



## Supplier Pre-Qualification Strategy

<i>Strategy Title</i>	<b>Supplier Pre-Qualification Strategy</b>
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### Purpose

Assist the with the identification and relationship building activities for new/alternate diverse and small suppliers, resulting in the inclusion of new suppliers in bid opportunities and increased Company spend with these diverse and small firms.

### Scope

Supplier Chain Diversity Team (SCDT) initiates actions that are supported by all Supply Chain personnel in association with the business/operations decision makers as needed.

### Strategy

#### **To increase number of vetted and pre-qualified diverse and small suppliers**

1. Conduct Category Strategy Gap Analysis to identify areas with no current inclusion of diverse suppliers
2. Meet with Category Managers to determine categories of opportunity for alternative/diverse suppliers based on category requirements and prioritization
3. Conduct outreach to identify Diverse Suppliers for pre-qualification in identified categories with opportunities
4. 3 Step Pre-Qualification Process
  - o Commercial/Safety Pre-Qualification: Sourcing Manager to conduct
    - Meet with Diverse Suppliers to explain EFH T's & C' and determine capabilities
    - If beneficial to EFH and supplier elects to move forward with us, receive and evaluate
      - Financials
      - Safety
      - Labor Rates
      - Insurance
      - Professional Licenses/Certifications
      - D&B
      - etc.
    - If appropriate, officially award "Commercial Pre-Qualification"
  - o Technical Pre-Qualification: Engage appropriate technical team to conduct
    - Set up introductory meeting as a "Commercially Pre-Qualified" Supplier
    - Collect Trade Specific Information/Qualification Documentation
    - Conduct Site Visits as appropriate
    - If appropriate, officially award "Technical Pre-Qualification" based on evaluation



- BU/Site Pre-Qualification: Travel to BU/Site to facilitate relationship building btw Diverse Suppliers and Internal/Site Clients
  - If appropriate, officially award “BU/Site Pre-Qualification” based on User acceptance
- 5. Begin including on Bid Opportunities
- 6. Work with Diverse Suppliers to provide feedback to increase competitiveness
- 7. RESULT/GOAL - Increased spend with pre-qualified suppliers

**Goal**

- Document updates to Category Gap Analysis
- Examine Opportunity Funnels and bid participation rates