

Default Report

NU Supplier Diversity Survey v3

January 12, 2022 9:19 AM MST

Q1 - Where is your organization located? Please enter the 5-digit ZIP code.

Where is your organization located? Please enter the 5-digit ZIP code.

01060

02124

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02109

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Boston, MA

02717

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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STOUGHTON MA

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Pionarch, LLC

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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Where is your organization located? Please enter the 5-digit ZIP code.

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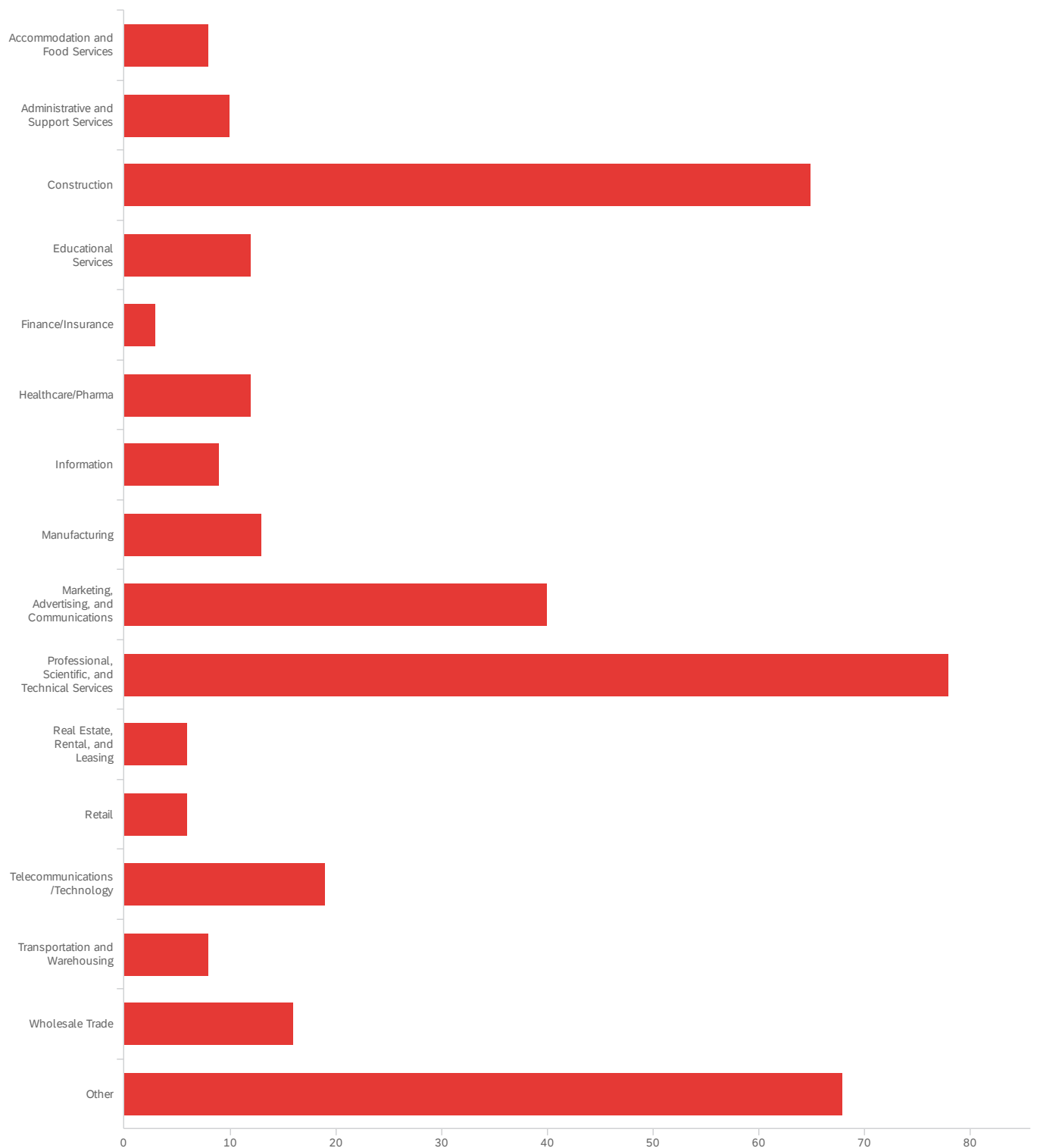
02124

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Q2 - Which industry/sector best corresponds to your organization?



#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	Which industry/sector best corresponds to your organization?	1.00	16.00	9.36	4.74	22.43	373

#	Field	Choice Count
1	Accommodation and Food Services	2.14% 8
2	Administrative and Support Services	2.68% 10
3	Construction	17.43% 65
4	Educational Services	3.22% 12
5	Finance/Insurance	0.80% 3
6	Healthcare/Pharma	3.22% 12
7	Information	2.41% 9
8	Manufacturing	3.49% 13
9	Marketing, Advertising, and Communications	10.72% 40
10	Professional, Scientific, and Technical Services	20.91% 78
11	Real Estate, Rental, and Leasing	1.61% 6
12	Retail	1.61% 6
13	Telecommunications/Technology	5.09% 19
14	Transportation and Warehousing	2.14% 8
15	Wholesale Trade	4.29% 16
16	Other	18.23% 68

373

Showing rows 1 - 17 of 17

Q3 - If you answered "Other" in the previous question, what industry/sector is your organization in?

If you answered "Other" in the previous question, what industry/sector is y...

Architectural Services

Video Production

Human Services

non profit human services

Non-Profit

Cannabis

Transitional Housing for DV survivors

Epoxy Flooring

architecture/design

Snow & Ice and Landscaping Management

RE Development

Translations

real estate, engineering and CPS

Cleaning commercial

Clothing and uniform

Solar development and sand and gravel and biochar

Occupational health & safety

K9 scent detection

Event Planning & Fundraising

Photography

If you answered "Other" in the previous question, what industry/sector is y...

Fuel Sales

Staffing Services

Janitorial Cleaning Service

Environmental

Janitorial

Lab Equipment Services

Flooring , cleaning

Office Supplies

Healthy Vending Operator

Security

Photography

Lab research supplies

Electronic Security

Diversity, Equity, Inclusion and Leadership Consulting

Landscape Architecture

Architecture & Design

Commercial Cleaning

electrical distribution & installation

Landscape Architecture

Food Service

Planning Services

Speciatly Products, compactors, chutes, operable walls, smoke and fire, natural lighting

Health & Human Services

Architecture

If you answered "Other" in the previous question, what industry/sector is y...

Safety Services

Service Office Equipment

Travel agency

Research

Branded Promotional SWAG

Office Furniture

Art Consulting and Graphics Design and Installation

Owner's Project Management, Relocation Managment

Hospitality, Events

Legal

Consulting

Employee Research, DEI and Human Resources research and consulting, Employee Engagement

Relocation/moving

Ppes and promotional products

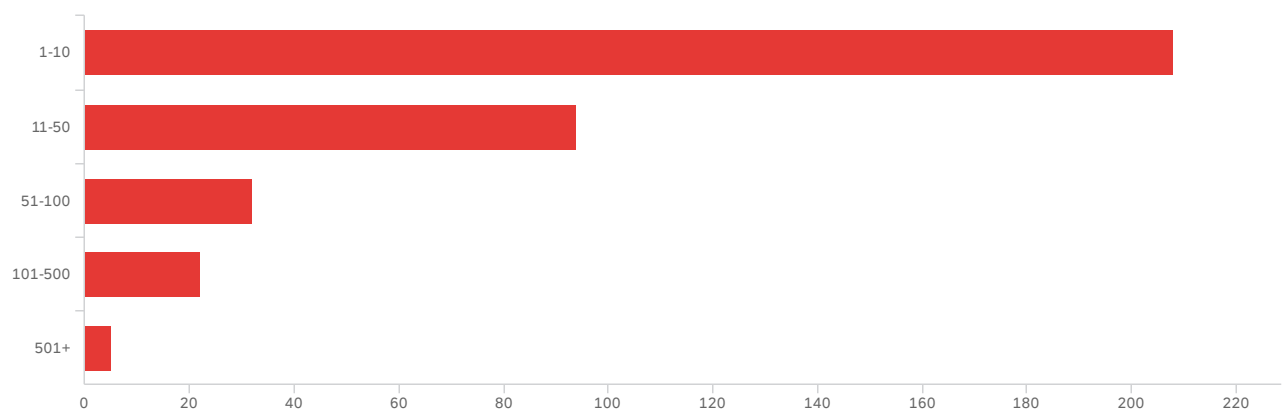
Security

Instructional Design Consulting

Food Industry/Catering

Contingent Labor

Q4 - How many employees work at your company?

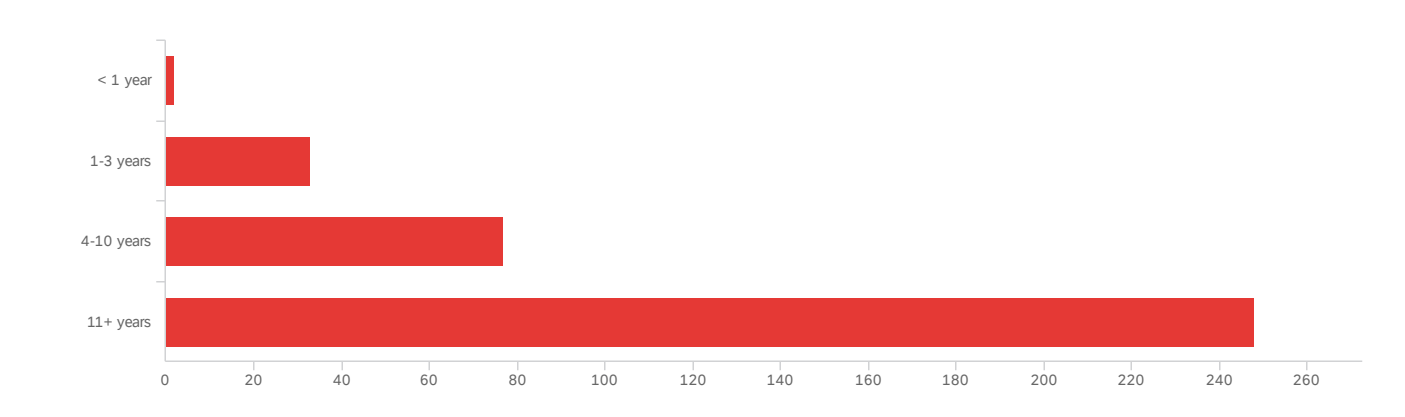


#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	How many employees work at your company?	1.00	5.00	1.68	0.96	0.93	361

#	Field	Choice Count
1	1-10	57.62% 208
2	11-50	26.04% 94
3	51-100	8.86% 32
4	101-500	6.09% 22
5	501+	1.39% 5
		361

Showing rows 1 - 6 of 6

Q5 - How long has your organization been in business?

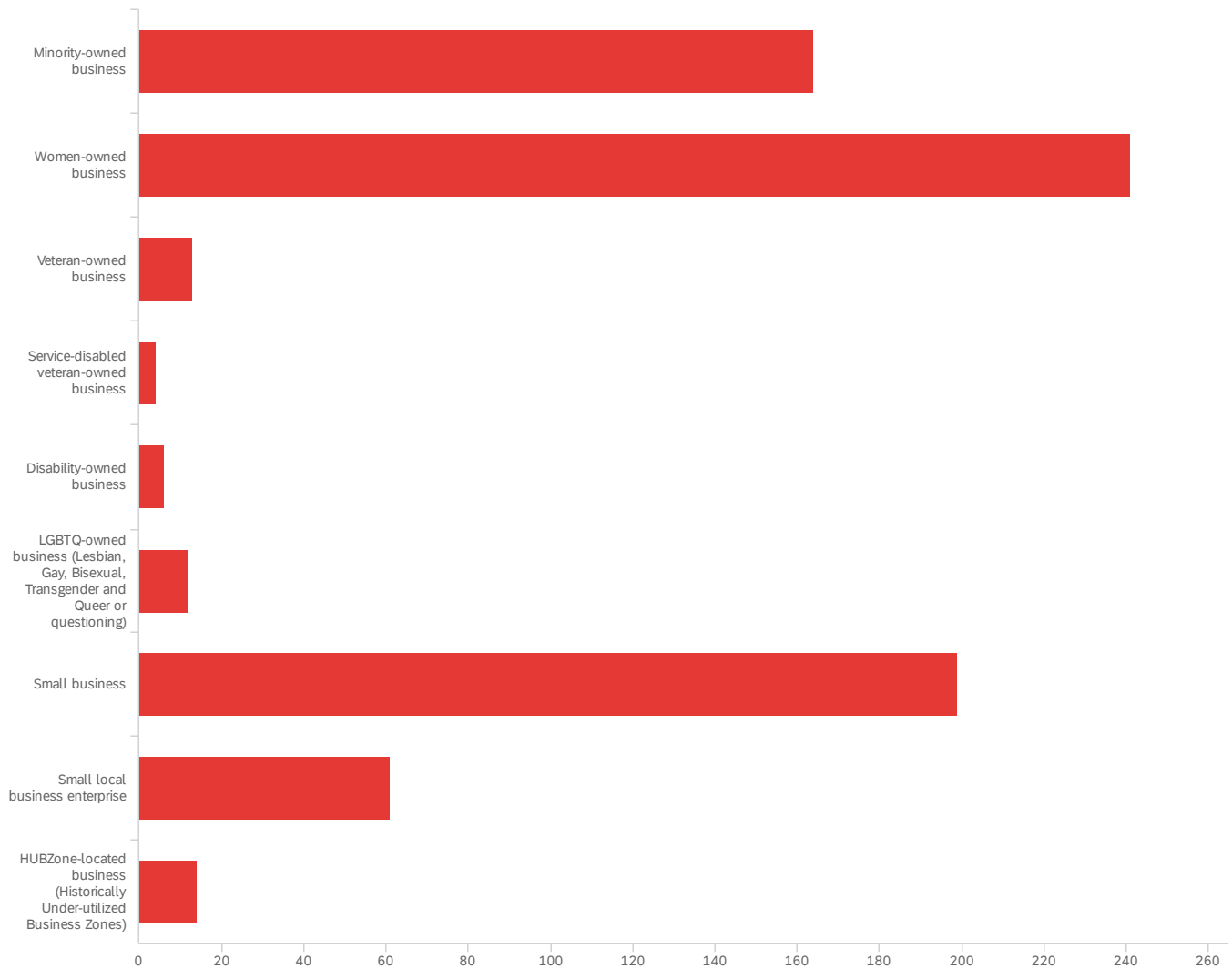


#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	How long has your organization been in business?	1.00	4.00	3.59	0.68	0.46	360

