

New York State's Technology Sector
MWBE Infielder
Leveling the Playing Field in the Tech Sector



Cisco's Diversity Inclusion Program Creates Subcontracting Opportunities

Historically in the United States, small and diverse businesses have been underutilized as suppliers by large corporations. New York State recognized this fact and developed aggressive strategies to help level the playing field, particularly in the information technology industry. More than 25 global IT companies agreed to collaborate with New York State to increase supplier diversity for in state IT procurements.

One firm, Cisco, has become a key partner with New York State by directing its already robust Global Supplier Diversity Business Development (GSDBD) Program to help New York State achieve its goals.

More than 14 years ago Cisco created its GSDBD program to enhance its competitive advantage by strengthening relationships with partners and customers. Many of their customers are significant suppliers to the federal and state governments, and they are contractually required to procure a proportion of their goods and services from diverse suppliers. By developing their own network of diverse suppliers, they can help New York meet procurement targets.

Ken Gaines, Vice President for Cisco's Public Sector Segment for State and Local Government and Education, said, "A policy of



Cisco Public Sector Upstate NY Region Manager, Mark Culotti (center) attended the Buffalo MWBE Jumpstart event to partner with New York State and promote Cisco's Supplier Diversity Business Development Program (SDBD). He is pictured with Dr. Melodie Mayberry-Stewart, Assemblywoman Crystal Peoples-Stokes, Buffalo Mayor Byron Brown, and Michael Jones-Bey.

nesses, like Cisco, creates a greater opportunity for all businesses to participate in subcontracting opportunities. We are pleased to extend our supplier diversity program to New York State to positively impact New York's procurements and technology enterprise."

The Cisco GSDBD team identifies potential suppliers and facilitates relationships between them and Cisco representatives who can use their products and services. In addition, Cisco supports a variety of initiatives to promote minority and women-owned businesses like the National Minority Supplier Development Coun-

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Upcoming Events

Introduction to Quickbooks

April 20, 8:30 am - 12:00 pm,

Contact:

sbdc@niagaracc.suny.edu

Learn how to create your own company, track and manage sales and expenditures; analyze financial data, reports and graphs.

Local Government Programs Can Help Increase Your Profits

April 21, 9:30 am - 10:30 am,

Contact:

716.278.8760

This workshop will outline resources and programs available to current or prospective Niagara County businesses.

Mastering Quickbooks

April 22, 8:30 am - 12:00 pm

Contact:

sbdc@niagaracc.suny.edu

This program will cover pass-through expenses, payroll, inventory, sales tax, estimates, adjustments and year-end procedures.

Friendly Reminder: Vendor Reports Due to CIO/OFT Contracts and Procurement Office

During 2009, businesses with CIO/OFT contracts of \$25K or more committed, in their MWBE Utilization Plans, to spend 8.3% of their annual revenue received from CIO/OFT on MWBEs.

Thirty days after a contract is awarded, **monthly** MWBE Contractor Compliance Reports are due on the **10th** of each month for the preceding month. This report shows actual dollar amount paid to MWBE firms in support of the state contract or overall company operations. A report should be submitted for each MWBE listed in your initial MWBE Utilization Plan, in addition to any new MWBE firms your organization has partnered with since your original submission. Receipt of these reports are **critical** to both CIO/OFT and your company to track progress in reaching our 15% MBE and 5% WBE utilization goals set forth in your contract.

In addition, **quarterly** Equal Employment Opportunity (EEO)

Work Force Employment Utilization/Compliance Reports are due on the **15th** day of January, April, June, and October. If the quarterly reports are not submitted on time, it may impact payment of invoices. If no changes have been made since approval of an original EEO Staffing Plan, a written statement of no change or a copy of the previous report can be submitted with the date and reporting period updated.

PLEASE NOTE: Timely submission of these compliance reports are required under the terms of your vendor contracts. If reports are not submitted on time there may be a delay of payment, a finding of non-compliance, and/or termination of the contract.

To expedite receipt of monthly and quarterly compliance reports by the deadline, please send electronic copies to mwbe@cio.ny.gov.

