

## 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 RMMSDC
- 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

0

Internal to Corporation

Federal Subcontracting

0

SBLO's IDIQ/GWACs

S.L.E.D Division

0

Local Certification Requirements International Division

0

Country Requirements

## Why do I want to register?



#### Prepared For:

{{recipient\_company\_name}} {{recipient\_full\_name}} {{recipient\_email}}

#### From:

{{sender\_company\_name}} {{sender full name}}









Who Has Supplier Portals?

## **Corporate Supplier Portals**



#### **CATERPILLAR**

#### SUPPLIER CONNECT

Welcome undefined! 2/3/2022

**Request New CWS Account** 

**Supplier Development College** 

Search Supplier Connect 🎾

**Becoming a Caterpillar Supplier** 

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 onboarding 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



#### CATERPILLAR

#### SUPPLIER CONNECT

Welcome undefined! 2/3/2022

Request New CWS Account

**Supplier Development College** 

**Becoming a Caterpillar Supplier** 

Search Supplier Connect 🔑

Search CLUES

upplier 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 *
Supplier
Affiliation Code *
013
Supplier Code *
This field is required
First Name *
Middle Name
Last Name *
Email Address *
Confirm Email Address *
Job Role *

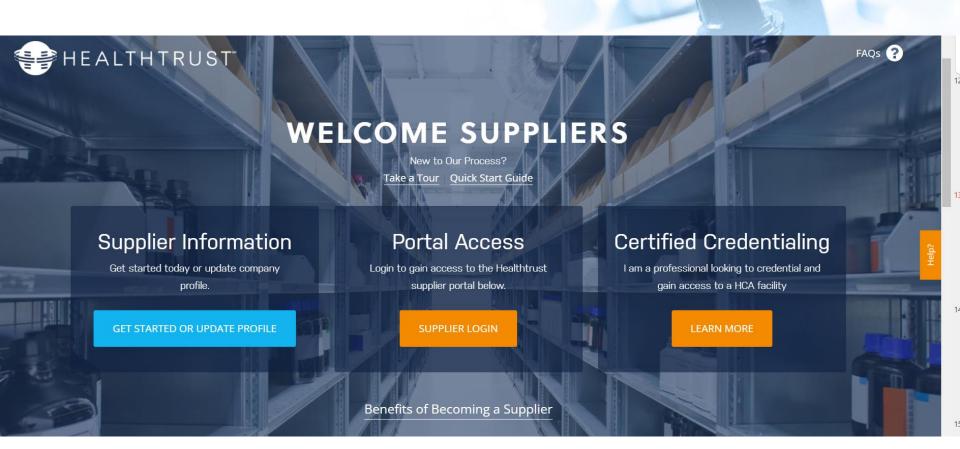
## **Group Purchasing Portals**

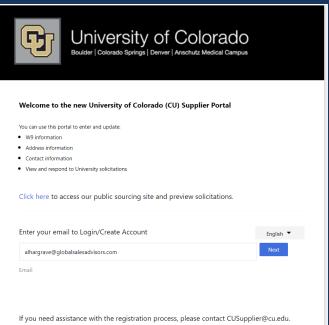
## What is a GPO?

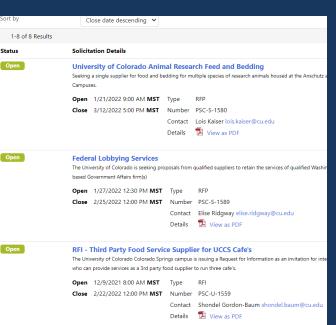
A group purchasing organization (GPO) is an entity that helps healthcare providers — such as hospitals, nursing homes and home health agencies — realize savings and efficiencies by aggregating purchasing volume and using that leverage to negotiate discounts with manufacturers, distributors and other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

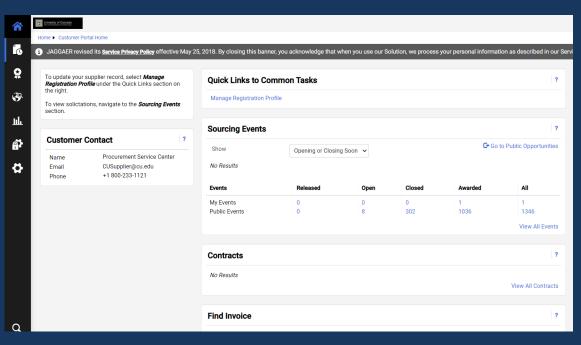
Is a GPO the same as a purchasing consortium or cooperative?

## GPO









## 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: <a href="https://www.ws.ncbi.nlm.ncb

#### User ID

Andralazar

**Password** 

•••••

Login

**Password Reset** 

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

Register

Public Access

#### **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

#### Links

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

- Instructions/Registration
- Frequently Asked Questions
- Contact Us

Contact Us

## **University Part-2**

Home | Help | Accessible Help | Site Map | Logout



Home   Heip   Accessible Heip   Site Map   Logout					
Business Opportunities Catalog Management Vendor Registration					
Solicitations	Bulletin Board				
DQ1: 2022000451  Summary Details		Terry Hindsman	Amended On: Closing On: 2/7/22 10:00 AM MST		
		Documented Quote(DQ1)	Time Left: 23:28:27 Intent Posted On:		
Notice 17-30-MUS-COLLEGE NCS1: 2022000124	E OF MUSIC IMIG ADDITION-Final Settle	University of Colorado Boulder Marni Wheaton	Published On: 1/25/22 Amended On: Closing On: 2/7/22 2:00 PM MST	Open	
Summary Details		Notice of Contractor Settlement(NCS1)	Time Left: 1 Day, 03:28:27 Intent Posted On:		
CCCS Contractor Settlement for S  NCS1: 2022000127  Summary Details	for Security Upgrades, Phase 2	Colorado Community College System Terry Hindsman	Published On: 1/26/22  Amended On:  Closing On: 2/8/22 8:00 AM MST	Open	
		Notice of Contractor Settlement(NCS1)	Time Left: 1 Day, 21:28:27 Intent Posted On:		
Microscope Bid Request  DQ1: 2022000476  Summary Details		Pueblo Community College Edmond Iniguez	Published On: 2/1/22  Amended On: 2/3/22  Closing On: 2/8/22 2:00 PM MST	Open	
		Documented Quote(DQ1)	Time Left: 2 Days, 03:28:27 Intent Posted On:		
Request For Qualifications for Arc	chitect/ Engineer - TSC	Trinidad State Junior College Penny Bueno	Published On: 1/20/22 Amended On: Closing On: 2/10/22 2:00 PM MST	Open	

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

## Corporate Certifying Orgs

Home About Us v Corporate Members v Minority Business Enterprise v Programs/Events

**ONLY** 

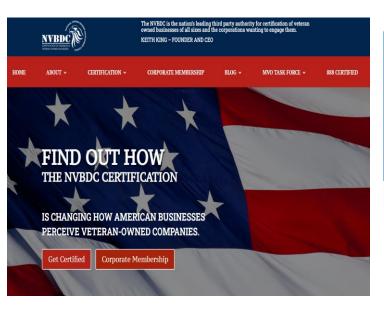




TBD

TBD

LOCATION



Click Here for

**Current 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.

# Only play a game you know you will win.

## Thank you for watching



## **Contact Information**



## Andra L. Hargrave (Andre)

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