#	Field	Choice Count
1	< 1 year	0.56% 2
2	1-3 years	9.17% 33
3	4-10 years	21.39% 77
4	11+ years	68.89% 248
		360

Showing rows 1 - 5 of 5

Q6 - Which category of supplier diversity pertains to your organization? (select all that apply)



#	Field	Choice Count
1	Minority-owned business	22.97% 164
2	Women-owned business	33.75% 241
3	Veteran-owned business	1.82% 13
4	Service-disabled veteran-owned business	0.56% 4
5	Disability-owned business	0.84% 6
6	LGBTQ-owned business (Lesbian, Gay, Bisexual, Transgender and Queer or questioning)	1.68% 12
7	Small business	27.87% 199

#	Field	Choice Count	
8	Small local business enterprise	8.54%	61
9	HUBZone-located business (Historically Under-utilized Business Zones)	1.96%	14
			714

Showing rows 1 - 10 of 10

Q7 - How is your organization certified as a diverse-owned business? If certified by a third party, which certifications do you have? (select all that apply)



#	Field	Choice Count
1	Self Certification	7.58% 47
2	Small Business Administration	13.06% 81
3	National Minority Supplier Development Council	4.35% 27
4	Women's Business Enterprise National Council	9.68% 60
5	National Women's Business Council	0.81% 5
6	National Gay & Lesbian Chamber of Commerce	0.48% 3
7	Disabled Veterans Business Alliance	0.32% 2
8	National Veteran Business Development Council	0.48% 3
9	Vets First	0.48% 3
10	U.S. Hispanic Chamber of Commerce	0.16% 1
11	U.S. Business Leadership Network	0.32% 2
12	Massachusetts Supplier Diversity Office	44.84% 278
13	Local Governments (e.g., City of Boston)	8.87% 55
14	Greater New England Minority Supplier Development Council	3.39% 21
15	Other	5.16% 32
		620

Showing rows 1 - 16 of 16

Q8 - If you answered "Other" in the previous question, what certification does your organization have?

If you answered "Other" in the previous question, what certification does y...

Mass Dot

NH DOT DBE

MBE

Also WOSB for PA, CT

OSD

State of Ct and PA WOSB

City of Boston

Minority-controlled Nonprofit by the Massachusetts State Office of Minority and Women's Business Assistance (SOMWBA)

CT Supplier Diversity

City of Boston

VTrans

WBE-DBE Rhode Island

MBE DBE

other state certifications

US Department of Veterans Affairs Center for Verification and Evaluation Washington DC

Disadvantage Business Enterprise (Mass UCP)

State of CT Supplier Diversity office

OSD

State of Connecticut

Other States

If you answered "Other" in the previous question, what certification does y...

WBC Southwest

Department of Transportation

Various on the Eastern Seaboard

ACDBE

Veterans Administration

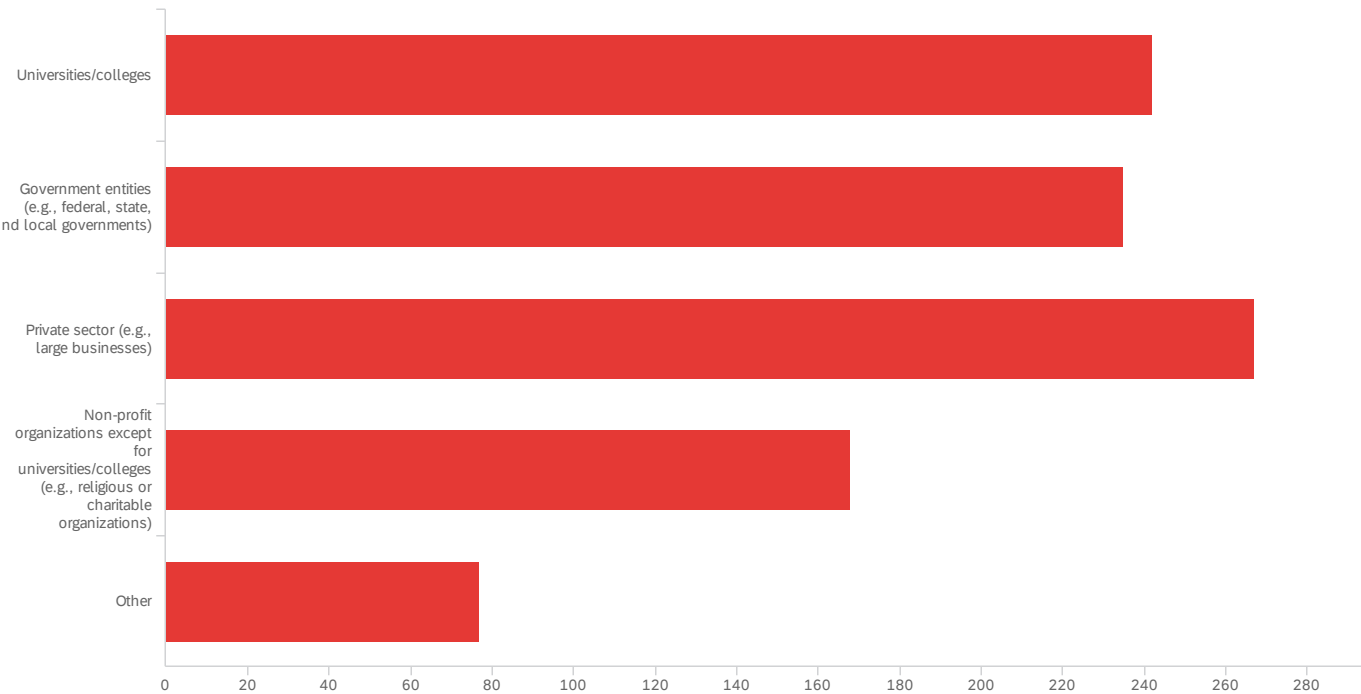
DBA

Mass.Gov operational services division certified minority Women owned business

MA Supplier Diversity Office

State of NY, State of NJ, City of NY

Q9 - Which procurement market does your organization actively pursue as clients?



#	Field	Choice Count
3	Universities/colleges	24.47% 242
4	Government entities (e.g., federal, state, and local governments)	23.76% 235
5	Private sector (e.g., large businesses)	27.00% 267
6	Non-profit organizations except for universities/colleges (e.g., religious or charitable organizations)	16.99% 168
7	Other	7.79% 77
		989

Showing rows 1 - 6 of 6

Q10 - If you answered "Other" in the previous question, would you specify?

If you answered "Other" in the previous question, would you specify?

Private market, smaller clients

Individuals

Residential

state and general public

Department of Developmental Services

Property Management

Small business and residential

Destinations, Cultural Institutions

We don't solicit clients. We network with area hospitals, schools, health organizations.

Biotech, Financial, Software

hospitals

We don't really solicit but will work with any organizations that need to do a % of work with a minority owned business.

Massport

Local CDC's

hospitals

Residencial

Healthcare Institutions

Hospitals

grocery stores

property management, alternative care facilities etc.

Landowners

Biotech and Pharma

If you answered "Other" in the previous question, would you specify?

Schools

Commercial; Industrial

hotels, apartment complexes, dealerships

Schools

Optimizing Emotional Health Consultations

Healthcare

Small Companies and Residential clients

Private entities and developers

sales

International trade

Utility Companies

Janitorial/Cleanup services

medical and research facilities, hotels, sports arenas

B2B

Custom Manufacture Service

All businesses - Large/Small/Non-Profit/For Profit --- no exceptions

non traditional

Individuals, Filmmakers, Artists, etc.

toll collections, financial services

Health Care & Educational

individuals

political

B2C

Individuals / Families / Small Businesses

If you answered "Other" in the previous question, would you specify?

N/a

Commercial Real Estate and Life Sciences

Hospitals

Health care

Private owner

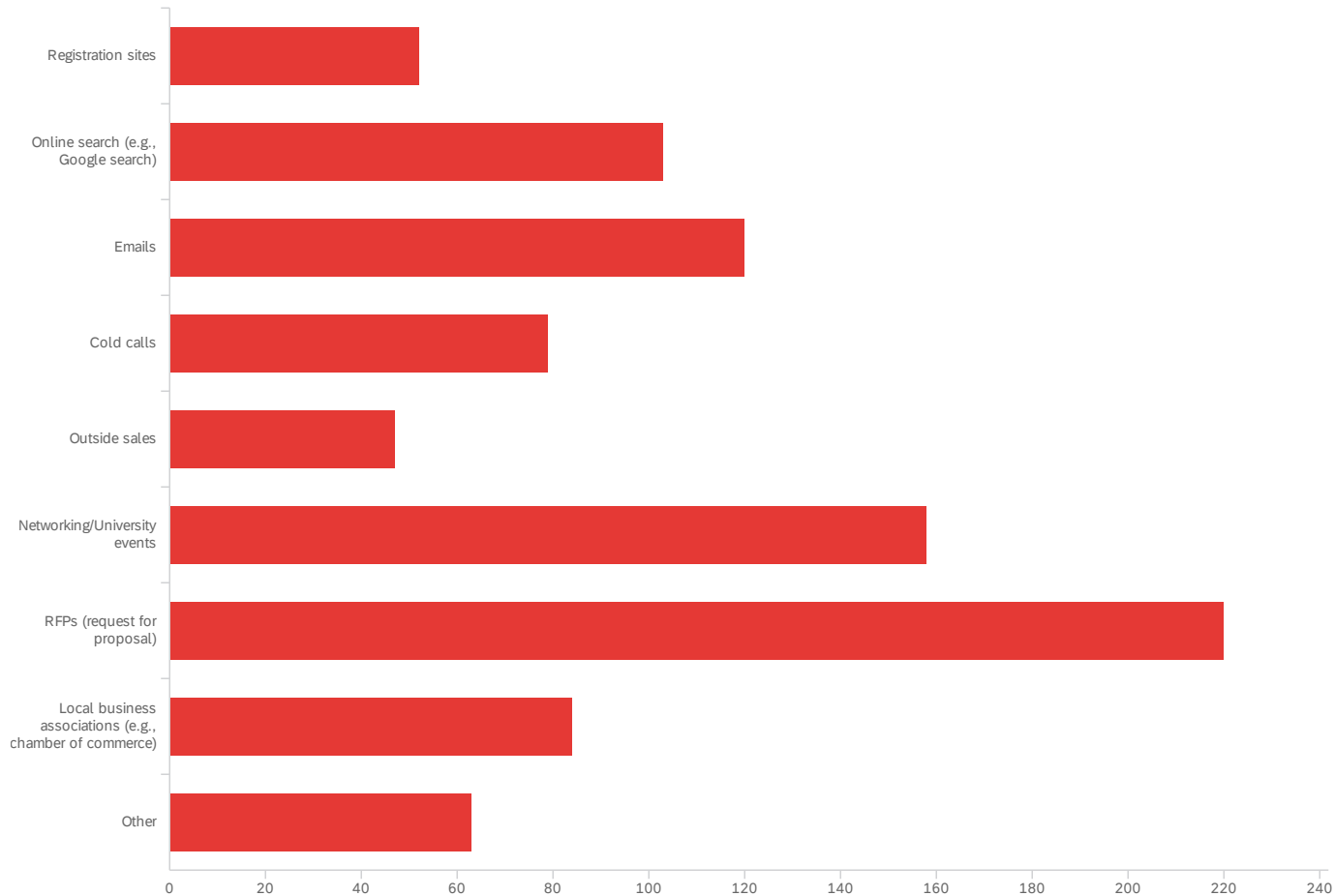
Private Individuals

Retail

Political

High schools, events

Q11 - What are your key ways to find universities/colleges to partner with? (select all that apply)



#	Field	Choice Count
1	Registration sites	5.62% 52
2	Online search (e.g., Google search)	11.12% 103
3	Emails	12.96% 120
4	Cold calls	8.53% 79
5	Outside sales	5.08% 47
6	Networking/University events	17.06% 158
7	RFPs (request for proposal)	23.76% 220
8	Local business associations (e.g., chamber of commerce)	9.07% 84
9	Other	6.80% 63

Field

Choice Count

926

Showing rows 1 - 10 of 10

Q12 - If you answered "Other" in the previous question, what ways do you use to partner with universities/colleges?

