



# DSS

Diversity Spend Solutions

Solutions invented to  
**REVOLUTIONIZE**  
the Supplier Diversity Industry

# Client Testimonials

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“Since launching our Supplier Diversity Reporting System with DSS in 2015, Toyota has realized a tremendous benefit in achieving a substantial reduction in man hours and human resources, improved data accuracy, flexibility in changes that we may want to incorporate into the tracking system.

“Prior to the establishment of our relationship... [we were] manually calculating our diverse spend with hundreds of suppliers with billions in spend which left a huge opportunity for error. Toyota realized a 95% improvement in labor efficiency which equated to a savings of over **\$60,000/year.**”

Chuck Hendrix  
Senior Manager – Supplier Diversity  
Toyota Motor North America, Inc.



# About Us and Background

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Diversity Spend Solutions (DSS) is a service, strategy, and software solution provider that focuses on building and enhancing diversity initiatives.

Our internal culture for our team members is to always feel **CONNECTED** and **PROSPEROUS**. Our working approach is to always sit in our customer's seat to curate the appropriate solution with the goal of a long-term partnership rooted in **TRUST, MUTUAL RESPECT,** and **COLLABORATION.**

Our **ULTIMATE GOAL** is to deliver solutions/results that provide **ACTIONABLE INSIGHT** and **STRATEGIC DIRECTION** to continuously drive inclusion throughout the supply chain and organization.

Our **VISION** is to **REVOLUTIONIZE** the way we do Supplier Diversity through **DATA**

**13 YEARS**

**Delivering  
Supplier Diversity solutions**

**24 YEARS**

**Delivering  
Technology Solutions**





# From our Customers mouths to your ears

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Through the lens of leading, developing, and launching countless projects throughout my career at General Motors, I've learned that having a supplier on board that is just as, if not more, passionate than the business about the end product, is invaluable. Passion undoubtedly describes DSS. Passion to deliver a quality, customer centric experience and product was evident from the initial meeting. DSS committed to understanding its customer, teach methods that allowed the GM team to become more agile & faster to market, and boldly shared innovative ideas and suggestions without fear. DSS went on a journey with GM's Supplier Diversity team and transitioned from being just a supplier to a partner that is helping to change the way GM executes its Supplier Diversity initiatives.

Tamika Walker, GM

# Take a Closer Look At DSS

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[DSS 3-Minute Commercial.mp4](#)

# Revolutionary Solutions for Every Performance Level

- **LEVEL 0**  
**Non-Contributing Supplier Diversity Program:** No plans to implement a supplier diversity program.
- **LEVEL 1**  
**Early Stage Supplier Diversity Program:** Just getting started based on a customer requirement or an expanded DE&I commitment.
- **LEVEL 2**  
**Compliance Focused Supplier Diversity Program:** The program's sole objective is to satisfy customers' diverse supplier utilization requirements.
- **LEVEL 3**  
**Traditional Supplier Diversity Program:** The program has visibility, but limited impact due to a lack of senior leadership engagement.
- **LEVEL 4-5**  
**Business to Business Diversity Strategies:** Visionary CEOs and their senior leaders command the influence, access, budget, and accountability to elevate supplier diversity programs into B2B diversity strategies.



# Our Capabilities

## DSS 3-Minute Commercial.mp4

### Pillar I

#### Establish the Baseline (ETB)



- ✓ Tried & True Supplier 'Scrub'
- ✓ Tier I/Tier II Spend Reporting
- ✓ APV Analysis
- ✓ Cultural Readlines/Internal Awareness Assessments
- ✓ Customer Reporting

### Pillar II

#### Build/Manage the Pipeline (BMP)



- ✓ Supplier Relationship Management (SRM)
- ✓ Prospector Portal
- ✓ Supplier Qualification Pre-Assessment Survey
- ✓ Supplier 'Health' Check
- ✓ Certification Support

