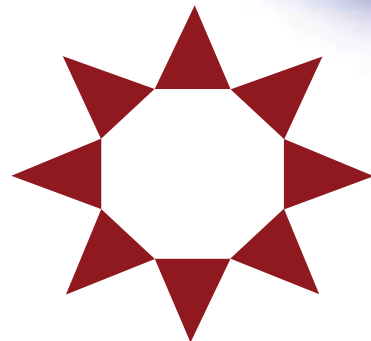




Supplier Diversity Europe

Creating an environment where under-represented small and medium sized enterprises have the free and fair opportunity to compete for contracts



WWW.
supplierdiversityeurope.eu

Leading the way... ...2nd Supplier Diversity Day

Supplier Diversity Europe's 2nd Supplier Diversity Day took place on Wednesday 28th November at Citi, Canary Wharf in London.

Photos to Joanne O'Brien



Over 140 people attended, including representatives of:

- 32 diverse-owned and managed, small and medium enterprises (SMEs)
- 15 corporations who are members of Supplier Diversity Europe
- 5 large, 1st tier suppliers to corporations who are members of Supplier Diversity Europe
- Partner supplier relationship organisations: Supply London, African Caribbean Business Network, Canary Wharf Local Business Liaison Office and Engage Magazine

Gerard Voogt. Chair of Supplier Diversity and Citi's Regional Procurement Director, welcomed delegates.

Jasminder Kaur Love. entrepreneur and CEO of Agency of Excellence, shared the invaluable lessons she has learnt in winning large contracts and delivering award-winning services to a household-name corporation.





In the informal networking area, against the stunning and inspiring skyline of London, constructive and animated discussion took place throughout the day.

The SMEs present were invited because the goods and services they provide appear to match sectors in which corporate members currently buy or are likely to buy in the future.

From their profiles, websites and recommendations received from partners, these SMEs also appear to meet the high standards of quality and service demanded by corporate buyers.

Representatives of 11 of the SMEs took the time to attend a pre-event workshop on 21st November 2007, organised by Supply London, on how best to pitch and present to buyers.

Pre-event briefings also took place, by phone, with all corporate members present.



Pre-scheduled one-to-one meetings took place between SMEs, corporate buyers and 1st tier suppliers to those corporations.

Each SME had their own booth in which they hosted meetings and promoted their companies.



Supplier Diversity Europe is now tracking the progress of all contacts made between SMEs and corporate members at 2nd Supplier Diversity Day. We also continue to monitor the impact of 1st Supplier Diversity Day, which took place at Goldman Sachs International on June 12th 2007.



Supplier Diversity Europe in 2008

Through 2008, Supplier Diversity Europe will be providing a not-for-profit advisory service to its corporate members in the UK. This will create and grow sustainable supplier diversity programmes through internal capacity-building, work with primary contractors and the development of relationships between members potential under-represented suppliers from under-represented groups.

Activity includes the hosting of regular meetings and events with smaller, diverse, potential suppliers in London, Midlands and the East of England.

Any potential supplier interested in attending such meetings should register their details in the Supplier Diversity Europe Database at www.supplierdiversityeurope.eu

Supplier Diversity Europe thank all those small and medium enterprises who have already posted profiles; these profiles are reviewed regularly and matched against new member opportunities and requirements.

Sectors where business opportunities are anticipated to arise include:

- Human resources; temporary agency staff, permanent recruitment, training
- Corporate gifts
- Workwear and protective clothing
- Facilities management; contract cleaning, office design and fit-out, general construction, MEP maintenance
- Ground transportation and courier services
- Office supplies
- Catering and event management
- Marketing and print

Participation in all Supplier Diversity Europe activity is free to small and medium enterprises.

To find out more about Supplier Diversity Europe, or to register your business, log on to www.supplierdiversityeurope.eu