If you answered "Other" in the previous question, what ways do you use to p...

Business connections

Referrals

none

word of mouth

word of mouth, professional contacts

We have the MHEC for svcs

MHEC and SDO Contract

Repeat Clients

Referrals through various departments

GCs

n/a

Haven't tried--don't know where to start!

Trade shows

Periscope, Bidnet

Respond to surveys such as this one

Word of mouth

they find our website or word of mouth

referrals

MHEC

Millwork Manufacturing Companies

If you answered "Other" in the previous question, what ways do you use to p...

references from other clients

Partner with architects and engineers

Referrals from others

Word of Mouth

Networking

Research papers

mentor student chapter of EWB

Architectural Firms

As a subconsultant to architects

design their offices and classrooms

Attending scientific conferences and exhibits

We have not tried (Yet)

teaming opportunities with Architects or Construction Co

repeat client

Word of mouth

Referrals

referrals

Word of Mouth - they often reach out to me

trade shows, conferences

Project Managers and Suppliers of Wall Protection Materials

I do not .

Word of mouth, referrals

As a subcontractor for prime contractor selected by university

I work with faculty as a personal consultant on a project, and they hook me up with the organization

If you answered "Other" in the previous question, what ways do you use to p...

reach out to referrals

Haven't had the opportunity to pursue this project type

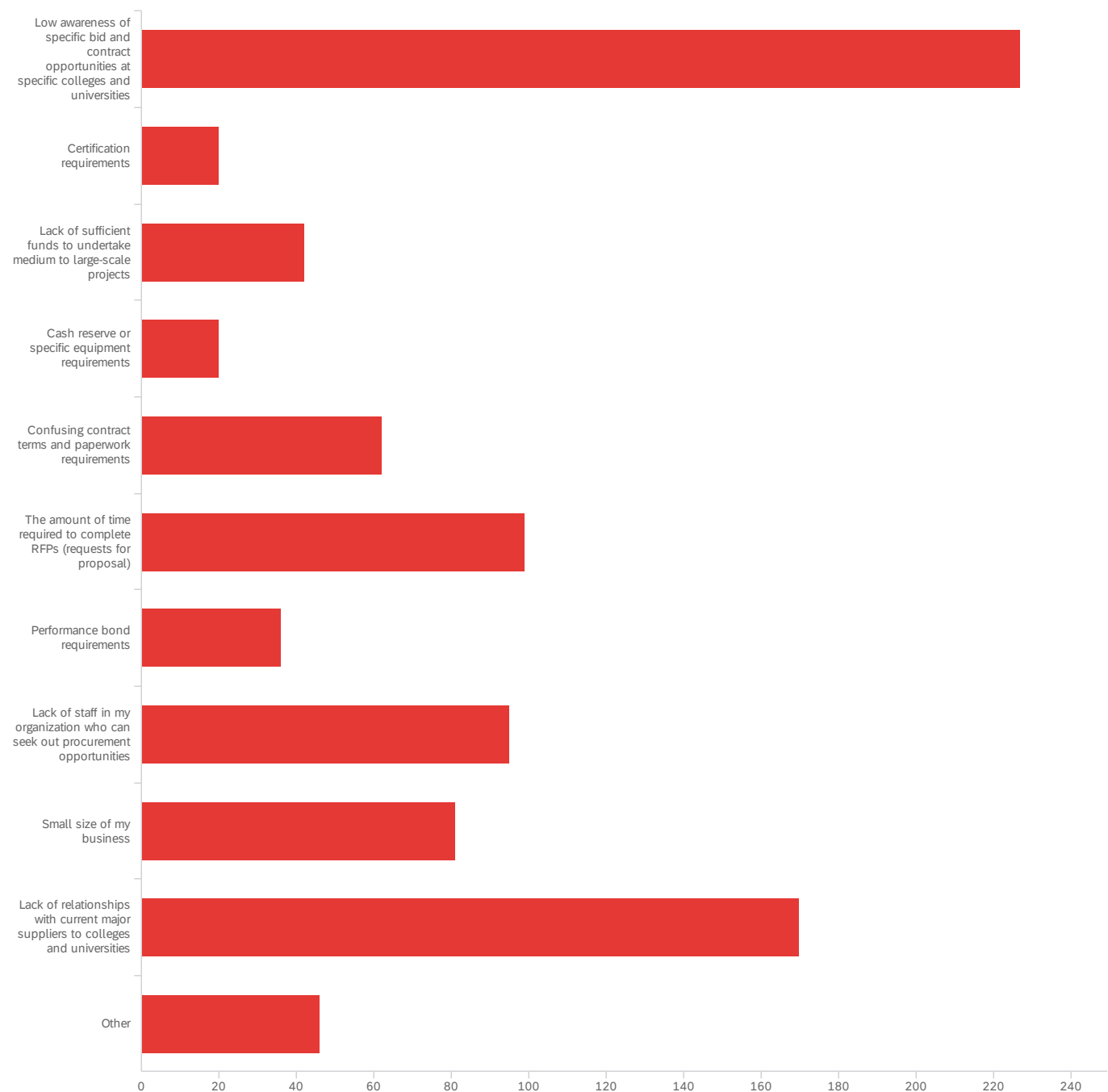
Word of mouth, satisfied customers

Professional referrals

Word of mouth

Word of mouth

Q13 - Based on your own experience, what do you consider the major barriers in doing business with universities/colleges? (select all that apply)



#	Field	Choice Count
4	Low awareness of specific bid and contract opportunities at specific colleges and universities	25.28% 227
7	Certification requirements	2.23% 20
8	Lack of sufficient funds to undertake medium to large-scale projects	4.68% 42

#	Field	Choice	Count
9	Cash reserve or specific equipment requirements	2.23%	20
10	Confusing contract terms and paperwork requirements	6.90%	62
11	The amount of time required to complete RFPs (requests for proposal)	11.02%	99
12	Performance bond requirements	4.01%	36
13	Lack of staff in my organization who can seek out procurement opportunities	10.58%	95
14	Small size of my business	9.02%	81
15	Lack of relationships with current major suppliers to colleges and universities	18.93%	170
16	Other	5.12%	46
			898

Showing rows 1 - 12 of 12

Q14 - If you answered "Other" in the previous question, what are the major barriers in doing business with universities/colleges?

If you answered "Other" in the previous question, what are the major barriers...

Some insurance requirements, such as expensive umbrella policies

the nature of our business - low income child care/domestic violence & sexual assault counseling and education/ women's health advocacy -

There is a lot of competition here in New England

We are a Cannabis Company

Not applicable

We are VERY SPECIALIZED, providing Geophysical Surveying and Mapping of underground utilities, USTs, etc., and usually RFPs are VERY BROAD, so only a very small percentage of the RFP may be appropriate for us. So, we generally work for someone who works for NEU directly.

Most property management services at college's and universities are in-house

I don't feel that i have a major barrier working with colleges and universities.

The fact that we work with the IT staff directly providing all kinds of help and value but that procurement only concentrates on a transaction as if it is in a vacuum, unappreciative of the investments and help we are to the people running IT. It's hard to have a relationship that matters since the people we help daily turn over purchasing to dispassionate third parties with no stake in the success of a project and a single-minded focus on the lowest price period. Some flexibility for the staff who actually use what is bought is warranted for IT. It's not toilet paper they are buying.

My experience has been that universities are reluctant to change vendors and when they do, they chose large sized vendors.

At one time, I had a conversation with someone from Harvard procurement office. Without even asking the true cost of my product, I was told they likely could get "cornbread" much cheaper. And I agree, they can get "cheap" cornbread much cheaper. My cornbread products are moist AND Gluten-free, made with pasture-raised eggs & butter, as well as other organic ingredients, and my proprietary recipe contains high-fiber and high-protein counts per serving. It is a more nutritious cornbread and serves like a meal

I feel when you work with colleges and universities, many times you have to do foodservice. However, I have a retail size product that students can cook in their kitchens, how could we get an opportunity to present that?

Very few opportunities for non-union contractors

lack of proactive detection of bed bugs with the dogs

Not having opportunities to bid.

Visibility to universities/colleges.

None noted.

If you answered "Other" in the previous question, what are the major barrie...

I dont think universities are thoughtful in how they approach RFPs to ensure a small enterprise can effectively deliver--they bundle in a way that prevents us from being competitive

We are a contract personnel services organization. Honestly we are not sure what the barriers are. When we have asked for feedback on a lost proposal or non-responses we are given vague answers. Here are a few ideas from what we've been seeing - procurement for multiple universities has gone in the direction of using MSP/Managed Service Providers or a broad centralized policy which our company business practices and rates do not fall in line with. We offer Full Time W-2 fully benefited employment focusing on long-term client relationships and long-term employment opportunities. MSP seems typically to be short-term placement at a discounted rate. We specialize in hand-picked matches for long term engagement. Also we are specialized to our capabilities areas which makes us great at what we do, but not fit in with all categories of positions needed at that company, perhaps a reason to not being selected. When there is not centralized procurement and each Division/School within the University finds it's own vendors, we have found that the Small Business/Diversity representative is not willing to get to know us as a Company, how we might be a match, and then make those introductions. Not sure if those relationships aren't there or why but without that personal interaction we will not be able to make in roads at the University.

Time required to jointly complete grant proposals; networking / word of mouth to find relevant projects to partner with.

Union

Universities waiving their desire to partner with small business/diverse businesses on particular projects. For example, some seem to have stronger WBE/MBE participation requirements than others.

The need for translation and interpretation services crosses all departments so there is no way to be in front of all the decision makers. We've been a member of MHEC, participated in conferences, talked to procurement, all with no luck. Aytng to make it easier to find buyers would be appreciated.

Universities and colleges have a tight knit group of architectural firms they typically work with. It is hard to get their attention to demonstrate we are more than capable to perform the same work.

No responses for any inquiries or updates on any submissions

typically universities/colleges either have their own staff or vendors they currently use

Difficult to cultivate person relationships with private higher education institutions in order to be invited to submit RFP's

Northeastern has NEVER been open to doing business with minority ,women owned business .It held these SHAM road shows where business were expected to display their goods. Once we tried to call purchasing or Design Amy specifically she was not open to us .She has her buddies she is friends with goes on vacation with and the door is closed .

We registered with Northeastern several years ago but never heard from them after the Project Manager left. Our inquiries did not get a response regarding future projects. We would love to work with Northeastern University again.

Think all universities should use a common format for RG2, payment terms, invoicing terms.

Specialized area

The toughest barrier is disrupting current relationships. The client has to want to give someone new a shot. Otherwise, they buy from the vendors they are comfortable doing business with

Universities tend to only give their marketing to a small handful of higher ed branding firms. We have built a portfolio of 12 top ranked R1 University clients nationwide but its taken nearly ten years and we still consistently loose out to the same 3 or 4 firms who trade on the fact that they do the same work for almost every university. The clients who have hired us often say that universities are risk adverse to their own detriment and that if you look at the branding work done by these 3 or 4 firms it all looks really similar which in the marketing world is a big mistake. Still, most RFPs are structured to favor firms with the most competitive experience which disadvantages small businesses and limits the value universities can get from diversifying their offerings... very frustrating realities but we are chipping away one client at a time.

If you answered "Other" in the previous question, what are the major barrie...

Outright racism and sexism. I did a project for Yale University and they refused to allow me to set up a contract. Many universities have delayed their payment, required ridiculous paperwork, lost my paperwork, etc. The universities themselves put up these bureaucratic barriers. When I work with a faculty personally and they try to bring me in to consult with the university, there are always political challenges and unnecessary hand-wringing over budgets (while they hand over \$\$\$ to Harvard-related consultants that charge a boatload and provide no outcomes). Basically, racism and sexism, but from a bureaucratic point-of-view.

Most opportunities for Financial vendors have NOT changed in over 20 years. Very "political" and they refuse to offer smaller contracts to smaller vendors. They keep it only very large vendors (willing to kickback \$\$\$\$) can even compete.

The university doesnt need our services

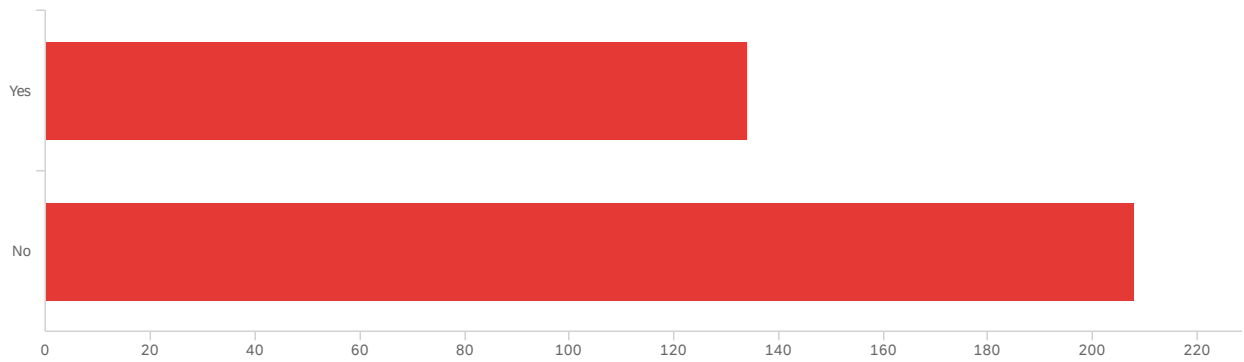
Not a willingness and commitment to hire minority companies.