### Pillar III

#### Influence To Impact (ITI)



- ✓ Supplier 'SPOTLIGHT' Program
- ✓ Supplier Development
- ✓ RFQ Sourcing Analysis

# Establish the Baseline

## Ultimate Goal and Expected Outcomes

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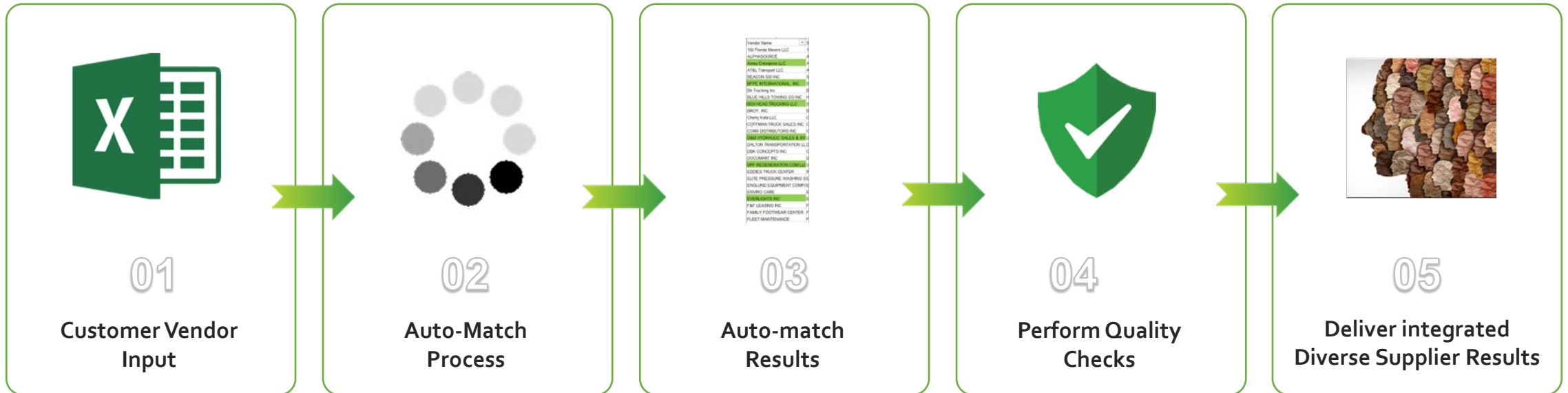
### Pillar I: Establish the Baseline

**Goal:** Establish the tools and processes necessary to assess the current state with the following outcomes.

- ✓ **COMPREHENSIVE VISIBILITY:** Into every aspect of spending across your organization
- ✓ **KEY INSIGHT:** An accurate and deep intuitive understanding of the current state
- ✓ **ACUTE AWARENESS:** Of untapped areas of opportunity to achieve the desired state
- ✓ **MEASURABLE RESULTS:** Results by KPI and every aspect of the core operations



# SUPPLIER 'SCRUB' INTELLIGENCE



## SCRUB RESULTS RETURNED WITHIN DAYS



**PROVIDES MAXIMUM VALUE FOR MINIMUM COST**

# SCRUB MANAGEMENT STANDARD DASHBOARD

tenant Scrubs

Import Tenants' Data New Tenant Scrub

Search Reset

tenant	Freq.	Last Scrub Date	Tenant Vendors	Matched Vendors	Matched Scrub Vendors	Suggestions	Unmatched Vendors	Match All
suka	4		1468 Diverse 168 Non Diverse 1300	33	Active Expired OOB Non Diverse 33 25 8 0 0	444 Last Match 04/22/2022 16:09:07	991	Match Tenant
oger	4	04/15/2022 Next Scrub Due 07/15/2022	6521 Diverse 298 Non Diverse 6223	6512	Active Expired OOB Non Diverse 297 250 47 0 0	0 Last Match 04/14/2022 01:05:38	9	Match Tenant
is	12	04/15/2022 Next Scrub Due 05/15/2022	664927 Diverse 428367 Non Diverse 236560	645007	Active Expired OOB Non Diverse 408447 258671 148661 5 1110	0 Last Match 04/03/2022 11:05:56	19920	Match Tenant
ntas	4	04/15/2022 Next Scrub Due 07/15/2022	55575 Diverse 382 Non Diverse 55193	904	Active Expired OOB Non Diverse 174 92 71 0 11	11131 Last Match 04/01/2022 20:16:03	43540	Match Tenant

