



# UNITECH COMPOSITES

A Unitech Aerospace Company

## UCI Supplier Diversity Initiative

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Sr. Buyer/Supplier Diversity Coordinator 6/2018



# Unitech Composites Supplier Diversity Initiative (UCSDI)

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## ▶ Unitech Composites Supplier Diversity Initiative

- ▶ Unitech Composites has procurement contract opportunities available for Small Business's (SBA), Minority Business Enterprises (MBEs), Women Business Enterprises (WBEs) and more.

## ▶ Supplier Diversity Mission Statement

- ▶ As a corporate leader, Unitech Composites' policy fosters the productivity and economic growth of small, disabled, minority-owned, and veteran businesses. Through outreach efforts, Unitech Composites provides fair and equal procurement opportunities for all capable, competitive suppliers and vendors. By engaging supplier diversity as a value-added strategy, Unitech Composites expands business and obtains quality products and services while ensuring that our suppliers adequately reflect our employee and customer base.
- ▶ Because Unitech Composites utilizes lean manufacturing, we are always interested in meeting and working with responsive suppliers who can provide Unitech Composites with the highest quality components at the most competitive pricing.
- ▶ As a profitable company and contract manufacturer in the aerospace industry, Unitech Composites shares this success with our vendors by promoting and maintaining mutually beneficial relationships throughout our supply chain.

## ▶ Supplier Diversity Policy

- ▶ It is Unitech Composites policy to place a proportion of our total purchases of goods and services with Small Disadvantaged business concerns, Woman Owned Small Business concerns, Veteran Owned small business concerns, and Service Disabled Veteran Owned small business concerns and other such suppliers.
- ▶ In dealing with both established and potential suppliers, Small Disadvantaged business concerns, Woman Owned Small Business concerns, Veteran Owned small business concerns, and Service Disabled Veteran Owned small business concerns and other such suppliers shall be afforded an equitable opportunity to compete for all contracts that are within their capabilities to perform.
- ▶ Guidelines established under our negotiated contracts, including our Purchasing Policies and Procedures, are necessary to ensure full compliance with public laws 95-507, 99-661 and 100-656 which relate to Small and Small Disadvantaged business concerns, and P.L. 101-144, P.L. 101-510, P.L. 105-35, P.L. 106-554, P.L. 106-50, and P.L. 108-183. and 80 FR 68795



## Diverse Supplier Sources (DSS)

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- ▶ **Small Business Administration (SBA).**
  - ▶ <https://www.sba.gov/>
  - ▶ **SBA Size Standards (NAIC)**
    - ▶ <https://www.sba.gov/federal-contracting/contracting-guide/size-standards>
- ▶ **National Minority Supplier Development Council (NMSDC)**
  - ▶ <http://www.nmsdc.org/>
- ▶ **Women Business Enterprise National Council (WBENC)**
  - ▶ <http://www.wbenc.org/>
  - ▶ <https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>
- ▶ **Service-Disabled Veterans/Veteran-Owned Small Business (SDVOSB/VOSB)**
  - ▶ <https://www.va.gov/osdbu/>
  - ▶ <https://www.sba.gov/business-guide/grow-your-business/veteran-owned-businesses>
  - ▶ <https://www.sba.gov/federal-contracting/contracting-assistance-programs/service-disabled-veteran-owned-small-businesses-program>
- ▶ **Native Indian Enterprise Development (NCAIED)**
  - ▶ <http://ncaied.org/>
- ▶ **Lesbian Gay Bisexual Transgender (LGBT)**
  - ▶ <https://www.nglcc.org/>
  - ▶ <https://www.sba.gov/business-guide/grow-your-business/lgbt-owned-businesses>
- ▶ **Historically Underutilized Business Zone (HUBZone)**
  - ▶ <https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>