I have reached out to people at North Eastern who I met at diversity events many times and never got any business. Honestly it was a waste of my time. Often times the people I met at these events said they would give me an opportunity to bid but it never happened.

Competition with larger firms

None

Q26 - Are you familiar with how the university/college procurement (or bidding) process works?



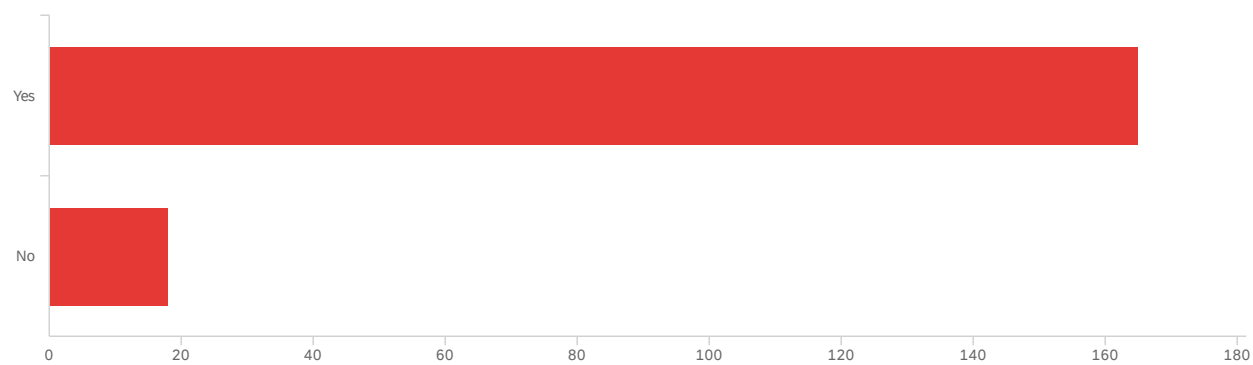
#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	Are you familiar with how the university/college procurement (or bidding) process works?	1.00	2.00	1.61	0.49	0.24	342

#	Field	Choice	Count
1	Yes	39.18%	134
2	No	60.82%	208

342

Showing rows 1 - 3 of 3

Q27 - Would you be interested in resources to help your company succeed in the university/college procurement (or bidding) process?



#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	Would you be interested in resources to help your company succeed in the university/college procurement (or bidding) process?	1.00	2.00	1.10	0.30	0.09	183

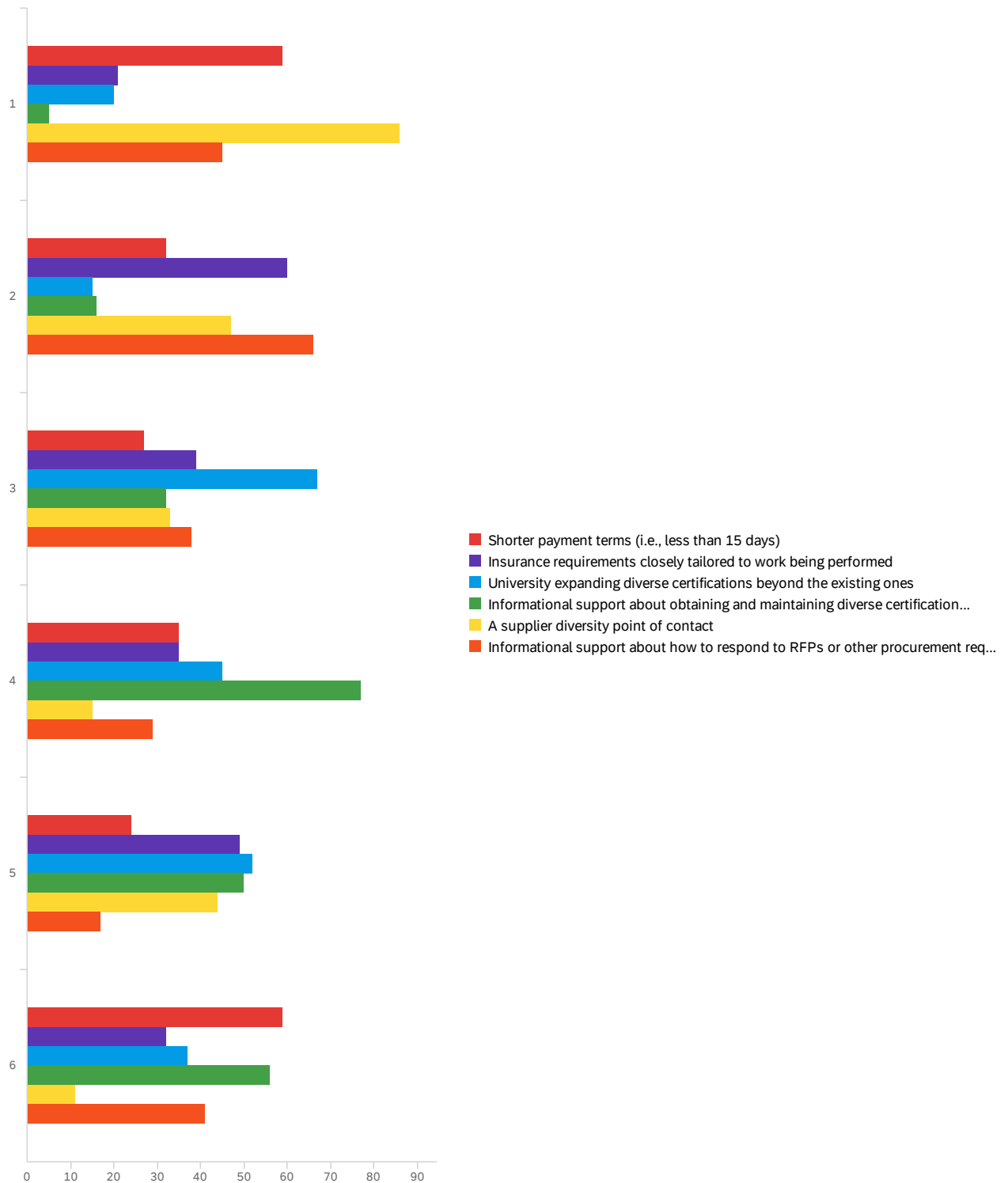
#	Field	Choice	Count
1	Yes	90.16%	165
2	No	9.84%	18

183

Showing rows 1 - 3 of 3

Q28 - What would be most helpful for your business in the university/college

procurement process? (rank in the order of significance; 1 = most helpful and 6 = least helpful)



#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	Shorter payment terms (i.e., less than 15 days)	1.00	6.00	3.47	1.93	3.72	236
2	Insurance requirements closely tailored to work being performed	1.00	6.00	3.54	1.59	2.52	236
3	University expanding diverse certifications beyond the existing ones	1.00	6.00	3.87	1.46	2.13	236
4	Informational support about obtaining and maintaining diverse certification status and recognized certification organizations	1.00	6.00	4.35	1.28	1.63	236
5	A supplier diversity point of contact	1.00	6.00	2.65	1.66	2.76	236
6	Informational support about how to respond to RFPs or other procurement requests such as Requests for Information (RFIs) and Requests for Qualifications (RFQs)	1.00	6.00	3.13	1.73	3.00	236

#	Field	1		2		3		4		5		6		Total
1	Shorter payment terms (i.e., less than 15 days)	25.00%	59	13.56%	32	11.44%	27	14.83%	35	10.17%	24	25.00%	59	236
2	Insurance requirements closely tailored to work being performed	8.90%	21	25.42%	60	16.53%	39	14.83%	35	20.76%	49	13.56%	32	236
3	University expanding diverse certifications beyond the existing ones	8.47%	20	6.36%	15	28.39%	67	19.07%	45	22.03%	52	15.68%	37	236
4	Informational support about obtaining and maintaining diverse certification status and recognized certification organizations	2.12%	5	6.78%	16	13.56%	32	32.63%	77	21.19%	50	23.73%	56	236
5	A supplier diversity point of contact	36.44%	86	19.92%	47	13.98%	33	6.36%	15	18.64%	44	4.66%	11	236
6	Informational support about how to respond to RFPs or other procurement requests such as Requests for Information (RFIs) and Requests for Qualifications (RFQs)	19.07%	45	27.97%	66	16.10%	38	12.29%	29	7.20%	17	17.37%	41	236

Showing rows 1 - 6 of 6

Q15 - Other than the list above, in what ways could universities/colleges make the procurement process easier to navigate?

Other than the list above, in what ways could universities/colleges make th...

Provide statewide RFQs, e.g. for Community College System or UMass system wide opportunities

Act as a bridge for faculty/organizations looking for contractors, in particular for small scale projects (i.e. graphic design, websites, logos)

Have a required section on each college's website that clearly states the procurement process and the requirements needed.

Actually we have not previously explored procurement of university/college services due to the disabilities of our clients.

lack of invitation to bid

Reaching out to MBE/WBE business when new projects are procured

Northeastern does a great job currently so I don't have any feedback for improvement

Enforce larger GC to perform JV Partnerships with small GC firms.

Create an interested parties email list for upcoming opportunities

Better outreach to MBE businesses

N/A

Pairing us directly with Facilities, and other departments that would use our services directly.

Offer Procurement contacts for specific products and services

I wasn't even aware there was a diversity producement process but would love to learn more about this.

Send out all pertinent info to your SD list so we can register, look for bids, seek out opportunities. My company works with several prominent local universities and we'd love to do more business with Northeastern but it has been difficult to establish a clear starting point.

Reach out more to small businesses, some the minority certification are unbelievable. I was born in Mexico , so was my mother. Yet they make it super hard for us to get certified.

Make the RFPs easier to complete

make it easier for smaller businesses to be part of the "preferred vendors"

Choose companies that are diverse.

Provide Financial and bonding assistance.

Other than the list above, in what ways could universities/colleges make th...

I offered specialized real estate advisory services around sustainability and green building. Hard to even know where to start in terms of relationship building and understanding what contracting opportunities might be available.

Procurement advertisement

Reach out to small woman owned business listed in State and City Directories

The procurement "ask" is very specific. Typically, construction services or vendor specific. If engineering is needed, typically larger firms or those that have relationships with NE goes after the proposal and they have their D/W/V/etc. relationship in place so it is hard to break in to the market. So we typically pass on these pursuits.

Have pre-bidders conferences for large opportunities in order to meet prime vendors¹¹¹

Regular email updates on open bids and creating a relationship with an SDO point of contact.

There was an error in the above ranking. I think universities could invite subcontractors in for meet and greets to review the process and build relationships

Smaller contractual requests; for instance with a small business such as mine perhaps contracts to provide products 1x to 4x per month for cafeteria services, or perhaps catering for a monthly department meeting

Training in the process.

I believe that the above support is good enough for our come pay to work with the university

let suppliers have an opportunity to present their products, like a vendor fair, and then work together to see if and how we can all work together. We need this support for supplier diversity to work otherwise we are categorized with all the bigger players.

All of the above would be very helpful. We also have a ACO permit from the DEP so we could take material from you if you do any excavation on site

I am not certain how your notice defaulted to one through six above; however, I would see each of the six items being 1 (Most helpful).

Email the RFP to the registered vendors

(question above would not let me put in correct order) Having a resource available to answer questions and a better understanding how the college views the media buying process.

More opportunities for non-union contractors

Make clear what opportunities are available and keep it simple. As such, the possible vendor is able to better gauge their likelihood of winning the Bid before committing resources in pursuit of the bid.

Once I obtained certification it was too difficult to utilize it in the university setting. It seems as though larger organizations already have a fix on it and not welcoming to new businesses

The above ranking question is not working - it would be most helpful for firms like mine to get into a pipeline of known reliable providers. We simply cannot compete against larger firms who have a longer track record even though as individuals we are qualified.

Access

Other than the list above, in what ways could universities/colleges make th...

Less paperwork

Eliminate "best faith efforts" because minority contractors exist.

Since all of our educational projects are due to past relationships or references from other clients, I am not familiar with the procurement process. ANY information about other ways to access RFPs would be greatly appreciated.

More communication about the process and list of when bids open and close

(1) Organization must also be mindful of not limiting your supplier base. Just because you've always done business with a certain supplier doesn't mean you shouldn't be open to working with other players in the marketplace. (2) Instead of setting minority supplier goals, which typically does not result in any minority work advancement, set minority work requirements. (3) Often a larger contractor with a relationship with the institution will go through the motions of listing the goal of resourcing a minority sub-contractor, but never actually using them. (4) Make contracts available to minority contractors as the prime and allow the minority contractor to sub out as need to fill in the work gaps.

Look at strong smaller consultants that are more nimble and cost-effective than just the standard big consulting firms. I have worked for the UMass system and Montana State University in a most effective project-driven manner.

N/A

Personal meetings less computer short listing. Lose AL

technology focus and areas of pain points or challenges

The list above would certainly help

Maintain updated list on a webpage with information about RFPs, such as requirements and due dates. Ideally, this list could be across universities/colleges.

There is a technical issue. I could not assign ranking to the options in the question above.

The Need for information regarding bids/ new projects

Knowing what opportunities exist; how to apply; knowing the budget upfront; and how many other firms are bidding for the same work.