02

Initiate Scrub

01

Load Source (data) file

DIVERSITY SPEND SOLUTIONS

Tier I - Health Check - Tier II - WorkForce - SRM - Ambassador - Admin - Security Admin - Multi Tenant -

### Data Load

Import Source Data Files

Select file No file chosen Import

Load Config (default)

Show Deleted  All

22 records  
Delete selected files Reload selected files

File name	Load Type	Load Config	Uploaded on	Completed On	Current status
Supplier Clearing House Directory_2018-09-19.xlsx	Diversity	Supplier Clearing House	10/31/2018 02:21:38	10/31/2018 02:33:26	In Use
47507-102018.xlsx	Diversity	Supplier DOT	10/30/2018 21:53:40	10/30/2018 21:57:15	In Use

# 2023 -Recent Case Studies

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**TOYOTA** • \$43M new diverse spend identified



• \$69M new diverse spend identified



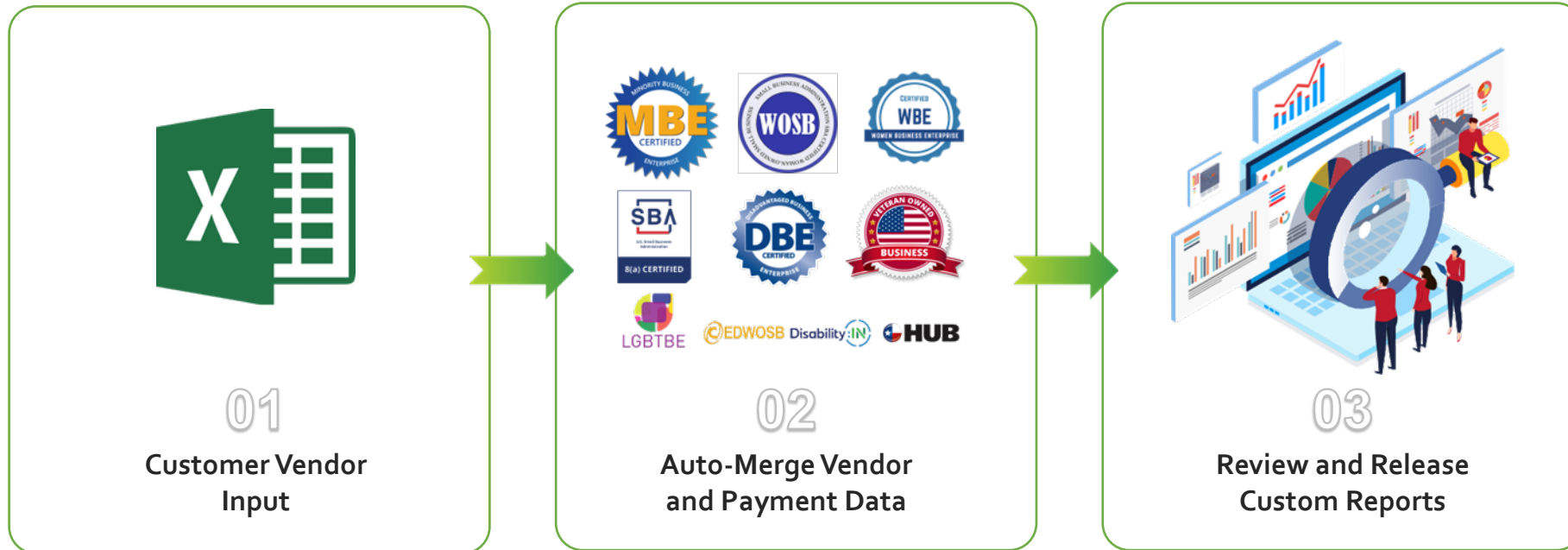
• \$92M new diverse spend identified

# Tier I Reporting

## Special Features and Abilities

- **Target Analysis:** Setting targets on annual purchase volumes by Line of Business, Commodity and/or Department/Division: Provides visibility into the planned minority content for each commodity (next slide example).
- **Supplier Utilization:** Visualizes how suppliers are shared across the entire company including lines of business and location.
- **C Suite Level with drilldown to Manager:** Visualizes spend from the top or organizational budget with drill down to cost center spend.
- **Location/Economic Impact:** Visualizes spend across all affiliate and business unit spend.
- **Opportunity Identification:** Visualizes commodity spend with current minority content achievement.
- **Survey Support:** Visualizes spend by certification type (i.e., MBE), ethnicity, certification sources, etc..
- **Vendor Type:** Visualizes spend by vendor type (i.e., Direct vs Indirect/Services spend).
- **Risk Management:** Allows the user to anticipate the impact on spend due to loss certification.
- **Project Analysis:** Visualizes minority spend across capital projects to aid in fiscal year planning.
