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Northeastern University Supplier Diversity Survey

Northeastern University's College of Professional Studies is working with the Northeastern Office of Institutional Diversity and Inclusion (OIDI) to assist diverse-owned suppliers in entering the university/college procurement market. The purpose of this survey is to identify the university/college procurement-related challenges faced by diverse-owned suppliers. Insights gathered from survey participants will be compiled into a project report to be submitted to the Northeastern OIDI. This report may also be shared with the Northeastern Procurement Services. All personally identifiable information will be kept anonymous.

It should take you about 10 minutes to complete this survey. We would appreciate if you could complete the survey at your earliest convenience. We thank you for your time and collaboration.

Please contact Ms. Salu Singh at singh.salu@northeastern.edu if you would like to receive a copy of the survey results.

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

[   ]

Which industry/sector best corresponds to your organization?

○ Accommodation and Food Services

○ Administrative and Support Services

○ Construction

○ Educational Services

○ Finance/Insurance

○ Healthcare/Pharma

○ Information

○ Manufacturing

○ Marketing, Advertising, and Communications

○ Professional, Scientific, and Technical Services

○ Real Estate, Rental, and Leasing

○ Retail

○ Telecommunications/Technology

○ Transportation and Warehousing

○ Wholesale Trade

○ Other

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

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How many employees work at your company?

○ 1-10

○ 11-50

○ 51-100

○ 101-500

○ 501+

How long has your organization been in business?

○ < 1 year

○ 1-3 years

○ 4-10 years

○ 11+ years

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

☐ Minority-owned business

☐ Women-owned business

☐ Veteran-owned business

☐ Service-disabled veteran-owned business

☐ Disability-owned business

☐ LGBTQ-owned business (Lesbian, Gay, Bisexual, Transgender and Queer or questioning)

☐ Small business

☐ Small local business enterprise

☐ HUBZone-located business (Historically Under-utilized Business Zones)

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)

☐ Self Certification

☐ Small Business Administration

☐ National Minority Supplier Development Council

☐ Women's Business Enterprise National Council

☐ National Women's Business Council

☐ National Gay & Lesbian Chamber of Commerce

☐ Disabled Veterans Business Alliance

☐ National Veteran Business Development Council

☐ Vets First

☐ U.S. Hispanic Chamber of Commerce

☐ U.S. Business Leadership Network

☐ Massachusetts Supplier Diversity Office

☐ Local Governments (e.g., City of Boston)

☐ Greater New England Minority Supplier Development Council

☐ Other

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

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Which procurement market does your organization actively pursue as clients?

☐ Universities/colleges

☐ Government entities (e.g., federal, state, and local governments)

☐ Private sector (e.g., large businesses)

☐ Non-profit organizations except for universities/colleges (e.g., religious or charitable organizations)

☐ Other

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

[   ]

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

☐ Registration sites

☐ Online search (e.g., Google search)

☐ Emails

☐ Cold calls

☐ Outside sales

☐ Networking/University events

☐ RFPs (request for proposal)

☐ Local business associations (e.g., chamber of commerce)

☐ Other

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

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

☐ Low awareness of specific bid and contract opportunities at specific colleges and universities

☐ Certification requirements

☐ Lack of sufficient funds to undertake medium to large-scale projects

☐ Cash reserve or specific equipment requirements

☐ Confusing contract terms and paperwork requirements

☐ The amount of time required to complete RFPs (requests for proposal)

☐ Performance bond requirements

☐ Lack of staff in my organization who can seek out procurement opportunities

☐ Small size of my business

☐ Lack of relationships with current major suppliers to colleges and universities

☐ Other

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

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

○ Yes

○ No

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

○ Yes

○ No

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)

Shorter payment terms (i.e., less than 15 days)

Insurance requirements closely tailored to work being performed

University expanding diverse certifications beyond the existing ones

Informational support about obtaining and maintaining diverse certification status and recognized certification organizations

A supplier diversity point of contact

Informational support about how to respond to RFPs or other procurement requests such as Requests for Information (RFIs) and Requests for Qualifications (RFQs)

Other than the list above, in what ways could universities/colleges make the procurement process easier to navigate?
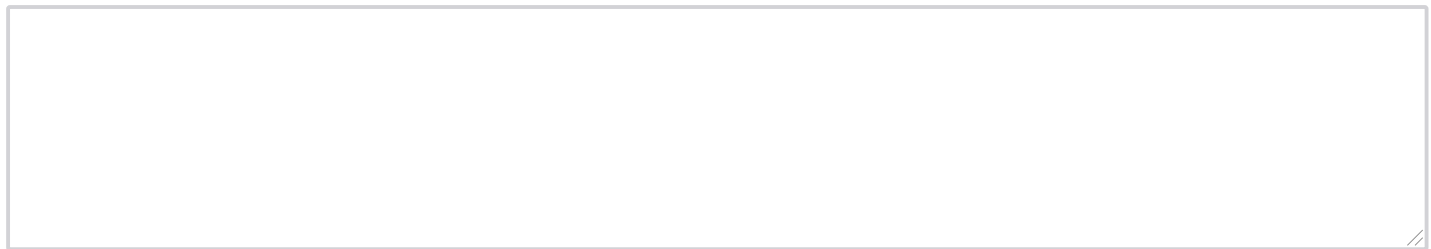
Beyond procurement practices, in what ways could universities/colleges help your organization grow?

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

○ Yes

○ No

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

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