Make an effort to reach out to small and diversity owned businesses and invite them to participate in the procurement process

A point person in purchasing who understands the importance of buying off of minority/women-owned businesses

While working for a larger firm, I put together a proposal for a classroom design for Northeastern University. This is how they test out new designers/teams. It was very challenging to compile a small enough fee on such a limited project. Based on this failed attempt, I have reached out to contacts within the design/construction department, but have not investigated the possibility of work beyond making initial contact.

The supplier diversity point of contact who handles RFP's & AP requirements for shorter payment terms

I was not able to navigate the ratings. Those above are incorrect. My ratings would be. 1) Supplier diversity point of contact. 2) Info support about how to respond to RFPs, 3) insurance requirements 4), 5) and 6) not applicable

I honestly never pursued the college market, but multiple digital channels helps. Maybe even video tutorials to keep us abreast of all the avenues we can discover opportunities with the higher education market.

Other than the list above, in what ways could universities/colleges make th...

Open/Direct communication with impacted community residents (ICR) owned business and services providers.

Make procurement process easier

If there was a universal procurement search standard/contact title. Often there are different entities, positions, titles, templates for finding the RFP or contact person and it makes it difficult to quickly contact the proper person for information.

Put small business owners in contact with companies currently winning contracts to make the subcontracting process easier to navigate. Or maybe create one master list of all current contracts and companies awarded contracts with their contact information so smaller businesses can reach out and build relationships.

Payment terms are critical!

In my 28 years running a brand and digital design company in Boston, I have found it extremely difficult to be considered for RFPs. In fact, with all my efforts and inquiries (typically direct to marketing or communications directors, I have found that there have been a select few companies in which they work with. In addition, without primarily university clients, we have been passed over as well. In my experience, procurement officers provide some information and tell you who to contact for your particular service. But the conversation pretty much ends there. I would less interested in procurement efficiencies, and more interested in actual opportunities, that are fairly distributed, based on qualifications and experience, rather than the bottom line cost.

The above seems like a very good start. We have not considered the university college system because it seemed rather daunting.

#1 above is most important - A supplier diversity contact that is well connected within the university and willing to meet with small businesses and introduce those who are a match to university contacts. All the rest in the list not important to us as we have them covered. Next important would be a procurement model that includes small local businesses being able to contribute. Current practices we are seeing (MSPs) are essentially utilizing national level companies that can offer the lower pay because of scale, whereas a small local business cannot do that. If Universities want to be tied into local community you have to make a decision that supports that.

They could reach out to small businesses directly to solicit interest in an RFP.

Have the RFP announcements simple and clear

Provide more insight about upcoming opportunities so that these opportunities are easily found by vendors.

Most small business are not equipped to navigate or handle the RFP or procurement process - the time and money that goes into crafting an amazing RFP alone is something that most small businesses don't have. If you want to work with more small businesses, you need to meet them where they are rather than assuming we will meet you where you are (as a large organization). Forget the fact that most small businesses don't have the knowledge base to navigate the bureaucracy of a university's procurement system, they don't have the budget to wait and deal with it. It's why we stopped submitted RFPs and courting universities, it's too low of a win ratio and takes away from other potential sales.

Opportunities for a small business

none

We use to staff for Northeastern and had a turnover of staff and missed the RFP. Called year after year and was told they were going to keep current vendors

JUST MORE INSTURCTIONS ON HOW TO BID.

Diversity point of contact is most important and also the the colleges to really work with small businesses instead of just trade show promises :-)

Other than the list above, in what ways could universities/colleges make th...

offer small business outreach events (virtual or in person) provide a small business liaison who can connect small business with appropriate contracting officers

We have to go through architectural firms to be able to work on projects advertised by universities. I am not sure how this would change.

Being on a list that the university/colleges reach out to when work is put out to bid.

Reach out to a broader group of designers, not just the same people over and over again.

A way to list our available services (external evaluator for educational research, etc.) for grant projects and proposals needing an external evaluator to contact us.

Unfortunately, many like Northeastern Univ, prefer to go with existing minority firms. Their excuse, they are minority so we meet the requirements, etc. They do not realize that this is DISCRIMINATION against the new minority firm.

mailing list would be helpful to see the opportunities

Have "set aside" Small Business first calls for all non-construction contracts and procurements between \$10,000 and \$150,000 to be awarded to MBE, WBE, SB, or DVBE, whenever possible, actually make it part of your procurement language on all outgoing bids.

Opportunities to meet with staff to learn product requirements hands on.

Streamline RFP process so that one RFP response puts the firm in the running for multiple projects.

Make bids available to outside vendors

I don't actually care about 3,4,5,6 above, but couldn't delete them. I would add the following: organizations should actually pay attention to certification and give points for it in the bid process. As an example, my firm was recently was shortlisted for a UConn project. Of the 3 finalists, my firm was the only firm with supplier diversity certification (WBE), and the only CT firm. The other 2 firms were male-owned Massachusetts firms. UConn was very generous with sharing with me their detailed rating system. There were NO points given for being a CT WBE!

Educating university staff on their own university's procurement processes/rules.

have not used any services to have an answer

Build a record of successful diverse providers and make sure employees know how to contact them. Develop a culture that wants to work with diverse suppliers so they reach out to them.

We perform land survey and construction survey so having a clear scope of work would be great.

networking opportunities to meet university decision makers and firm reps with presence on campus to foster relationships for teaming opportunities

The overall bidding process

easier way to quote projects. having university reach out to certified vendors to ask for a quote.

Help with how to set bid prices appropriately. Often it is the lowest bidder that gets the work, not often on experience in the field. Local companies (who are known) generally have a better chance in obtaining RFP awards.

Other than the list above, in what ways could universities/colleges make th...

Supplier Diversity contact is always good, if they are dedicated to help MBE's and SBE's. My experience with large organizations is that Supplier Diversity Contacts do not return phone calls or emails. Most of the time, it is a black hole. All Universities in USA should have a common procurement platform, so that everyone can be benefitted.

It isn't necessarily about the procurement process ~ It is about giving a firm an opportunity when they haven't worked with them in the past.

Shorten the RFI. The college consortium is where we have bid in the past it is a multi year contract. Getting through the documents is very difficult and we are used to bidding.

reach out to minorities

Create an email list for Northeastern University Facilities - Design and Construction to alert for RFP. Develop an on-line software portal for RFP submissions for construction bidding and other services if D&C doesn't already have one. We can certainly help to develop a portal for C&D and any other department if need be ;) Melissa Frydlo 413-320-6469

6

Direction on how to be considered for mechanical plumbing and fire protection engineering design services.

We are a small engineering consulting business that is typically carried by another firm such as an architect. We find it difficult to maintain relationships with larger architects since they may be on one project for a long time, but only need our services for a portion of their work. On the next project, a new architect is selected and we need to start all over with marketing our relationships, which is difficult for a small firm. We have been successful when we develop relationships with the universities themselves, but often we have the same issue in that the next project is managed by someone else.

Email notifications regarding RFP were really helpful in the past.

Online portal so we can see pertinent project/commodity opportunities

potentially interview new vendors for future work - get to know them, understand their businesses and processes, etc and how diverse we are

Break out the contracts into smaller categories They also go through Co-ops that do not require diverse vendors They use Mass Higher Ed Consortium

If the University maintained a list of pre-qualified firms to send RFPs to and required a percentage of businesses supplying services to the University be minority or women owned.

It was be nice if we had a contact to ask questions about the process.

providing points of contact for different types of sales opportunities

The problem is that dependent on the university or college - each may have its' own purchasing agreements and contracts making it difficult to target - central procurement vs departmental

I'm not sure about universities, but the State's CommBuys process is very archane,

The different departments, and various relationships between graduate school and undergrad schools organization social halls and Private Clubs .

More lead time to respond to RFPs.

Other than the list above, in what ways could universities/colleges make th...

Make an honest effort to do business above board

Provide information on portions of projects such as, in our case, graphics designed for vinyl or wall protection installation or artworks to be purchased for installation as part of a project. These can be purchased through the PM or sometimes through the Contractor. They need to reach out to smaller sources such as we are who have a good track record and can do the job.

General Contractors such as Turner Construction and Suffolk Construction are the only current contractors making an positive effort to include more minority and women own businesses.

Access to individuals and departments that need printing, signage, branded giveaways, fulfilment and mail services.

Shared common paperwork- Ariba Network is a common format shared by industry and universities

Having something published on the Northeastern.edu site on how to look for contracts, register as a supplier and/or other information would be helpful. A quick browse of the site doesn't make the information easily available, as it is tailored for students and admissions. I am not even sure how I could do business with NorthEastern University by looking through the site.

Require prime contractors to contact certified diverse companies seeking bids. The current process requires diverse small businesses to hunt for projects on all different web searches and when primes are contacted directly they do not respond. There is a constant disconnect. Also many bids are posted to sights that require an expensive subscription service that is geared towards larger companies that can afford to pay, thus excluding diverse companies. Government bid documents are daunting and would require a small business to have a full time staff just to prepare a bid. The bids are usually too large and do not allow for a small carve out that would be a better fit and allow for more participation by many smaller diverse companies. Most often the entire bid goes to one larger firms. More oversight by prime contractors of what companies are hired by their general contractors and large subs to insure those companies are also utilizing diverse small subcontractors. I have been told by primes they do not get involved with who their general contractors hire. This is a weak link in the process of getting certified business involved. The diverse companies often do not bid on the large parts of a project and rely on being hired by the larger subcontractors who do not need to meet diverse goals.

Not applicable to our business

It would be great to see the stats. What percentage of opportunities are going to minority businesses and how many different businesses are benefitting. I think organizations need to be deliberate in seeking out diverse vendors and work with them to develop their businesses.

Email me opportunities

Be careful to only ask for what you really need in an RFP/Partner Firm. Ensure that if you issue an RFP to select a group of prequalified vendors that you don't allow internal stakeholder to subvert that process and go outside it to hire firms that were not required to participate in these often long and expensive routes.

First, they could make it so minority businesses are already registered vendors (however you do that) with the university, and are classified in the system as diversity owners. Next, if you have a competent (yes competent) contact who is very familiar with this specific vendor list (what they sell, what they do, what they are liked, and they literally match-make between the businesses signed up to be diversity vendors and RFPs that come out. If that happened, the contact could help small businesses team up and apply together - even with other vendors. This actually is a normal plan I've seen at universities and government agencies because it's not unfair to Male/White majority businesses. It's just that they never actually do it because they really have no political will.

Put in writing that no less than 10% of ever contract of more than \$100,000 MUST include payment to minority vendors that have previously been excluded.

informational sessions / workshops on how to do business with the university

Simplified bidding process

Be more transparent. Focus on outreach. Offer diverse projects beyond constrction, office supplies, etc.

Other than the list above, in what ways could universities/colleges make th...

Relationship-building opportunities and technical assistance on understanding the needs of the university.

A supplier diversity point of contact with contact info

Your processes are always too long and complicated. Not worth the effort it takes.

Less paper work

Examples of proposals.

having difficulty with items above - #5 and #6 - are most significant -

Easier access

Provide bonus incentive for procurment officers to exceed diversity goal.

I had a point of contact and they were not helpful. It seemed to me that they had their vendors and didn't need more.

Access/invitation to provide services and introduction to key decision makers would be greatly helpful

Simpler RFPs, or no RFP

NA

if it's other than being in your database, please communicate what the process is!

Pro AV is one of few woman and minority owned Audio Visual Companies in New England and we have been very responsive to all RFP's that have been made public.

In contingent labor, there seems to be a push towards using VMS that monitor metrics rather than partnering with smaller businesses, in doing the vendor neutral approach it prevents us from being to partner effectively with the university

It's impossible to navigate. I don't respond to RFPs at all because I've never gotten a contract that way, most RFPs are for projects where a vendor has already been selected, and you never receive feedback on RFPs, so there is no possibility of getting better at them.

The process at Northeastern is pretty straightforward and organized. I have no issue with the way bidding and opportunities are presented.

Q16 - Beyond procurement practices, in what ways could universities/colleges help your organization grow?

Beyond procurement practices, in what ways could universities/colleges help...

Networking events

Getting a foot in the door as a minority owned business would be a great start!

Our biggest need is staffing and in the past we have not had success in recruiting former or current students to work with our clients.

Help educate responding to RFPs

Look at SHI to support additional lines of business we aren't currently involved with

Continue giving opportunities. Making an effort for both parties to succeed.

Paid summer internships would be beneficial to students who plan to enter the cannabis industry.

Ability to become a vendor for small projects not requiring the bid process

Defined quotas for MBE businesses

I don't think this survey is appropriate for our organization

NEU has a fantastic internship program. We tried once getting a NEU intern to work with us, but because of University overhead, it was prohibitively expensive. We are 3 people working out of the Waltham, MA office currently, but are looking for an entry-level Geophysicist/Geophysical Engineer.

Connecting Andrews with Procurement Officer for a quick introduction. Back in 2019 we met with Matthew Cantone and he was supportive about our services and saw a potential fit. Andrews already works with major colleges and universities in the admissions, marketing and development/advancement areas.

Through networking

Supporting local Women-owned and certified businesses such as mine is very appreciated. NEU could help my company grow by understanding my company's products and services, establishing a relationship and seeing if my company is a fit.

Reach out more to small businesses.

Offer letters of reference so we can get other customers, once we have done a good job for you.

see answer above

The lowest bids should not be the decision maker.

Beyond procurement practices, in what ways could universities/colleges help...