- **Historical Analysis:** Visualizes year to year comparison for diversity achievement.

# TIER I REPORTING



**Spend reports** ready for review/release in minutes  
Report maximum spend with integrated scrub results  
Customizable user profiles and report role



Tier I - Health Check - Tier II - SRM - Admin - Security Admin - Multi Tenant - PROSPECTOR Q

### Supplier Diversity Dashboard

Filters | Payment Through: 05/31/2021

#### Historical Achievement

Quarter	Other Diverse	MBE	WBE
2021Q1	1.59%	3.66%	2.78%
2021Q2	1.10%	3.78%	3.00%

#### % to Target (Annual Planned Spending)

Organization	% to Target	Actual Diverse %
Fleet & Tech Ops Supply Chain	602.55%	6.02%
Corporate Real Estate	58.22%	2.70%
Operations, Inventory & Logistics	57.11%	9.70%
Technical Operations	15.04%	0.15%

#### Spend Summary

Total Spend	Overall
Total YTD Spend	\$88,686,741,169
Less Excluded Amount	\$59,758,748,478
Total YTD Spend after Exclusions	\$28,927,992,690

Diverse Spend	Overall
Total YTD Diverse Spend	\$2,017,400,566
Less Excluded Amount	\$503,692,540
Total YTD Diverse Spend after Exclusions	\$1,513,708,025

**Actual Diverse Spend % 5.23%**

#### Top Diverse Spend by Supplier

Supplier Name	Spend	Class
1st Choice Aerospace, Inc...	\$333,143,625	CAN-MBE, MBE, WBE
A National Limousine Serv...	\$286,982,632	MBE
ACRI SERVICES AND CONSULT...	\$120,230,135	WBE
ABSTRACT OVERHEAD DOOR CO...	\$66,585,900	WBE
ADROIT PARTNERS, LLC	\$55,574,174	MBE
American Facility Service...	\$49,789,083	MBE
DYNAMIC MANUFACTURING INC	\$38,674,271	WBE
AIRPORT TECHNICAL SUPPORT...	\$37,423,038	WBE
ATLAS ELEVATOR INSPECTION...	\$34,740,406	MBE, WBE
Aero Marine Interior, Inc...	\$30,994,498	MBE

Total YTD Diverse Spend after Exclusions: \$1,513,708,025

#### Spend by Ethnicity

- Black [29%] (\$446,025,561)
- Asian-Indian [29%] (\$444,562,063)
- Women [26%] (\$396,698,642)
- Hispanic [6%] (\$86,401,293)
- American Indian or Alaska Native [2%] (\$34,740,406)
- Canadian Aboriginal [2%] (\$33,848,649)
- Native American [2%] (\$28,182,089)
- Asian-Pacific [2%] (\$23,621,996)

