



# Distributor Alliance Program Overview for Florida Diversity Working Group

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Julie Holmes, Grainger, Sr. Channel Business Manager

Kevin Sandt, Grainger, Sr. Government Sales Manager

# Members of the Distributor Alliance Program **GRAINGER** FOR THE ONES WHO GET IT DONE

<https://vimeo.com/user18410950/review/151560433/68f4111194>



**MEMBERS OF**

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**THE DISTRIBUTOR ALLIANCE**

# Distributor Alliance Mission

## Distributor Alliance Mission:

Provide Grainger customers with a solution to meet their **socio-economic goals or mandates** through the use of certified diverse resellers.

## Distributor Alliance members

1. **Under contract as resellers**, providing an independent resale of MRO products purchased from Grainger.
2. Perform own customer service activities.



# How the Program Works

## DA PROGRAM MECHANICS

### Distributor Alliance (DA) – Tier 1

- An efficient procurement solution for Grainger customers with diversity spending goals
- Solves customer needs when they need to purchase products **sold** by a Diverse Business



**Red** = DBE manages; **Blue** = Grainger manages

# Types Distributor Alliance Companies

- Distributor Alliance members are:
  - Woman Owned
  - Minority Owned
  - Veteran Owned
  - Service Disabled Veteran Owned
  - Small
  - HUBZone
  - 8(a)
  - Native American



# Our Diverse Small Businesses are also **GRAINGER** FOR THE ONES WHO GET IT DONE

- Manufacturers
- Office Supply Distributors
- Janitorial Service Providers
- Contractors
- Hardware Stores



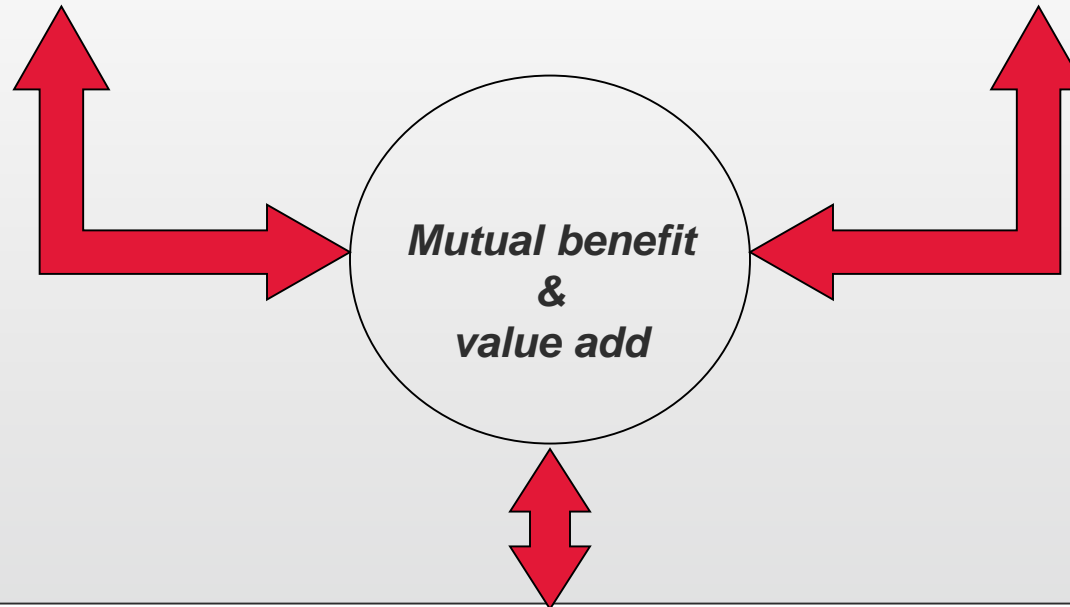
# Benefits of Grainger's DA Program

## Customer

- Supports Florida/Department of Management Services DBE Goals - sales contribute to **spend goals**
- Saves time / money by **consolidating spend**
- Provides a **reliable supply chain**

## Grainger

- Promotes **social responsibility**
- Provides solutions that **enhance customer coverage/reach**
- **Differentiates** Grainger