## UCI Doing business with UCI for Diverse Suppliers

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- ▶ **Phase 1 (Visit the UCI Website)**
  - ▶ **Locate the Supplier Diversity Link**
  - ▶ **Unitech Composites Incorporated (UCI)**
- ▶ **Phase 2 Procurement Process & Diverse Supplier List**
  - ▶ Understand UCI's procurement process
  - ▶ Being added to Diverse Supplier List (DSL)
- ▶ **Phase 3 Determine your Value Proposition at UCI**
  - ▶ What cost effective, technical, customer service, creative...advantage can you offer UCI
- ▶ **Phase 4 Contact UCI to Register**
  - ▶ Contact Supplier Diversity Lead to be added to DSL
    - ▶ Shall be a certified by a recognized organization as Diverse Supplier



## Doing Business with UCI

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### ▶ Competitive Pricing

- ▶ Suppliers must offer prices for their products and services, which are competitive within the industry. UCI expects pricing and any discounts to be equal to, or better than, that given to any other customers with a comparable volume of business

### ▶ Cost Reductions

- ▶ UCI sees all our supplier as partners and expect them to offer cost reductions where possible.

### ▶ Delivery Schedules

- ▶ it is critical that suppliers make on time delivery to UCI location.

### ▶ Established Business

- ▶ Potential suppliers should be in business for at least one year.

### ▶ Quality Program

- ▶ is dedicated to conducting its business based on meeting our or exceeding all customer expectations by practicing the highest established quality standards used in our industry. It is UCI's policy to constantly strive for total customer satisfaction, world-class quality product and services, that delivers the best possible value to our customers with continual innovation and improvement of all our internal and external processes, procedures and services.



## Diverse Supplier Enterprise (DBE) Definitions

- ▶ **Minority Business Enterprise (MBE)**
  - ▶ Ownership by minority individuals means the business is at least 51% owned by such individuals or, in the case of a publicly-owned business, at least 51% of the stock is owned by one or more such individuals i.e. the management and daily operations are controlled by those minority group members.
- ▶ **Woman Business Enterprise (WBE)**
  - ▶ a business or businesses owned by a woman or a group of women; or the establishment, maintenance, or development of a business or businesses by a woman or a group of women.”
- ▶ **Veteran-Owned Small Business (VOSB)**
  - ▶ is a company level diversity registration. The Department of Defense issued DD214 should be used as proof of an individual's service in the military. Generally this certification is non-industry specific but requires that the company is at least 51% owned, operated and controlled by a veteran.
- ▶ **Indian American Business Enterprise (IABE)**
  - ▶ a tribally owned business (concern) means any business (concern) that is at least 51% owned by an Indian tribe.
  - ▶ An Indian tribe is any Indian tribe, band, nation or other organized group or community of Indians, including any ANC, which is recognized as eligible for the special programs and services provided by the United States to Indians because of their status as Indians or is recognized as such by the State in which the tribe, band, nation or community resides.
- ▶ **Lesbian Gay Bisexual Transgender Business Enterprise (LGBT)**
  - ▶ Majority (at least 51%) owned, operated, managed, and controlled by an LGBT person or persons who are either U.S. citizens or lawful permanent residents
  - ▶ Exercises independence from any non-LGBT business enterprise
  - ▶ Has its principal place of business (headquarters) in the United States
  - ▶ Has been formed as a legal entity in the United States
- ▶ **Historically Underutilized Business Zone (HUBZone)**
  - ▶ be a small business by SBA standards.
  - ▶ be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe.
  - ▶ have its principal office located within a “Historically Underutilized Business Zone,” which includes lands considered “Indian Country” and military facilities closed by the Base Realignment and Closure Act.
  - ▶ have at least 35% of its employees residing in a HUBZone
- ▶ **Small Business Enterprise (SBE)**
  - ▶ At the federal level to qualify as a small business you must be US owned and operated, for profit, and meet the size standards set by the Small Business Administration for the particular North American Industrial Classification System (NAICS) code for your industry.



## Supplier Diversity Contact Information

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