#### Top Spend by Certification Type

Certification Type	Total	Percentage
Minority Business Enterprise	\$1,075,861,418	71.07 %
Woman Business Enterprise	\$780,711,925	51.58 %
Canadian Aboriginal	\$367,109,370	24.25 %
Veteran Enterprise Business	\$30,707,544	2.03 %
Service-Disabled Veteran Enterprise Business	\$31,012	0.00 %

# TIER-I REPORTING PLATFORM DASHBOARD

From: MM/DD/YYYY To: MM/DD/YYYY Exclusion: Non Excluded Vendor Type: - By Period: > Year-2021

Location: No Locations selected... Hubs: No Divisions selected... Certification Type: No types selected... Certification Source: No Sources selected...

Certification Source Type: No Source Types selected... Organization: No Organization selected... By Geo Location: No Geo locations selected... By Affiliate: No Affiliates selected...

Payment Through: 05/31/2021 Grace Period: 90 Days

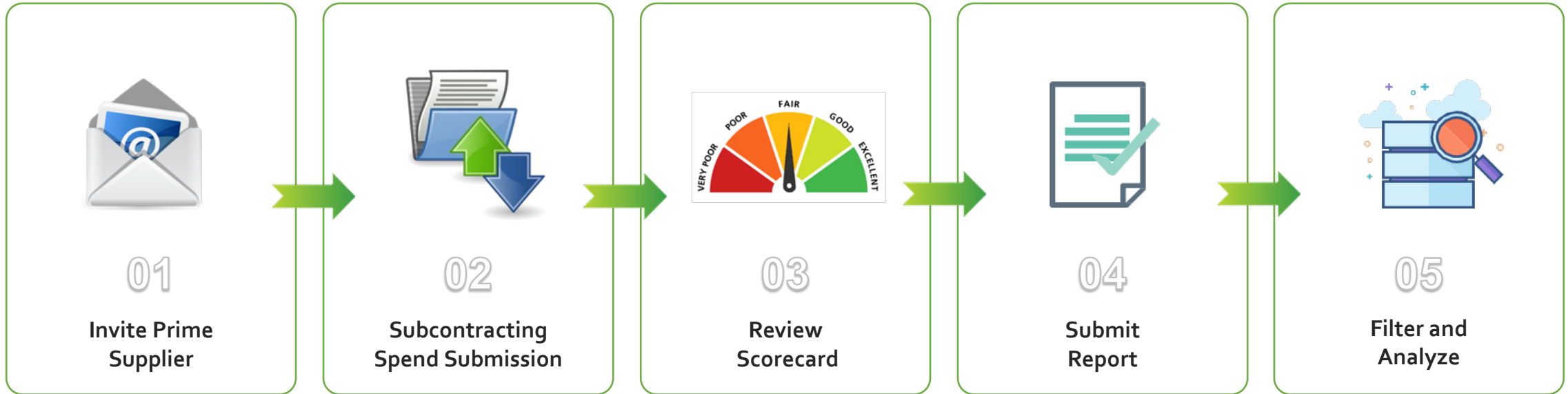
Filter Reset Actions

## Tier I Dashboard with Filtering Options





# TIER II REPORTING



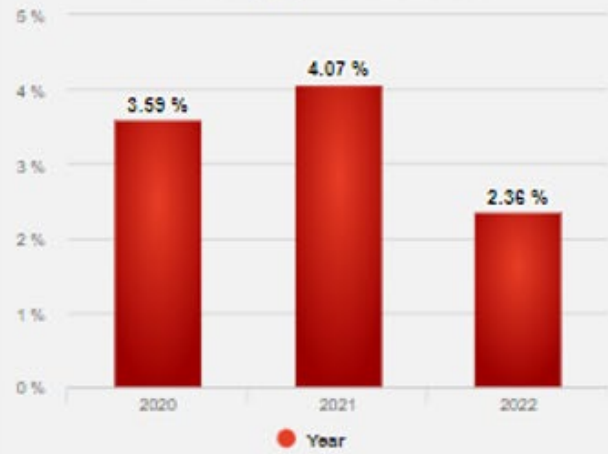
**Takes less than 15 minutes to import and submit results**  
**Automatically track your maximum subcontracting spend**  
**Provide prime supplier their own scorecard dashboard**