MWBE Success Stories

Cisco's Diversity Inclusion Program *(continued from page 1)*



Ken Gaines, Cisco Vice President of State and Local Government and Education

cil which has 37 regional councils throughout the US and is based in New York. Internally, the Cisco GSDBD team conducts supplier diversity training throughout Cisco's business units on an ongoing basis. Externally, Cisco holds quarterly "How To Do Business with Cisco" seminars, which are conducted at Small Business Administration (SBA) centers in San Jose, Oakland, and San Francisco, California.

Mr. Gaines said, "Cisco is committed to maintaining a quality and substantive Supplier Diversity Program and has steadily increased efforts to accelerate program growth. Cisco ranks as one of the top 50 U.S. companies providing

multicultural business opportunities, based on feedback received from more than 350,000 women- and minority-owned businesses. We are very proud of our record in championing supplier diversity and salute New York for making supplier diversity a priority."

Volitus Technologies Finds Outstanding Opportunities at MWBE Jumpstart Events

"The Technology Sector MWBE Jumpstart events were trend-setters," says Mahesh Harvu of Volitus Technologies, "CIO/OFT's innovative approach akin to 'speed dating' at the Buffalo MWBE Jumpstart event, with the prime vendors meeting with the MWBEs, was outstanding." Mr. Harvu explained that through this interaction, Volitus was given focused attention by potential prime partners. Another valuable aspect of attending this event was the interaction with peer MWBEs, which promotes peer networking for a level playing field. "These events provide opportunities many of us would never otherwise have."

Mr. Harvu is also thinking about the future, "We are looking forward to the IT partnership with TAPFIN/CIO-OFT to get into action, so we can provide quality services as part of the MWBE subcontractor network."



Mahesh Harvu, Vice-President of Volitus Technologies



SAVE THE DATE

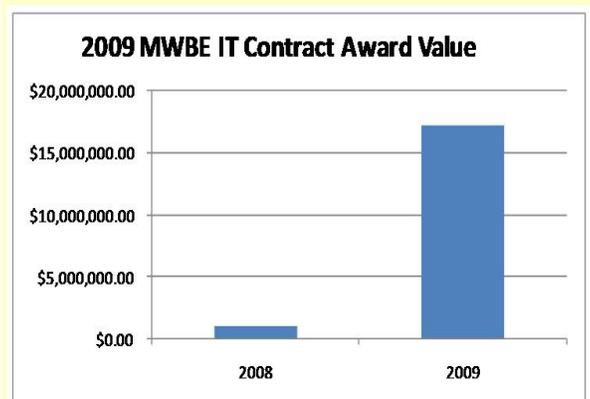
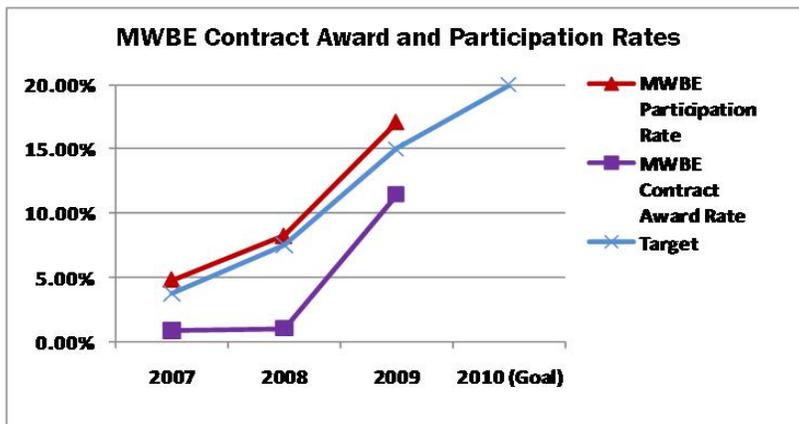
U.S. Small Business Administration's 2010 ALBANY MATCHMAKER & EXPO

When: Tuesday, September 14, 2010
Where: Albany Marriott Hotel, Albany, New York

The 2010 Albany Matchmaker & Expo is an opportunity for face-to-face meetings between business owners and representatives from federal, state and local agencies, colleges, and the nation's largest corporations to discuss potential contracting opportunities. For more information on the 2010 Albany Matchmaker & Expo, including last year's participating agencies and prime contractors: <http://www.sba.gov/ny/syracuse>

— Extensive exhibit area — Free shuttle from Albany Int'l Airport — Free onsite parking available

CIO/OFT MWBE Performance Progress: (As of Jan. 31, 2010)



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