Tapping into students doing short assignments as class projects can sometimes be useful, but figuring out the programs and courses where faculty and students are seeking projects is purely by luck. Maybe a central listing of courses or some kind of a mailing list for expressing interest when courses are seeking projects for students? Also, I like Northeastern's co-op concept, but my organization is too small to take on a student full-time. What about designing some part-time co-op options?

Continue to grow and expand in size (land size for sure)

Conduct meetings asking for suggestions as to where small business women owned can apply to university needs.

Send out non-traditional RFPs in other service categories such as project management, construction management, real estate, consulting, etc. Perhaps having set-aside services with smaller dollar values so a disadvantage firm can go after. Being a sub to a prime doesn't provide a lot of benefits. Typically there is a delay in payment after a prime is paid (10-14 days) and you don't get much work because in many instances, the program isn't monitored. No upside value to a disadvantage firm.

Put out MBE lead RFP's for specific opportunities

Give a chance for smaller firms to demonstrate ability to handle larger projects.

Often, it's hard to get new work without significant prior work in that area. Universities could help facilitate partnering opportunities so that small businesses can work with established companies who have the experience.

Improved communication about open bids, and perhaps longer term contracts for ongoing work to decrease the need for multiple, lengthy RFPs for small projects.

Build relationships with current students in the form of job shadow opportunities and/or internships and the like.

Get to know us better through platforms such as this and direct communication where by the university representative can then begin to think about opportunities that a small business could handle

Reduce or help with procurement process.

University can provide students to work part time in our company which may help to grow in terms of marketing and others and university may pay the students from their own fund. So in one hand students will gather work experience and on the other hand company is getting financially benefit.

would love to have platforms that support diversity. think about having an opportunity to showcase diverse vendors, can have one group of vendors showcase their products one month, then next month rotate a new set of diverse vendors, etc.

We have done very well with Babson and Brandeis with mentoring programs. The students have done great research for us

A Diversity Office within the University/College that can assist and guide minority companies through the procurement process.

Understand the procurement process

Allow us to make recommendations

Provide more opportunities for non-union contractors

Possible access to continuing education / Training for business owners. Consider discounted / free tuition for management / business related courses for business owners. You are a learning institution after all.

Beyond procurement practices, in what ways could universities/colleges help...

We would love the opportunity to connect with your food service buyer. We have a wonderful clean label ingredient product with just 5 and 6 ingredients. Kosher certified as well

Again, I cannot afford to hire more designers without increased cashflow. It is very difficult to start an architecture firm in Boston as a single woman. In short, we need work to get work.

Sponsoring programs and initiatives e.g. podcast

marketing

Help with bidding

Hire professional women photographers. The photography industry is predominately men and relies heavily on building relationships.

Make WBE participation a requirement on all projects

Financial support

Consider smaller agencies when they are putting projects out to bid.

Allow for departments to meet new potential vendors

Marketing Initiatives, Identification of Low Cost Financing Avenues, Multidiscipline Human Capital

encourage smaller 5-8,000 projects quick deliverable for all parties

Give us a chance to shine at what we do best

requesting product demos

Making an effort for new suppliers to have a chance at working with the universities and colleges. Many times the same diverse supplier(s) wins the RFP year over year.

Be open to a conversation with individual organizations on what they have available and how/if the university could integrate the services. Provide information and opportunities for piloting products.

We just need information regarding future bids on a timely schedule

more contracts being available to smaller firms.

By providing networking events to meet new potential business contacts.

Take a holistic look at procurement and look beyond the size of companies as well as setting price as the sole criteria for awarding contracts

Interns

The supplier diversity point of contact who handles RFP's & AP requirements for shorter payment terms

Beyond procurement practices, in what ways could universities/colleges help...

Provide one on one calls with diversified vendors to discuss each other's needs.

It would be nice if Northeastern offered some sort of certification program.

Regularly scheduled, community based, small business opportunity forums, and extensions to current job fair activities.

Transparency with listings and specifics of contract needs. Quicker response times to questions submitted would be appreciated as well. Feedback when losing a bid is helpful as well.

Organize a diverse business vendor show in order to meet all stakeholders to the university. Have an allocation percentage of diverse businesses needed to complete work for the university each fiscal year.

Fresh perspective

Networking and feedback on what works and what does not for them.

1. Recognition of the breadth and quality of services, even if higher education isn't our primary industry sector. 2. Direct contact with decision makers — in our case, marketing and communication managers.

See other answers

They could reach out to me directly for opportunities that fit with the expertise of my company.

Send announcements out to women owned small businesses

Use university contacts and resources to refer smaller vendors and WBE businesses that are available to support their initiatives

Offer free professional development to the staff of small businesses. Invite the leaders to come speak on campus in classes or at conferences as experts.

Give the opportunity and be able to work with universities and colleges.

Awarded the opportunity

We are a small woman owned business with an excellent reputation. Having the ability to staff again with Northeastern would help us to grow...

WORK WITH US TO PARTNER ON ANY ELECTRICAL NEEDS THEY HAVE

Just do business and be open to working with new vendors

Increased revenue would allow for us to hire more people to perform the work (more job opportunities)

Direct contracts for our services.

Encourage students to take internships with smaller companies, encourage graduates to look beyond the large companies - sometimes smaller companies don't offer as much money but they do offer more variety of knowledge about business.

Beyond procurement practices, in what ways could universities/colleges help...

Be FAIR, be OPEN MINDED, read & OBJECTIVELY evaluate RFQ Responses and rank them based on PURE MERIT! Sorry, we don't need any technical & managerial assistance (answer to next question), we only need an OBJECTIVE MERIT BASED evaluation & rank

help to write winning proposals

offer specialized business certificates, seed money, resources

Allow for market pricing of products and services so that a small business can afford the great service it provides.

Providing more opportunities for growth.

There is often a push to "commoditize" purchasing and make price the only reason for selection. This is a disadvantage to smaller companies which are trying to bring innovative solutions and technologies to the market and is also a disservice to the institution as it can cause an artificial barrier to the adoption of these technologies

Provide opportunities to meet students coming out of your architecture program who could be potential future hires.

Provide us the opportunity to participate in bidding. All we can ask for is a shot to provide a quote for service if it fits our scope of services

Providing opportunities to be added to your Vendor Management System (VMS) and or bidding process

I love the idea of having a contact person in the supplier diversity office.

Coordination across multiple departments/budgets to achieve larger contracts and save the university money.

Invest in the organization's programs and projects, as well as partner in research initiatives.

Inside person who could help us navigate to needs. Supplier diversity people are sometimes so busy. Maybe expand the number of advocates. Build an advocate system where they can assist with developing networks within the university.

By utilizing our service. Most universities give the construction to a CM and the CM is responsible for the survey award.

not sure

Pilot projects involving innovative technologies like GIS and 3D mapping

no fee courses for small businesses to participate in

It would be great to be able to team up with students in an intern capacity in different areas of business study. Using the skill set a small business could not otherwise afford to hire when growing a small business.

Universities must make mentoring program a mandatory for large businesses. Advertise or publish all opportunities on their respective portals.

It isn't necessarily about the procurement process ~ It is about giving a firm an opportunity when they haven't worked with them in the past.

Put out bids for new equipment separately from service.

invite us to your university vendor fair also supplier fairs

We created a on-line, cross platform summit innovation contest. It is a collaborative pedagogy for higher-ed, non-profits and corporations. We can help each other get on the map. Call me if you would like to learn more of the possibilities :)

open access to all requirements and fair chance

A real connection to the staff at the university that buys what I sell (vs procurement alone) Typical process is to fill out a registration form with all my company information and wait for procurement to contact me. If generally ends there. If the university tracked and reported their diverse spend to put real \$\$ to the effort.

Technical support, legal support

Provide opportunity for small firms.

Working with small women-owned business

There aren't many RFPs for small projects. And I am not sure if you implement RFP process for the procurement of small projects. Since we are small (3-5), it would be really helpful for us to know when the A/E service needs for such project opportunities arise. Also, cities and local municipalities has "house doctor" system to handle these small projects but the system has not necessarily been to be inclusive of small firms.

work

We would like to form relationships with architectural education programs to encourage greater representation of minorities in the profession.

Networking opportunities within the university to meet marketing/communications directors in various departments at the university.

Industry Specific education opportunities that can be offered to staff at a reduced cost.

Provide automatic certification for those diverse organizations like us who already have it via the Massachusetts SDO office.

recommend us or endorse us to other higher education through Mhec, or other

Introduction to existing supplier we can partner with as subcontractors.

marketing assistance, and gift cards.

Send more work.

NA

Let us know about projects on the horizon and bring us into the process earlier so that we know how we can contribute.

Offer an insight as to where to search for RFP

Give me a chance to prove ourselves. We are service oriented, always have the goals, budget and time frame of the client as our number one priority.

Strategic partnership like relationships with businesses. The business may have specific knowledge in fields that may assist the university with developing programs for student consumption. The small business may also offer some assistance in the execution of federal contracts that the university may be bidding on, or may have already been awarded.

Beyond procurement practices, in what ways could universities/colleges help...

Implement real goals at all levels of the supply chain so that small diverse businesses can be involved. Getting a small part of a bid is often what diverse companies are seeking because they can handle that size financially and with staffing and product.

Not applicable to our business

Marketing

A goal oriented mentor protégé program

Provide business ambassadors who can get to know a company and advocate for them within the organization. Visit businesses and get to know them, and their people. Offer feedback and suggestions for how to better meet client needs.

Give us a House Doctor contract

I am not sure

Meet and greet opportunities with relevant on campus buyers, publically available lists of relevant contacts.

I produce educational materials (online courses, books, etc.) in data science. They could use my educational materials.

Focus on doing more business with small vendors like me. Break down those large contracts that have traditionally gone to large vendors and "spread the wealth" so that smaller vendors can participate, develop and grow bigger.

To give more work and opportunity to bid on larger projects, such as new construction. As being a SDO monitory business enterprise and certified and resister in the city of Boston it will help my company grow and be strengthened economically.

offering workshops on small business topics for suppliers (i.e. supply chain management, finance, human resources, marketing and other topics)

Dedicated contracts, without having to bid

Introductions to Buyers.

Provide a point of contact interested in our success.

Larger contracts for small businesses.

Giving us an opportunity to work on your IT and people resources

Training

Networking and educational resources

Easier to find listings of project opportunities.

More information

None

Beyond procurement practices, in what ways could universities/colleges help...

Northeastern has never giving me the opportunity for the last 13 years. I am the only woman owned union commercial moving & Installation company. WBNEC SDO certified. I have attended events on site for years very disappointing. I have a reputable company please view my website what I started ground up www.americanmovingandinstall.com I would love to connect with you to see why the university favorites other union companies and not give American one opportunity especially diversity is on the rise. It baffles me as I have emailed the head of faculties and he will not budge. I believe his name is Bob Mitondorf and another gentleman I emailed who is newest to the university still nothing. I have met the whole team of facilities did presentations workshops you name it. My nephew graduated there all star basketball player 2 years ago Anothy Green he loved it there and they were so supportive with his Type 1 diabetes I just don't know why we cannot have an opportunity to show them our amazing workforce.

Following through on their offers at diversity events.

Higher fees

NA

It would be helpful if Northeastern actually provided commissions or opportunities to do work. I have had many interviews but have not landed a contract directly with the university.

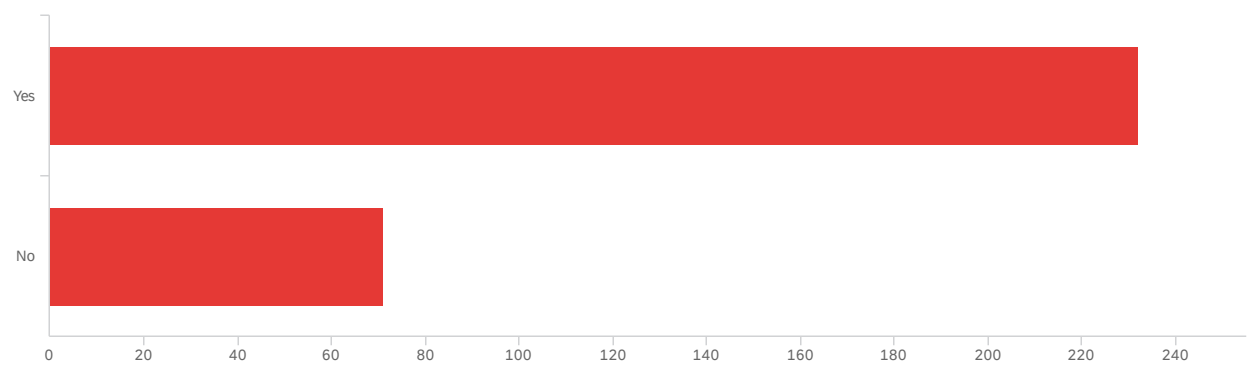
If there was an advantage on awards given to companies that can show that they meet the capabilities requirements and also offer the advantage of helping the University meet their diversity requirements

Be able to have people with power in diversity support positions rather than just small talk that never leads to being able to get us business

Assisting the small businesses with placing upcoming college grads into open positions, as often times the smaller businesses do not have specific recruiters and head hunter so it can be challenging for them to attend and participate in all of the recruiting events; however, many of these businesses are eager to hire recent grads and interns to join their team and grow within their organization.

Referral to procurement department at other universities

Q30 - If Northeastern University provides your organization with technical and managerial assistance, would you be interested?



