

333 YEARS TO PARITY!

YEARS

~~15~~

MONTHS

00

WEEKS

00

DAYS

00

HOURS

00

THE CASE FOR CHANGING SUPPLIER DIVERSITY AS WE KNOW IT

SD Team/CPO Strategy Session by 5/25

START

*“What should we/
start doing?”*

List ideas/items:

- Things that are not being done, but should be done
- Things to begin doing to get better results
- Things worth trying or experimenting for better results

STOP

*“What should we/
stop doing?”*

List ideas/items:

- Things that are not working or helping
- Things that impede or are not practical
- Not delivering desired results
- We or others dislike

CONTINUE

*“What should we/
continue doing?”*

List ideas/items:

- Things that are working well
- Things that we want to keep
- Worth continuing to see if they're worthwhile
- We like or need

Achieving 15 Years to Economic Parity



Start		Stop		Continue	
What should our company start doing?		What should our company stop doing?		What should our company continue doing?	
<u>TASKS</u>	<u>MEASURABLE IMPACT</u> (quantifiable)	<u>TASKS</u>	<u>MEASUREABLE IMPACT</u> (quantifiable)	<u>TASKS</u>	<u>MEASUREABLE IMPACT</u> (quantifiable)
Ex. I. Start creating plans for 1% year over year growth metric for minority firms.	Ex. I. Internal – Growth = 1%+; External – Reducing wealth gap to 15 years.	Ex. I. Stop depicting growth as a nice-to-have metric; make it clear that it is the most important metric.	Ex. I. 1% Year over year growth we can work with MMSDC to tout publicly.	Ex. I. CPO Monthly Metrics dashboard that includes SD growth and buyer recognition	Ex. I. 1% Year over year growth and progress in each KPI. Note: We improve what we measure so establishing SD as a genuine priority from the C-Suite is critical to achieving.



ASANTE! GRACIAS! THANK YOU!
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