your sales teams do not like to do.





Why the Development of the Series?

This workshop was created to help small and diverse companies navigate the complex arena of major corporations or what is commonly referred to as:

Fortune Level Corporations



The Series – Supplier Diversity

- **Session One: - Understanding Supplier Diversity – Getting Your Questions Answered**
- **Session Two - Supplier Diversity (Understanding Certifications)**
- **Session Three - Targeting Corporations (Supplier Portals)**
- **Session Four - Supplier Diversity (Events)**
- **Session Five - Targeting Corporations Through Supplier Diversity (Putting It all together)**

What is a Supplier Portal?



A vendor portal is a secure, proprietary system for managing and communicating with third-party suppliers of goods and services.

Companies, organizations, and government agencies that interact with large numbers of vendors across operational areas are most likely to implement this type of formal management system.

Which Door Should I Try?



Supplier
Diversity



Internal to
Corporation

Federal
Subcontracting



SBLO's
IDIQ/GWACs

S.L.E.D
Division



Local
Certification
Requirements

International
Division



Country
Requirements

Why do I want to register?



Contract Proposal

Prepared For:
{{recipient_company_name}}
{{recipient_full_name}}
{{recipient_email}}

From:
{{sender_company_name}}
{{sender_full_name}}





Who Has Supplier Portals?

Corporate Supplier Portals



SUPPLIER CONNECT

Welcome undefined!
2/3/2022

- Login
- Request New CWS Account
- Supplier Development College
- Becoming a Caterpillar Supplier

Search Supplier Connect Search CLUES

Login

Please click here to log in.

[Log in to Supplier Connect](#)

[How do I request a CWS account and other FAQs regarding your CWS account](#)

[Supplier Login Troubleshooting](#)

System Requirements:

[Minimum System Requirements Supported](#)

Welcome to the Caterpillar Supplier Portal

WELCOME TO CATERPILLAR'S SUPPLIER PORTAL



This portal is the global communication channel with our suppliers that enables collaboration and business transactions. SUPPLIER CONNECT provides the information, requirements, applications and development that empowers our suppliers to be successful business allies. Active suppliers may log in at the left with their existing Corporate Web Security Identity (CWS ID) or may create an account using "Request New CWS Account" above.

SUPPLIER DEVELOPMENT COLLEGE

Caterpillar's SDC is the development component of our portal that provides on-boarding training that suppliers need to do business with Caterpillar. The college also leverages the extensive course catalog of Caterpillar University to provide opportunities for personal competency development.

- [Instructions for Supplier Development College \(SDC\) Registration](#)
- [Log in or register](#)
- [Take a tour](#)

THIRD PARTY APPLICATIONS

The following applications are hosted by a third party and do not require our Corporate Web Security (CWS ID) identity for login.

- [Coupa Supplier Portal - Business - Transact electronically with Coupa Network](#)
- [eSourcing Application - Quote - Participate in eSourcing events: RFI, RFP, RFQ, eAuction \(by invitation only\); Collaborate on eContract Authoring](#)

First Things First



SUPPLIER CONNECT

Welcome undefined!
2/3/2022

Login

Request New CWS Account

Supplier Development College

Becoming a Caterpillar Supplier

Search Supplier Connect

Search CLUES

Supplier Diversity Program

Becoming a Caterpillar Supplier

REQUIREMENTS FOR CATERPILLAR SUPPLIERS

GETTING STARTED

- [About the Company](#)
- [Supplier Conduct](#)
- 3rd Party Registration Required - ISO or TS as applicable
- Electronic Data Interchange (EDI) required
- Advanced Shipping Notices (ASN) required
- Business Continuity Plans required
- Participation in Caterpillar sourcing events (RFIs, RFPs, RFQs and eAuctions)
- [Supplier Diversity encouraged](#)
- [Supplier Communications Guidelines](#)

INVOICING & PAYMENTS

- Invoicing & payments completed electronically
- Standard payment terms of 60 days, 0% Discount
- Standard invoice settlement schedule used
- Annual review of supplier financial health completed

TECHNICAL REQUIREMENTS

- Caterpillar prints and technical specification shared through supplier portal
- APQP collaboration required from design through production
- PPAP submissions required for most part numbers
- Non-Disclosure & Security Agreement Required before communications
- Should Cost Modeling - Open Book Pricing used

SUPPLY CHAIN ACTIVITIES

- Collaboration for freight, transportation, labeling, packaging, etc.
- Utilize Caterpillar Container Program if requested
- Collaboration required for shipments
- Advanced Shipping Notices used to calculate Shipping Performance
- 100% on time shipment expected

Supplier Self-service Registration Form

Please submit the following form to register.