#	Field	Minimum	Maximum	Mean	Std Deviation	Variance	Count
1	If Northeastern University provides your organization with technical and managerial assistance, would you be interested?	1.00	2.00	1.23	0.42	0.18	303

#	Field	Choice	Count
1	Yes	76.57%	232
2	No	23.43%	71

303

Showing rows 1 - 3 of 3

Q31 - Describe the type of assistance needed, along with your contact information.

Describe the type of assistance needed, along with your contact information...

Strategic alliance building.

Unsure at the moment

JOSIANE MARTINEZ -Founder and CEO of ASG asg (Archipelago Strategies Group, Inc.) 6 Liberty Square, #2539 Boston, MA 02109 P: 617- 419-6989 josiane@discoverasg.com

Assistance with diversity registrations Networking with appropriate clientele Mel Isidor mel@isidor.studio

All

Point of contact for industry related opportunities and long term goals of business relations. Platinum Protection & Investigations, LLC is an investigative and protection based company. jdeliago@undercover-info.com

Ways of working with Universities. Nelson Landrau, 978-537-2890

We would like assistance in finding bidding opportunities. Thank you, Javier Tejada, jtejada@qnatech.com

Financial education, raising money to staff up and propose for new projects

I don't have anything in mind but I'm always open to ways to improve the relationship and making doing business together easier. Brandon Jonas brandon_jonas@shi.com

Mostly need introductions to who is requesting staffing services and how to be considered as a vendor.

How to obtain JV opportunities with larger GC's, so that we can learn and grow to become a resource for the university.

Sue Dorey Sdorey@servicemastersouthshore.com 781-760-0879 Would like to meet with a procurement team member

Point of contact and information about available projects and procurement would serve the best

Procurement navigation assistance. Andres T. Rojas Principal Rojas Design, inc. andy@rojasdesigninc.com (617)281-4617

The bidding process can be quite daunting for someone new to government work. In addition, it appears a tremendous, well actually the entire burden, falls on the GC in the event something doesn't go according to the plan. Meanwhile, normally there is heavy involvement from architects and engineers that put the RFP together. However, once the job begins, in the event you encounter unforeseen circumstances, the one left holding the bag is the GC. The architects and engineers have been paid in full and carry no responsibility. And more often than not the awarding authority will not entertain the idea of a change order. Architects and engineers carry a bigger license than a GC. So, honestly, bidding on a big government contract, knowing if things don't go perfectly, which seldom happens in the construction world, isn't a thought a small company like mine entertains often.

We use Quickbooks for invoicing and receiving payments. I am responsible for 100% of the admin, as President and Chief Bottle-washer. However, I often need assistance with uploading invoices for such procurement portals as GE and DuPont. Hence, instead of 15 days turn-around, it's closer to 45 days or more. So, help with getting paid.

Describe the type of assistance needed, along with your contact information...

connection with appropriate buyers - we have been working with schools for 36 years and have solid experience in the areas of direct marketing, advertising and fundraising

I would like to learn more about ways you could assist me as a DIVERSE-OWNED SUPPLIER in entering the university/college procurement market. My name is Katie Toulmin, I own a video production company called Cabin 3 Media and our specific niche is colleges and universities. Our clients include Harvard Business School, Tufts University and others. My contact information: katie@cabin3media.com www.cabin3media.com cell: 781-354-2177

I am open to a discussion about the areas I see that could be improved/advanced. Hilary Gallagher Spry International, Inc.
hgallagher@spryinternational.com www.spryinternational.com

Mrtamole@mrtamole.com Have not been in contact with your college- but more one on one guidance. Thank you

I am not sure - how to more easily manage crews.

I own a small interior design firm. I have never worked with your school, but would be happy to be considered or invited for any upcoming RFPs
Kimberly Bee kimberly@kimberlybeedesign.com

During the RFP process, knowledge of the awarded dollar amounts with regards to the previous bids would be extremely helpful.
lee.reinhold@newindsnow.com (978) 304-9543

I could use some marketing strategy help Kimberly Vermeer, Urban Habitat Initiatives Inc. T: (617) 423-5566 E:
kim.vermeer@urbanhabitatinitiatives.com

Assistance in obtaining more bid opportunities

An introduction to the appropriate contacts within the organization that would handle leasing and commercial real estate for the university.

More contacts and getting to the correct people is always helpful.

Need to understand when you have RFPs and how small business women owned can apply and be relevant and not a waste of time

-I would be thrilled to work for NE in a program/project management, real estate advisor, real estate acquisitions, relocations, value engineering, transportation consultant, Transit Oriented Development (TOD), constructability reviews, construction phase services and diversity consultant. RND has in-house professionals in each category. Thank you for this survey!! Janice Bergeron President RND Consultants, Inc. 617-816-9836
Janicebergeron@RNDconsultants.net

MBE vendor summits Darrell Higueros dhigueros@nxtgeninc.com 312-953-7514

Assistance with partnering opportunities. Tyrone Yang tyang@architecturalhealth.com 617-970-8108

Identifying opportunities available for Minority Owned Businesses

A better understanding of the bid process and how to apply. Kamaul Reid RARE Moving & Storage 65 Bay State Drive Braintree, MA 02184 617-653-1564 Kamaul@bostonraremovers.com Info@bostonraremovers.com

Notification of bids through email. Babu Durairaj CEO Assure eServices 1500 District Ave, Burlington, MA 01803

How best to navigate the procurement sites for different universities. Kathleen Cloud kathleen.cloud@mfhiggins.com

Describe the type of assistance needed, along with your contact information...

Help with accessing the RFP's database; navigating and organizing the digital files so that it makes sense

Phoenix General Services 20 Washington St Brighton 02135 suite 517 508 840 7674

We can supply jersey to the university for the students/players regarding any game, we can provide uniform to all universities restaurant and canteen for chef and servers and we can also supply T-shirt, hoodies or any kind of clothing and uniform with university's logo for any event or for the university's retail store.

need assistance in knowing what opportunities are available, how we can work together in terms of onboarding, amount of product needed, payment terms, etc. would need help before, during, and after

Currently we are working on a new green machine technology and have just purchased a commercial grade biochar machine. Both of these machines are carbon eliminating and one a clean energy producer that will be a base load. We will need help in the testing of the products and the marketing as well as promotion so lots of different subjects that you are involved with

How to get in with NEU Nancy Hughes 617-959-4414 Nancy.Hughes@ohstc.us

Assistance in writing an effective Business Plan and Technical Assistance in moving from being a Broker/Supplier to a Supplier in order to participate in the major building projects in Boston and the upcoming Infrastructure monies passed by Congress. Clyde L. Younger, President Younger Brothers Construction 188 Acton St Watertown, MA 02472 617-512-9477

Where to find out opportunities and RFPs

I restore stained glass windows. How do I find out which universities have stained glass windows, and how do I find out who the point of contact would be? Maria@serpentinostainedglass.com

Some help in understanding the procurement process. Denise Doyle President Stop Loss Insurance Brokers Inc. Ddoyle@stoplossins.com 617-291-5056

Need to get a Better understanding of available opportunities. Isaiah@thomelegacy.com

Connecting us to the buyer for our grab and go cookies. www.spritzal.com Taylor.walker@spritzal.com is the person who handles this and any help would be greatly appreciated. Thank you

It would be most helpful to understand the technical interface with NEU. For example: 1) how are smaller projects defined and funded? 2) What skill sets are most helpful (e.g. furniture procurement, energy modeling, programming). 3) How can we support NEU's sustainability agenda?

A point of contact with the University purchasing office. Spotlight Graphics, Inc. Diane DeMarco 9-B Whalley Way Southwick, MA 01077 (413) 998-3232 diane@spotlightgraphicsinc.com

legal and annual accounting advice AJ Williams 617 267 2244

Help with the bidding process Jodi Hemmer nobscotjs@gmail.com. Nobscot Supply Company

Match us up with Millwork Installation Companies and Millwork Manufacturing Companies that would require WBE participation for a portion of the contract Jackie@precisioninstallationinc.com Jackie Legendre

We need to be added to the list to receive RFI's. We need to make connections with GC's if we haven't already. We need help with meeting bonding requirements, if bonds are needed. We need financial support. If these things can be organized there is no reason why Westview Building Company cannot grow. Thank you for sending this survey.

Describe the type of assistance needed, along with your contact information...

This would need an initial conversation about Northeastern's procurement requirements. We have extensive experience with colleges and universities such as Cal Poly, University of Florida, Mount Holyoke College and UMass Amherst, to name a few. My name is Susan Bergeron-West, we are Sirius Design, I can be reached by email at west@siriusdesign.net or phone at 413-267-0990. Our outdated website—shades of cobbler's children!—has a small sampling at www.siriusdesign.net. Obvious, given the list of schools above, distance is not an issue! Any assistance in making a connection would be greatly appreciated.

Dates for bid openings for staffing services Janet Santa Anna, President The Resource Connection, Inc. Janet@resource-connection.com 978 777 9333

Contacts.

What the submission process and selection criteria is.

Marketing & Brand Recognition (Social Media, Advertising, Networking) to expand prospective client base. Identification of resources for financing for capital needs. Thank you, ROGER FERNANDES FERN CORP Massachusetts OSD Certified – (PBE) Business Enterprise 781 353 8555 roger@fern-corp.com www.fern-corp.com P.O. Box 279, Raynham Center, Raynham, Ma 02768 <https://www.linkedin.com/company/69526172/admin/>

Irene Mauch 781-775-5251. SharePoint mgmt

List of end users to include name, phone numbers and email addresses

I would love to speak with someone who could help navigate the process. I am a severely dyslexic Architect with amazing talent but need to work outside of the norm.

A direct contact for the RFP. Kiley Carlton USPRO kcarlton@uspro.net 617.226.4700

I would love to have a short conversation about the best way to understand the needs of universities and how we can offer our supplemental or integrated teacher prep courses. Our services are currently being used by a few universities in MA, but only because those universities reached out to us and not vice versa. Mary Stephens, CEO, PrepForward, www.prepforward.com, mary@prepforward.com, 617-299-6835

Information on how to find out about procurement opportunities. Tiffany McCann, tmccann@efi.org

We could use help in knowing in advance when bids are coming and if bonding is required in advance. Our company has worked with Colleges and private companies in the past, but knowing with enough time to create a bid for new work is very important.

Setting up a master price agreement with smaller firms so that their qualifications are on file and they need to only provide a fee proposal for projects as the projects arise. University of Rhode Island has initiated this process and it reduces the amount of time needed for preparing a fee proposal on a small project. Elena M. Pascarella, RLA Landscape Elements LLC 3288 Post Road, Suite 2C Warwick, Rhode Island 02886 401-773-4088 emp@landscapeelementsllc.com

I'm not entirely sure. I'd need more information on what help is available. Julie Vail Principal Marquis Design julie@marquisdesign.com

We would love the opportunity to be made aware of bid opportunities so that we can participate. Kemo Ceesay CAM Office Services, Inc. 41 Brigham Street, Unit 15 Marlborough, MA 01752 781-932-9868

Kathleen Guinee Aetna Fire Alarm Service Co., Inc. 13 Clover Street Dorchester, MA 02122 kguinee@aetnafirealarm.com 617.282.3888

A person to focus only on the opportunities for us as a woman owned business

The opportunity to introduce myself/my company to the team that hires architects. Notification of upcoming design opportunities.

Describe the type of assistance needed, along with your contact information...

We would love assistance in developing a point of contact within the university for upcoming laboratory project or equipment opportunities.

Logistic help in placing machines in viable locations. During the mid of covid many great performing locations (offices mostly) came to a halt and did not come back. I am getting new locations and have been moving non-performing machines to the new locations. I need operation management help. I am the person everything goes through and although I have employees that do the day to day I am overwhelmed sometimes with all of the administrative and logistics work I have.

I would like to know how to streamline learning about opportunities a little better. Contact: Seedbox Digital Martine Maingot, CEO & Owner 857-636-9129 martine@seedboxdigital.com Thank you!

A resumption of NU community based recruiting, employment and training, and educational opportunity for impacted community residents programming such as the past NU Business Office partnerships with Boston Employment Services (STRIVE).

Help with procurement Erin Chrusciel Erin@erinchrusciel.com 4133480505

Better resources/listings of current RFP's and contact information for the individuals handling procurement opportunities at colleges/universities. Brian Herasymchuck - 207-570-0600, brian.herasymchuck@virtuososourcing.com Virtuoso Sourcing Group, 4500 Cherry Creek Drive, South, Suite 500, Denver, CO, 80246

Keith@citysealcoating.com

When our company received a bid. We have difficulty pursuing the offer. Because we don't understand the language and some code they put in there. We would like to have some contracts, Junior Castelly castellytrans@gmail.com (508) 904-2868

Contract opportunities with some funding,

Primary assistance is access to prime contractors, access to procurement officers, and access to resources within the college procurement process. My name is Cliff Pierre. Cell number is 781-502-5946. Email: cliff@revenueboomers.com

I am participating in this survey to help give NU some outside perspective. I would like to receive the results of this survey. In addition, I would be interested to learn what the next steps are and how this information will create change. Vicki Adjami Principal + Creative Director, Communication via Design vicki@cviad.com

Assistance in knowing about opportunities. Susan White, Managing Member Letterman White Consulting, LLC 120 Holmes Street, #216 Quincy, MA 02171 Susan@LettermanWhite.com 610-331-2539

Dr, Dale Masi President, MASI RESEARCH CONSULTING INC. 100 Belvidere St. Suite 4B Boston 02199 dalemasi@eapmasi.com 617-5361930

Assistance to identify open opportunities and help to provide detailed knowledge of college/university operational and system dynamics. These are very unique to the education world. We would like to work with a seasoned resource on a project opportunity. Allyson Gilbert, CEO, Enterprise Consulting Group, Ltd DBA Adaptation agilbert@adaptation-inc.com 732-383-8474

I would like more information on how to get contract with universities and colleges and how I will get the opportunity to do so.

