

## Orientations

Orientation sessions are held to help prospective participants gain a better understanding of the program. These sessions are held on the last Thursday of every month from 9am-10am. To register, contact:

Marcus Greene  
mgreene@pa-mbec.com  
215.895.4037



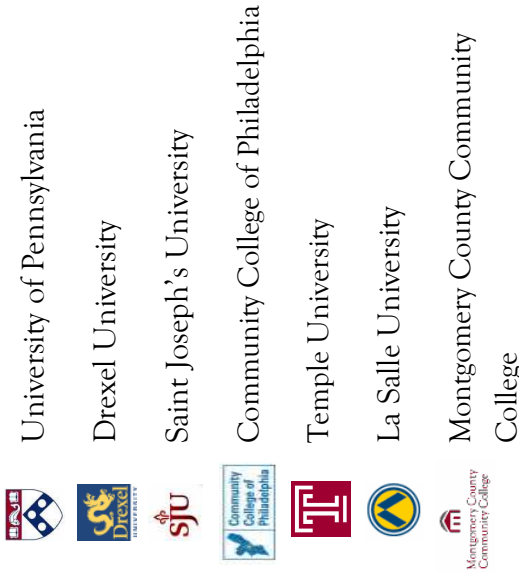
## About PAMBEC

The Pennsylvania Minority Business Enterprise Center (PAMBEC) works with high-growth minority enterprises, connecting them with capital, contract opportunities and consultants. These kind of minority firms generate revenue and jobs, ultimately enabling the communities in which they live to thrive.



## THE ENTERPRISE CENTER

### Participating Universities:



# University Purchasing Initiative

**Connecting Diversity  
Suppliers with Colleges  
and Universities**



Minority Business Enterprise Center

**Tel: 215.895.4037  
Fax: 215.895.4001**

To receive a Diversity Supplier Profile, contact PAMBEC via email or telephone

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# University Purchasing Initiative

## **PAMBEC's Mission**

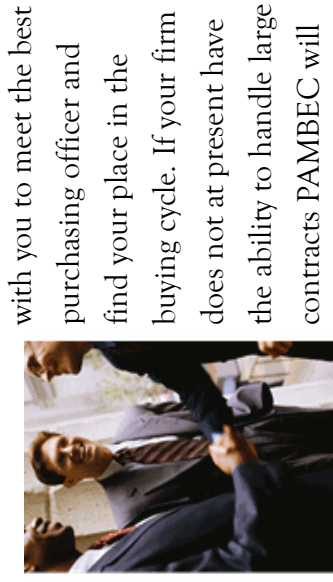
Our mission is to maximize procurement opportunities for minority-owned businesses by proactively creating a network of partnerships that allow access to contract opportunities. PAMBEC strongly believes that maximizing business opportunities for minority owned firms translates directly to stronger local and regional economies and long-term economic growth.

## **About UPI**

The University Purchasing Initiative strives to provide maximum exposure to opportunities for minority-owned businesses to participate at both the prime and subcontractor level for goods and services. Our Purchasing Action Team consisting of University Purchasing Directors and the PAMBEC Team helps streamline the process to ensure that minority firms are strongly considered for contract opportunities.

## **Becoming an UPI Supplier**

To become a supplier for various universities, you need only complete a single supplier profile form. PAMBEC cannot guarantee procurement opportunities; however it will work



with you to meet the best purchasing officer and find your place in the buying cycle. If your firm does not at present have the ability to handle large contracts PAMBEC will

work with you to build your capacity or identify strategic partners who can help you fulfill the contract opportunities.

## **The Process**

### *Client Engagement*

Complete the client engagement process with the Pennsylvania Minority Business Enterprise Center

### *Supplier Profile*

Complete the profile and return it with your valid MBE certifications issued within the previ-

ous 12 months. In addition, include any marketing materials, sales literature or catalogues.

### *Review and Verification*

Upon receipt of your materials we will review and verify your information.

### *Site Visit and Assessment*

Following the review, you will be contacted for a site visit and capability assessment. This consists of a 90 minute interview with the business owner at your location.

### *Feedback*

Within 2 weeks your information will be made available to the university partners. When contract opportunities are available matching your service delivery, you will be contacted for a meeting with the purchasing team of that particular university.

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