Affiliation *

Affiliation Code *

Supplier Code *

This field is required

First Name *

Middle Name

Last Name *

Email Address *

Confirm Email Address *

Job Role *

Group Purchasing Portals



What is a GPO?

A group purchasing organization (GPO) is an entity that helps healthcare providers — such as hospitals, nursing homes and home health agencies — realize savings and efficiencies by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other vendors.

Is a GPO the same as a purchasing consortium or cooperative?

WELCOME SUPPLIERS

New to Our Process?

[Take a Tour](#) [Quick Start Guide](#)

Supplier Information

Get started today or update company profile.

[GET STARTED OR UPDATE PROFILE](#)

Portal Access

Login to gain access to the Healthtrust supplier portal below.

[SUPPLIER LOGIN](#)

Certified Credentialing

I am a professional looking to credential and gain access to a HCA facility

[LEARN MORE](#)

[Benefits of Becoming a Supplier](#)



University of Colorado

Boulder | Colorado Springs | Denver | Anschutz Medical Campus

Welcome to the new University of Colorado (CU) Supplier Portal

You can use this portal to enter and update:

- W9 information
- Address information
- Contact information
- View and respond to University solicitations

[Click here](#) to access our public sourcing site and preview solicitations.

Enter your email to Login/Create Account

English

alhargrave@globalsalesadvisors.com

Next

Email

If you need assistance with the registration process, please contact CUSupplier@cu.edu.

University of Colorado

Home Customer Portal Home

JAGGAER revised its **Service Privacy Policy** effective May 25, 2018. By closing this banner, you acknowledge that when you use our Solution, we process your personal information as described in our Service Privacy Policy.

To update your supplier record, select **Manage Registration Profile** under the Quick Links section on the right.

To view solicitations, navigate to the **Sourcing Events** section.

Customer Contact

Name	Procurement Service Center
Email	CUSupplier@cu.edu
Phone	+1 800-233-1121

Quick Links to Common Tasks

[Manage Registration Profile](#)

Sourcing Events

Show: [Go to Public Opportunities](#)

No Results

Events	Released	Open	Closed	Awarded	All
My Events	0	0	0	1	1
Public Events	0	8	302	1036	1346

[View All Events](#)

Contracts

No Results

[View All Contracts](#)

Find Invoice

Sort by:

1-8 of 8 Results

Solicitation Details

Open [University of Colorado Animal Research Feed and Bedding](#)

Seeking a single supplier for food and bedding for multiple species of research animals housed at the Anschutz Campuses.

Open 1/21/2022 9:00 AM MST Type RFP

Close 3/12/2022 5:00 PM MST Number PSC-S-1580

Contact Lois Kaiser lois.kaiser@cu.edu

Details [View as PDF](#)

Open [Federal Lobbying Services](#)

The University of Colorado is seeking proposals from qualified suppliers to retain the services of qualified Washington-based Government Affairs firms(s)

Open 1/27/2022 12:30 PM MST Type RFP

Close 2/25/2022 12:00 PM MST Number PSC-S-1589

Contact Elise Ridgway elise.ridgway@cu.edu

Details [View as PDF](#)

Open [RFI - Third Party Food Service Supplier for UCSS Cafe's](#)

The University of Colorado Colorado Springs campus is issuing a Request for Information as an invitation for interested parties who can provide services as a 3rd party food supplier to run three cafe's.

Open 12/9/2021 8:00 AM MST Type RFI

Close 2/22/2022 12:00 PM MST Number PSC-U-1559

Contact Shondel Gordon-Baum shondel.baum@cu.edu

Details [View as PDF](#)

Educational - Universities

University Part-2



ColoradoVSS

Vendor Self Service

The ColoradoVSS website allows vendors to manage their account, review and respond to solicitations. Most State agencies and many Institutions of Higher Education post solicitations for goods, services, and construction notices on the ColoradoVSS website

Registration is free. Adding commodity codes during the registration process allows vendors to receive email notifications for new solicitations. Registration instructions are found under the Links section of this page.

For more information on how to do business with the State of Colorado, please click on the ACCESSColorado link at the top of the page.

Please ensure your pop-up blockers are disabled and that you are using the latest supported version of either Microsoft Internet Explorer or Mozilla Firefox. ColoradoVSS is not supported on any mobile device. **Please note that Google Chrome and Apple Safari are not supported browsers for this website.**

In order for your bid to be processed, you will need to submit your bid before the "Closing On" deadline. If you began your bid before the closing time but submit it even one second after the 'Closing On' date and time, you will get an error message as the bidding has closed. Please plan enough time to submit your bid and contact the Buyer for any questions.

The ColoradoVSS Help Desk is available Monday through Friday from 8:00 a.m. to 5:00 p.m. MT by email: VSSHelp@state.co.us or by phone: 303-866-6464.