## SDBE Partner

- Provides access to **Grainger's product portfolio**
- Provides solutions that **enhance customer coverage**
- **Supports the development of small, diverse businesses**
- Provides a **reliable supply chain**

NOTE: Agencies have the option to purchase MRO products direct from Grainger or from certified DBEs

# Grainger DA Program Development

## Grainger's Distributor Alliance Network



 Pushpins  
 Distributor Alliance Members

- ❑ **65+ partners** with 36 serving primarily state/local customers
- ❑ **3rd Party Certifications** (MBE, WBE, SDVOSB, VOSB, 8(a), HUBZone, SDB etc.)
- ❑ Increased focus on strong partners with **ecommerce** and service capabilities
- ❑ Mentor-protégé - Quarterly **business reviews** with an emphasis on strategic plans and developing the small business
- ❑ Product **training** and sales strategy guidance



# Florida's Current and Desired State

## Current State



### Northgate Limited

- Northgate's Success Factors
  - Northgate respectable business partner to DOC
  - Owner had key relationships with DOC
  - Seller/Owner/DOC relationship

## Desired State

1. Northgate Limited
2. XXX
3. XXX

# Diversity in Procurement - Dept. of Corrections

## Minority Business Enterprises Utilization Plan - June



Florida Department of Corrections  
Julie L. Jones, Secretary

Home Institutions Community Corrections Re-Entry Explore DC Offender Search Performance Dashboard Strategic Plan Inmate Mortality



### TOP 10 CERTIFIED MBE VENDORS June 2016

Rank	Amount	Vendor	Description
1	\$462,001	Northgate Limited, Inc.	(M) American Woman
2	\$362,112	Non-Secure Programs, Inc.	(M) American Woman
3	\$141,897	Plexi Chemie dba Industrial Flooring	(M) American Woman
4	\$133,253	L.V. Hiers Inc.	(M) American Woman
5	\$103,320	Designs, Furnishing & Equipment	(W) Veteran
6	\$89,320	Advanced Systems Design, Inc.	(K) Native American
7	\$72,660	Integrated Facility Systems, Inc.	(M) American Woman
8	\$33,165	Sun Surgical Supply	(M) American Woman
9	\$30,967	Veterans4You, LLC	(W) Veteran
10	\$27,335	Gulf Ice Systems, Inc.	(M) American Woman

# Diversity in Procurement - Dept. of Corrections

## Minority Business Enterprises Utilization Plan - April



**Florida Department of Corrections**  
Julie L. Jones, Secretary

[Home](#) [Institutions](#) [Community Corrections](#) [Re-Entry](#) [Explore DC](#) [Offender Search](#) [Performance Dashboard](#) [Strategic Plan](#) [Inmate Mortality](#)



### TOP 10 CERTIFIED MBE VENDORS April 2016

Rank	Amount	Vendor	Description
1	\$379,769	<a href="#">Non-Secure Programs, Inc.</a>	(M) American Woman
2	\$294,849	<a href="#">Northgate Limited, Inc.</a>	(M) American Woman
3	\$57,795	<a href="#">Advanced Systems Design, Inc.</a>	(K) Native American
4	\$38,912	<a href="#">L. V. Hiers, Inc.</a>	(M) American Woman
5	\$32,881	<a href="#">Sun Surgical Supply</a>	(M) American Woman
6	\$19,514	<a href="#">Gulf Ice Systems, Inc.</a>	(M) American Woman
7	\$14,441	<a href="#">Veterans4You</a>	(W) Veteran
8	\$13,708	<a href="#">W.E. Falk Books, Inc.</a>	(M) American Woman
9	\$12,501	<a href="#">Apopka Beauty &amp; Barber Supply</a>	(J) Asian America
10	\$11,144	<a href="#">Hope Counseling Services</a>	(W) Veteran

# QUESTIONS

**Julie Holmes**  
**Sr. Channel Business Manager**  
**[Julie.holmes@grainger.com](mailto:Julie.holmes@grainger.com)**  
**757-934-1023**