# TIER II REPORTING STANDARD DASHBOARD

## Tier II Supplier Diversity Achievement

[Get Report](#) [Change Layout](#)

Historical Aggregated Achievement



Spend Summary

Denominator	Overall
Total Contract Amount	\$32,000,000
Numerator Overall	
Direct Diverse Spend	\$1,154,234
Indirect Diverse Spend	\$275,943
Less: Excluded Amount	\$675,776
Total Spend after Exclusion	\$754,399
Achievement Overall	
Tier II Achievement	2.36%

Submission Overview

Period	Overall	Invited	Approved
2022Q1	12%	25	1
		Responded 3	Rejected 0
2022Q2	0%	1	0
		Responded 0	Rejected 0
2022Q3	0%	25	0
		Responded 0	Rejected 1
2022Q4	0%	25	0
		Responded 0	Rejected 0

Spend By Certification Source

Certification Source	Total	Percentage
DOT	\$441,225	59.47%
OTHER	\$195,266	26.32%
NGLCC	\$93,106	12.56%
WBENC	\$12,236	1.65%

Spend By Certification Type

Certification Type	Total	Percentage
Minority Business Enterprise	\$514,650	68.22%
Woman Business Enterprise	\$147,394	19.54%
Lesbian, Gay, Bi-Sexual, Transgender, Queer	\$92,354	12.24%

Top Diverse Spend By Vendor

Vendor	Achievement
ALORICA INC	1.92% <a href="#">See more</a>
AAM POWDER METAL COMPONENTS INC	0.41% <a href="#">See more</a>
ADIANT US LLC	0.09% <a href="#">See more</a>

# From our Customers mouths to your ears

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I worked with DSS as one of their first clients. Their expertise and ability to help with understanding our diverse supplier base was exceptional. Very responsive and proactive in identifying our internal challenges and providing solutions. Also has the systemic understanding work with other business units within the company to create holistic business solutions. I highly recommend them to provide hands-on, flexible support and service.

**Adrienne Trimble**  
**Vice President, Chief Diversity Officer**  
Sysco Corporation



# Build the Pipeline

## Ultimate Goal and Expected Outcomes

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### Pillar II: Build and Manage the Pipeline

**Goal:** Leverage the results of Pillar I to build and manage a pipeline of prospective diverse suppliers with the following outcomes.

- ✓ **OPPORTUNITY IDENTIFICATION:** Identify, pre-assess, and integrate prospective suppliers into internal commodity categories
- ✓ **SUPPLIER MATCHMAKING** – Connect buyers with pre-vetted suppliers based on internal quality expectations through an end-to-end automated process.