The main thing is knowing which opportunities exist and what it takes to qualify for the award. Once that is done, we can do delivering the promises.

Inform us when RFP comes out

I WOULD LIKE TO BE WALKED INTO THE PROCESS ON BIDDING AND WORKING WITH THE COLLEGE. STEVE LIPPERT 617-916-8268 STEVE.LIPPERT@TURTLE.COM

Describe the type of assistance needed, along with your contact information...

We would appreciate assistance in navigating the procurement process for our services.

We would be happy to hear about opportunities for landscape architecture work on campuses. Contact Gigi Saltonstall, Gigi@g2cla.com, 781-373-5945

Assistance reaching researchers in need of an external evaluator or education curriculum /professional development specialist for federal and other grants requiring such a component. Cathy Lachapelle cathy@stemedinsights.com

How to decrease staff stress and burnout.

Assistance with SEO for my website, business plan, and how to maximize my business social media presence.

Product and volume information on bids. Heike Milhench heike@milhench.com 508-330-4742

Assistance with cost estimating; your organization has many more data points to draw from than any small firm will have. Assistance with schedule and understanding their relationship to construction and procurement.

We would love be on a vendor list for Northeastern University, our CEO is an alum. Provide us the opportunity to participate in bids.

Names and numbers of the purchasing group

Connect us to the HR organization to allow us to bid on contingent help, contract to hire and direct hire opportunities.

I don't know! But I would never turn down professional assistance. Rena Cheskis-Gold, Principal and Founder, rena@demographicperspectives.com

We currently do not have any contracts with any universities in MA/CT/ or RI Contact: Laura Walker lw@willcosales.com

Help scaling up.

We would like assistance to understand how, where and when the university is seeking architectural services.

As explained in the last section - an advocate in the university that could serve as a mentor/connector to different parts of the university that might need our language services. Help navigating the organization. Wendy Pease Rapport International www.RapportTranslations.com
wendypease@rapportintl.com 978-443-2540 x101

Contacts in the planning/ development, project management or facilities departments on campus. Notifications of RFP's. Jennifer Sapochetti/
jsapochetti@jsfirecode.com/ 603-327-8650

Clear bidding processes

Hi, We would like to learn more about where to find RFP and the submission process. Andre Mai 617-839-8887 amai@loftybuilt.com
www.LoftyBuilt.com

Connection to project managers and engineering / facilities leads.

Interns provided to small business owners who gain valuable on-the-job experience working with seasoned professional. Must be able to work for long period of time as training is time consuming and detailed. Thank you for your interest in our opinions. AMW Marketing 22 Fleetwood Dr. Norfolk, MA 02056 info@amw-marketing.com www.amw-marketing.com

Describe the type of assistance needed, along with your contact information...

Administrative assistance like answering incoming service calls, online marketing AI set up and management, social media marketing and RFP application assistance. Thank you! Concetta Cippolletti, CEO American Bio Services & Advocating by Service 206-596-5399 (direct)

Opportunities Bonding JD @ 215.493.4420 direct

How we can better submit proposals that would result in a more favorable response and opportunity to work with the University.

So much of Consortium is boiler plate for larger bids that does not effect us. We sell and service portable fire extinguishers, kitchen systems and emergency lights. Perhaps having another set of specifications for smaller business which would have commensurate Insurance requirements as well as bidder requirements for a vendor that is on site once or twice a year and not monthly or weekly.

I checked yes, because I am wondering if you refering to paid or free managerial services? P nIn either case, please give me an example of these services to outside contractors? Also, regarding potential ways to work together. I am currently developing AI technology with a new partner. NU is a tremedous resource for data collection. I wonder if NU would be interested in partnering to develop AI / NPL technology with us. Thank you for this survey. I look forward to connecting. Context Capital Asset Management, LLC Melissa Frydlo 123 South Street, No. 2 Northampton, MA 01060 413-320-6469

Information on how to connect with interested parties at Northeastern - and share our information

A second set of eyes to read airline contracts

Connection to IT/facility decision makers to introduce my company and services. C4CABLE LLC provides cable, fiber, wireless, audio/visual, OSP fiber, custom cable solutions. Supply and installation services. We partner with electricians and contractors to fulfill almost any requirement. Insured with references- MGM Casino, Hilton Hotels, Hanscom AFB. Carole Derringer caroled@c4cable.com 508-944-5573

Opportunity to make presentation to a group who is responsible in hiring architects and engineers.

Add my company to the procurement list

roz@greensteinanalytics.com I can support process improvement and would be glad to help any administrator seeking process review and implementation recommendations.

Would like further information on Technical assistance.

It would be great to know when there are small project opportunities for small firms like us (3-5). Fish Design and Architecture LLC Myoung Kim 617-501-2587 myoungk@fishdesignlab.com

University technical contact so we can pitch our capabilities. We specialize in electrical commodities/switchgear as well as turnkey industrial battery retrofit. Energy Storage is another area of expertise. If the university is looking at Cogeneration, we have the team to install the project. Jack@jbexceleration.com. 518-879-4002 Jack Bartoszek CEO JB Exceleration, LLC

I would be interested in working with NE on ways to better serve the NE community, as well as learn how to better navigate the college system

How do we prequalify for consideration for work with the university and be notified of new RFPs? (Mark Freeman, President, markf@perrydean.com)

Assistance in finding available RFPs and making connections within the university.

Rachel Leone rachel@leonemarketing.com 6179396689

We are not aware of how to find and respond to contract opportunities at NU. Julie Davies jdavies@millcityenv.com

Describe the type of assistance needed, along with your contact information...

Primarily, I would be looking for a way to introduce my company to the buyers on campus - It is preferred that this be a smaller group so we can talk to the administrators who purchase food one on one and find out their needs. The "Fair" atmosphere just turns into a party atmosphere with free food where you have a steady stream of buyers and non buyers coming through with no time to make a connection and the buyers are not necessarily concentration on the merits of your company.

I am the local Boston-based Zones representative for both Higher Ed and State/Local institutions in New England, so I would like to be contacted directly to discuss how we can apply for Northeast certification. Thank you. Bob Spencer, bob.spencer@zones.com, 508-740-9877

Fully documented, educational process flow for updated systems, and responsibilities for all team members- almost like Emyth practices. SMB just does not have the time or resources to document for proper training across the board for all employees

Marketing support

We would love to set up a meeting with the Procurement office and learn more about the technology, engineering and business services opportunities Northeastern has to offer a company such as TalentBurst. Thank you

Bountyful Provisions Company, LLC 95 Ruthven Street 1st floor Boston, MA 02121 617-959-6913 617-818-8600 levi@bountyfulprovisions.com

Recently we have had to wade through the process of contracting with Construction Companies for relatively small parts of 2 different projects. As an example in one project the process has been very time consuming to prove we had adequate insurance for our part of the project—and that we did not need a 23 page contract to supply 4 pieces of art for elevator lobbies, that the contractor would be installing. Help us cut through that type of process to allow us to do what we do so it doesn't take days for approval.

Insight to the RFP process and requirements need in order for the bidding process. Mike Ye 617-818-3547 mike@cdscontracting.net

Getting involved in bidding University and College projects would be extremely beneficial to my small WBE. Consist work is always a blessing. Amy Barrett BarrettDevelopmentGC@Gmail.com 857.526.0095

Access to individuals, departments or schedule of events that would need assistance in printing of all kinds, signage, distribution and give-aways.

Contact people info and reasonable contact with those people- even a generic email going out monthly with opportunities , information update. Small businesses fill out pages of information whether you order \$100 or \$10000- have a minimum amount of annual business required to fill in all of those forms. Thanks for this survey!! Lmiller@harricksci.com

I have been successful at running my business so far. I think if I knew that I needed assistance and what type of assistance I needed, I would have obtained it. What I do know, is that I do not know everything so I would graciously accept any assistance or guidance to discover what I may need for assistance.

Awareness of our services

Web design

Marketing/business promotion, cash flow, and advisory board Shamika (Rucker) Scott 762-994-7178

We are beginning to implement a transition to a professional ERP/CRM/accounting system. This is a massive undertaking. Help with implementation, transition, and training would be very helpful. We are also looking to develop a system for production estimating/scheduling.

Would love to have leadership and marketing training opportunities. Rebecca@independentdesign.com

I need a contact person with the University in order to any type of bidding.

Describe the type of assistance needed, along with your contact information...

Not sure what is being offered but as a small business all help is always welcome :0)

Maria Maglitta, Owner Parla Promotions, Inc. Email: maria@parlapromotions.com Phone: 508.839.9600

I'd need to learn 1) how do I become a registered diversity vendor with Northeastern, 2) what types of RFPs my business would be best for, how to apply, 3) ways to team with larger vendors that already work for Northeastern so I can subcontract with them, and 4) having your contacts help me find ways to meet unmet need at the organization. Small businesses can complete small contracts quickly (e.g., make a series of lectures, create some assignments, put on a workshop/conference). This leanness should be leveraged in some way by the organization.

Direct access to a contract so that I can finally prove my capabilities; and no "mega deals" that I can not possibly compete for all of it. I am sick and tired of going the extra mile by responding to picky RFPs only to discover afterwards that the same old vendors still got the contract even though my Bids were a lot lower in price. Too many times I felt that it just boiled down to old fashioned office politics fueled by Nepotism, Cronyism, Ethnic Prejudices and down right Racism.

Not sure

Learning more of the new technology regarding take off and estimating learning more about isq and other technology software related to construction.

workshops available to suppliers on topics of relevance to company growth and achieving scale. Alberto B. Calvo, co-owner Stop and Compare Markets 781-808-7621 abcalvo@stopandcompare.net

Preparing bid package, HR back office support

The amount of time it takes to clarify RFP requirements and respond is cumbersome for a small business. I would love University support through the RFP process where my business is a fit (Employee research, consulting and workshops to support caregivers and create inclusive workplaces.) Leslie Forde (Leslie@MomsHierarchyofNeeds.com)

Help navigating the procurement system and connect us directly with decisionmakers.

TA understanding the procurement process at the University. Wil Renderos, wilber@audiochemists.net

A point of contact for providing resources to your organization. Hima Bindu or Jan Pyda 508-517-3981 hima@stpincusa.com or jan@stpincusa.com

Program to help us how to win the contract. Marketing and Sales Course etc., Sweta Dutech Systems, Inc Certified WBE |MBE |HUB 18 Harvest Rd, Reading, MA 01867 508-797-7272 sweta@dutechsystems.com <https://dutechsystems.com> View Open Jobs

HR and finances (tax, code compliance), business marketing Justin Lee, AIA - justin.lee@lee2design.com

Examples of proposals for work and information on the process will be greatly appreciated. Contact: Pei Wan Cheng peiwan@alta-creative.com

researching and completing RFP . a sub tier listing of vetting vendors supplied to GC.

Connections to those interested in our educational programs. Sharon Tracy, Executive Director, Quabbin Mediation, 978/544-6142, sharon@quabbinmediation.org.

More information about procurement process

How to bid on opportunities Herby Duverne Herby.duverne@windwalker.com 617-797-9316

Describe the type of assistance needed, along with your contact information...

Extra Solid Media, LLC alex@extrasolid.com Interested in opportunity in web and app development projects. Can you sign us up to the mailing list?
Thanks

Awareness of current needs

Kathleen Rowell Kathleen@americanmovingandinstall.com 617-259-4989 (cell) I would love to speak with the head of the diversity program to guide us through to an equal opportunity please and thank you! Getting this email is exciting since I never hear back from years prior. I pretty much gave up on Northeastern sadly to say.

To be honest if the people at the diversity events followed through in their offers to allow me To bid that would be very helpful. For me to take days off to attend these events only to find it was a waste of my time is discouraging. As a small business owner I don't have that kind of time to waste.

Establishing relationships with decision makers. Creating awareness for target audience about our services. Growth planning and expansion strategy.

Notification of RFP opportunities. judi@barrettplanningllc.com

Specific information on Owner Direct Purchases of commercial food service equipment.

Maybe, it depends on the type of assistance. If you offer technology support, great.

I need opportunities to bid on a project. I have not received this. I do have a current project with Northeastern but that came in through the partnership Northeastern had with a private developer. I have not actually received an opportunity to bid through its procurement process and I am an established architectural minority-woman owned firm for over 2 decades. You can reach me at hlb@studioluz.net Hansy Better Barraza, AIA, LEED AP www.studioluz.net (C): 617-669-1109

How is Pro AV Systems able to get more more information on RFP needs at Northeastern? Contact information: Kimberly Bishop - President/CEO (kbishop@proavsi.com) - 978-692-5111 (x-8729) Adrienne Blasioli - Director of Bid Operations - (Adrienne@proavsi.com) 978-692-5111 (x-8743) David Bishop - Chief Commercial Officer (Dbishop@proavsi.com) 978-692-5111 (x-8733)

Just the ability to speak to those in power to get us added as suppliers.

End of Report