Announcements

Please note, the Colorado VSS Help Desk will not be available on the following dates:

Friday, December 31, 2021 - New Year's Day
Monday, January 17, 2022 - Martin Luther King, Jr. Day
Monday, February 21, 2022 - President's Day
Monday, May 30, 2022 - Memorial Day
Monday, July 4, 2022 - Independence Day
Monday, September 5, 2022 - Labor Day
Monday, October 3, 2022 - Francisco Javier Cabrini Day

Links

Click on the links below to access the ColoradoVSS Help site:

- [Instructions/Registration](#)
- [Frequently Asked Questions](#)
- [Contact Us](#)

[Contact Us](#)

User ID

Andralazar

Password

.....

Login

[Password Reset](#)

Click the Register button to register a new or existing account.

Register

Public Access

University Part-2

[Home](#) | [Help](#) | [Accessible Help](#) | [Site Map](#) | [Logout](#)

Business Opportunities

Catalog Management

Vendor Registration

Solicitations

Bulletin Board

DQ1 : 2022000451

[Summary](#) [Details](#)

Terry Hindsman

Documented Quote(DQ1)

Amended On :

Closing On : 2/7/22 10:00 AM MST

Time Left: 23:28:27

Intent Posted On:

Notice 17-30-MUS-COLLEGE OF MUSIC IMIG ADDITION-Final Settle

NCS1 : 2022000124

[Summary](#) [Details](#)

University of Colorado Boulder

Marni Wheaton

Notice of Contractor Settlement(NCS1)

Published On : 1/25/22

Open

Amended On :

Closing On : 2/7/22 2:00 PM MST

Time Left: 1 Day, 03:28:27

Intent Posted On:

CCCS Contractor Settlement for Security Upgrades, Phase 2

NCS1 : 2022000127

[Summary](#) [Details](#)

Colorado Community College System

Terry Hindsman

Notice of Contractor Settlement(NCS1)

Published On : 1/26/22

Open

Amended On :

Closing On : 2/8/22 8:00 AM MST

Time Left: 1 Day, 21:28:27

Intent Posted On:

Microscope Bid Request

DQ1 : 2022000476

[Summary](#) [Details](#)

Pueblo Community College

Edmond Iniguez

Documented Quote(DQ1)

Published On : 2/1/22

Open

Amended On : 2/3/22

Closing On : 2/8/22 2:00 PM MST

Time Left: 2 Days, 03:28:27

Intent Posted On:

Request For Qualifications for Architect/ Engineer - TSC

RFQ1 : 2022000046

Trinidad State Junior College

Penny Bueno

Published On : 1/20/22

Open

Amended On :

Closing On : 2/10/22 2:00 PM MST

<https://codpa-vss.cloud.cgifederal.com/webapp/PRDVSS2X1/AltSelfService>

Corporate Certifying Orgs

[Turner School for Construction Management Flyer](#)

Bid Opportunities



Click Here for
Current Opportunities

CERTIFIED
MBE EYES
ONLY

LGBT-Owned Business Enterprise Certification

NGLCC helps Certified LGBT Business Enterprises (Certified LGBTBEs) companies move their businesses along the certification continuum toward those relationships that could offer them the opportunity of a lifetime.



If you have questions, check out our [Frequently Asked Questions](#) page
or contact the NGLCC Certification Team directly at supplierdiversity@nglcc.org.



WBENC

< Programs

Procurement Opportunities

WBENC provides opportunities for WBEs to meet with WBENC Corporate Members in various virtual events.

[Program Details](#) | [Why Participate](#) | [How to Participate](#)

Connecting Women-Owned Business with Corporate & Government Supply Chains

WBENC is dedicated to providing access to procurement opportunities between WBENC-Certified WBEs and WBENC Corporate Members through a variety of programs.

PROGRAM DATES

TBD

LOCATION

TBD


The NVBDC is the nation's leading third party authority for certification of veteran owned businesses of all sizes and the corporations wanting to engage them.
KEITH KING - FOUNDER AND CEO

HOME ABOUT CERTIFICATION CORPORATE MEMBERSHIP BLOG MVO TASK FORCE 888 CERTIFIED

FIND OUT HOW THE NVBDC CERTIFICATION IS CHANGING HOW AMERICAN BUSINESSES PERCEIVE VETERAN-OWNED COMPANIES.

[Get Certified](#) [Corporate Membership](#)

GOAL:

A black chess knight piece is positioned on a chessboard, which is the background of the slide. The knight is a horse's head and neck, facing right. The chessboard has a checkered pattern of light and dark squares. The lighting is soft, creating a slight shadow of the knight on the board.

Only play a game you
know you will win.

Thank you for watching



Contact Information



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