



# Supplier Diversity: Supplier Advantage

## Participate Global Outreach

### Business Development

**Global Supplier Diversity Business Development** (GSDBD) is a Corporate Member of many domestic and international organizations such as:

#### NMSDC

National Minority Supplier Diversity Council

#### NMSDC Global-Link

NMSDC International programs (Canada, United Kingdom, China, South Africa, Australia)

#### WBENC

Women's Business Enterprise National Council

#### WEConnect International

Promotes international certification for Women Owned businesses (Canada, United Kingdom, China, India)

**Conferences/Tradeshows:** GSDBD participates in annual events such as NMSDC, WBENC, etc.

#### Global Outreach

United States, Canada, United Kingdom, China, South Africa, Brazil, India, Australia, Russia and Mexico

#### Business Mission Participation

Australia, China, United Kingdom, South Africa

## Collaborate Empower Suppliers

### Supplier Diversity

**Business Classifications:**

- Large Business Enterprise
- Small Business Enterprise
- Government or Non-Profit
- Foreign-Owned Business Enterprise

#### US Representation:

- Minority-Owned Business
- Women-Owned Business
- Women-Owned Small Business
- Veteran Owned Business
- Service-Disabled-Veteran-Owned Business
- Disabled-Veteran-Owned Business
- Small Disadvantaged Business
- Hub Zone Small Business

### Supplier Development

#### The Executive Mentor Protégé Program (EMP<sup>2</sup>)

This program includes Cisco's executives that mentor CEOs of diverse businesses about Cisco's expectations, business strategy, and potential opportunities for increased spend.

#### UCLA MDE Program

This four-day program offers entrepreneurs a premiere educational opportunity to develop essential skills needed to increase their business's productivity and profitability in the marketplace.

#### Supplier Mentoring Program

This program includes Cisco's Supplier Diversity Team to mentor select certified Cisco diverse suppliers, enabling collaboration with business functions to increase partnerships, education, and spend opportunities.

#### How to do Business with Cisco

To learn more, attend a quarterly workshop at the SBA Center in San Jose and San Francisco, California.

## Accelerate Supplier Opportunities

### Customer Programs

#### Global Supplier Diversity Business Development Program @ CiscoLive! Networkers

This global program invites diverse minority value-added resellers (VARs) and indirect suppliers to an exclusive one-day event at Cisco Live!

#### Supplier Meetings

These meetings connect VARs and diversity suppliers for private face-to-face meetings with representatives of qualified organizations and businesses to discuss potential opportunities.

#### Corporate Supplier Diversity Mentoring

This mentoring program is designed to share best practices with corporate customers to help them build their supplier diversity program.

### Supplier Programs

#### Cisco Select Certification

Focuses on small and medium-sized business customers with fewer than 250 employees.

#### Cisco Certified Refurbishing

Cisco's Program that resells remanufactured equipment.

#### Diverse Specialty Distributor

Focuses on a channel distribution solution to create a diverse specialty distributor to include diversity in the supply chain and to meet customer requirements.

#### Make Mine a Million \$ Business

For women-owned businesses. Cisco is the first technology sponsor for the Make Mine a Million \$ Business program, a national initiative dedicated to helping women entrepreneurs grow their businesses.

### Supplier Advantage

#### Matchmaking Sessions

At conferences and events, these meetings connect VARs and diversity suppliers for private face-to-face meetings with representatives of qualified organizations and businesses to discuss potential opportunities.

#### GSDBD Business Expo

A "targeted" business expo providing multiple spend owners within the business unit with the opportunity to meet diverse suppliers.

#### GSDBD Quarterly Newsletters

Provides updates on new programs, events, and more!

### Contact Us

**Supplier Diversity**  
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