# SRM and Matchmaking Portal

## Push and Pull Functionality

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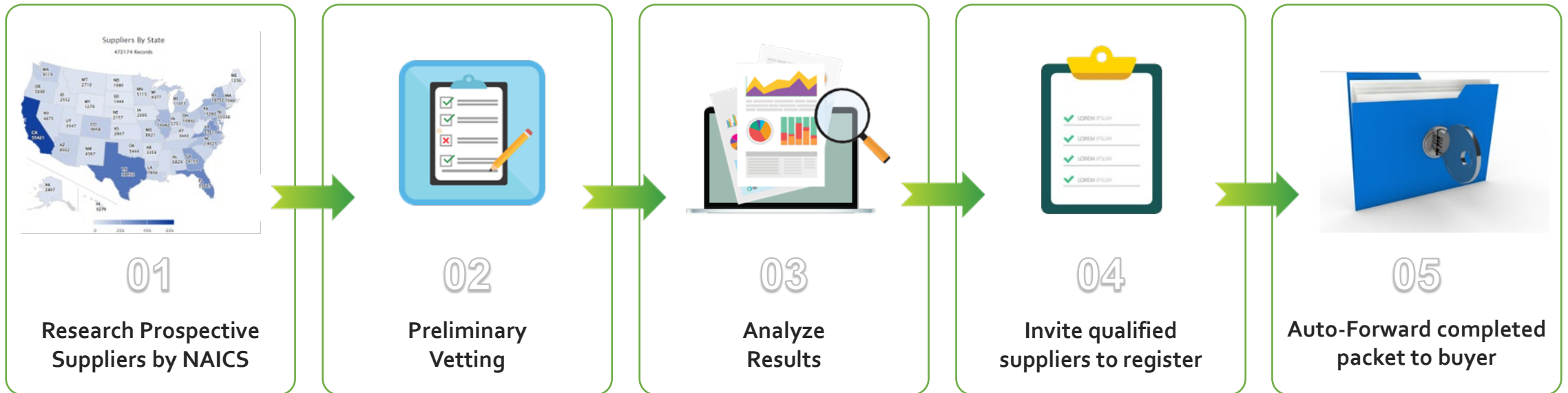
An online portal for current vendor updates and new prospective supplier registrations that can be accessed via your website or and event specific QR code. Some of the key features are.

- Entire Registration Process is automated by status related emails
- Track Event Metrics
- Quick Registration Process
- Auto-Match Suppliers with Buyers
- House Supplier/Buyer Discussion Threads
- Send Bulk Invitations to Suppliers for Upcoming Events or RFP Opportunities
- Customize Required Attachments
- Track prospective suppliers by internal commodities
- Auto-forward or review supplier profiles for approval prior to forwarding
- Leverage the portal to invite suppliers to special events or to bid on RFP Opportunities



# PROSPECTOR (SUPPLIER)

## SUPPLIER RELATIONSHIP MANAGEMENT (SRM)



**We have an anti-registration process**

**Connect with the right suppliers based on internal quality expectations**

**Pre-vet a supplier without a conversation**

**Only invite/forward qualified suppliers to meet the buyer**

Kimberly-Clark SUPPLIER RELATIONSHIP MANAGEMENT PORTAL

SRM & Prospector

SRM - Admin - Security Admin - PROSPECTOR.Q

18 Tradefair

**Prospective Suppliers by Product or Service # in Pipeline**

Fasteners (Direct)	15
Powdered Metal (Direct)	13
Non-Production Material Supplier (Indirect)	13
Seals (Direct)	12
Castings (Aluminum) (Direct)	11
Forgings (Raw & Machined) (Direct)	9
Electronics (Direct)	9
Stampings (Direct)	8
Castings (Ductile Iron) (Direct)	8
Bearings (Direct)	8

**Registration Metrics**

Event	Date	Pre-Registered	Submitted/Approved
Supplier Relationship Management Portal		58	34 (58.62%)
Tradefair		39	20 (51.28%)
Supplier Connections/Email		17	13 (76.47%)
RFP Invitation		6	3 (50.00%)

**Supplier Profiles for Review** 20

Company Name	Submitted On
INTERTREND COMMUNICATIONS, INC.	04/19/2022
Tidy, LLC	04/19/2022
GILL INDUSTRIES INC.	04/19/2022
HEAVENLY PLANT SERVICE	04/19/2022
Jan Star Facility Services	04/19/2022
Jordan IP Law, LLC	04/19/2022
LimNexus LLP	04/19/2022
Milagro Packaging, LLC.	04/19/2022
Millennium Steel of Texas, LP	04/19/2022
Native American Solutions, LLC	04/19/2022
Oveana, LLC	04/19/2022
Snerpa Coaching LLC	04/19/2022
STAR-TAM, INC.	04/19/2022
TJFLEX, Inc.	04/19/2022
Watts Exhibits & Events LLC	04/19/2022
YOSHIS INDUSTRIAL PACKAGING SUPPLY, LLC	04/19/2022
SPEAKER EXCHANGE AGENCY, LLC	04/19/2022
KAYGEN, INC.	04/19/2022

