

CARGILL'S SUPPLIER DIVERSITY SUCCESS

STRATEGY MAKES US STRONGER

BY SUSAN H. BURNELL

The business reasons are clear: A diverse supplier base can increase efficiency through innovation, technology and lower-cost sourcing. Cargill taps the power of diversity with a strategy designed to attract new suppliers, match them with sourcing specialists and connect them with current and future contract opportunities.

"We seek diverse suppliers who provide competitive pricing, quality products or services and technical support for our businesses," says Julian Chase, Cargill's Chief Procurement Officer, who calls supplier diversity a strategic business imperative. "We want our supplier base to reflect the communities in which our employees and customers live and work."

"Diversity in our supply chain not only provides distinctive value to our customers, it also helps us foster economic growth in the communities we serve," adds John Taylor, Director of Supplier Diversity, Cargill Strategic Sourcing.

Cargill—the international producer and marketer of food, agricultural, financial and industrial products and services—now works with more than 4,000 diverse suppliers. In the U.S., the company has increased its commitment to purchase from diverse small business enterprises, including those certified as minority-owned or women-owned, historically underutilized and veteran-owned businesses.

Cargill's supplier diversity program is now embedded within the Strategic Sourcing department, a move that aligns it even more closely with its sourcing



John Taylor, Director of Supplier Diversity, Cargill Strategic Sourcing

goals. The company's supplier diversity goal is 9% year-over-year growth, Taylor reports.

Face-to-Face Matchmaking Is Essential

One way Cargill connects prospective suppliers with opportunities is through its Supplier Diversity Symposium in Minneapolis, which it runs in partnership with local supplier development organizations. Among the presenters at the most recent symposium were entrepreneur and author Julia Hubbel, President of The Hubbel Group; Julian Chase; and Roger Larsh, the company's North America Strategic Sourcing Leader. Topics included qualifying as a diverse supplier, access to financing, networking, leadership development resources and how to do business with Cargill.

Concurrent matchmaking sessions gave more than 240 registered diverse

suppliers direct access to Cargill sourcing specialists. "We've found this is probably the best way for suppliers to understand the scope of opportunities that may exist for them within our 70 business units worldwide," says Taylor.

The company intends to use the same model in other locations with the assistance of the National Minority Supplier Development Council (NMSDC), the Women's Business Enterprise National Council (WBENC) and the Women's Business Development Council (WBDC).

Web Portal Links Suppliers With Opportunities

Cargill's diverse supplier program has its own designated web portal. "The registration portal engages potential and current suppliers," says Taylor. "It's a place for them to post their diversity certification documents and company capabilities. That information can then be electronically accessed by Cargill sourcing specialists anywhere." The system also can alert suppliers when their certification is about to expire or when contracts are due to be renewed. ■

Visit www.cargill.com to discover potential opportunities in the categories of corporate materials and services, plant materials and services, chemicals, ingredients and packaging.





Together, we can change the face of food

Turn your experiences into opportunities.

At Cargill, we believe individuals with diverse perspectives and backgrounds can make our company smarter, more competitive and better prepared to meet the needs of the future. That's why we encourage **diversity** in our **employees** and our **suppliers**. Consider adding your talents to the mix, and help us change the face of food.

Learn more at Cargill.com/careers or Cargillsupplierdiversity.com