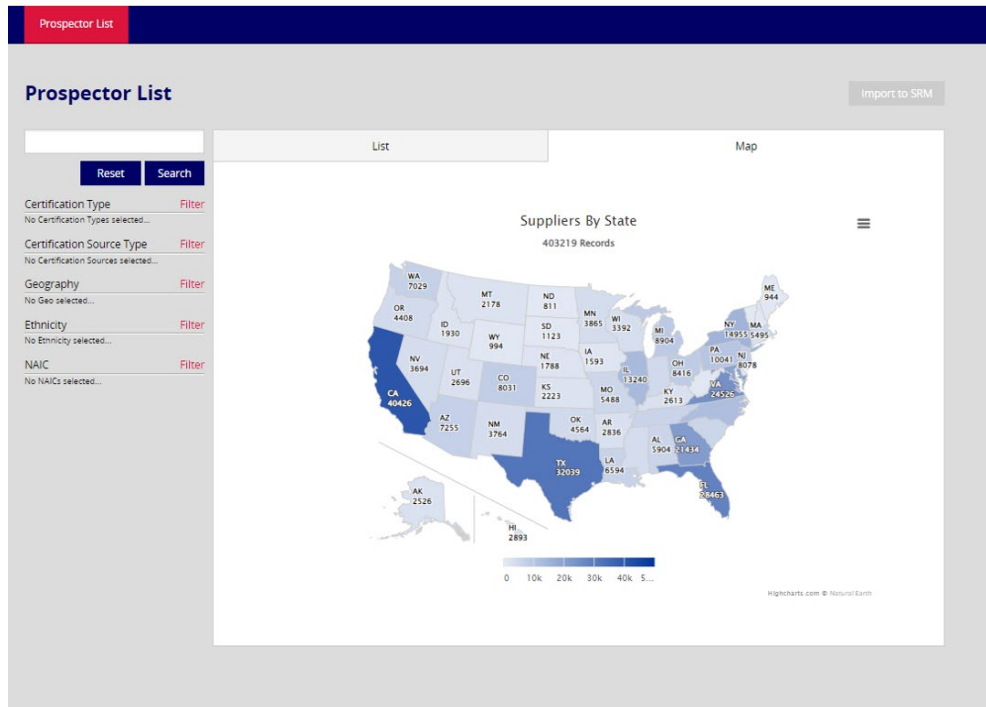
**Messages from Supplier** 20

Company Name	Sent On
No pending messages...	



# SUPPLIER RELATIONSHIP MANAGEMENT (SRM) MATCHMAKING DASHBOARD

# SUPPLIER "PROSPECTOR" DESCRIPTION AND DASHBOARD



01

Forward 'Approved'  
Profile Package to Buyers

Prospector List

Reset Search

Certification Type Filter  
No Certification Types selected...

Certification Source Type Filter  
No Certification Sources selected...

Geography Filter  
No Geo selected...

Ethnicity Filter  
No Ethnicity selected...

NAIC Filter  
336411-Aircraft Manufacturing (336411)

1 to 50 of 1291 records

Company Name	Contacts	Cert Types	Cert Source Types	NAICs	Ethnicity
<input checked="" type="checkbox"/> 1UP, AERIAL DRONE SERVICES	720-476-4101 chucka@1updrones.com	WBE, WOSB	SAM	336411-Aircraft Manufacturing	
<input checked="" type="checkbox"/> 313 INDUSTRIES INC.	248-752-5442 rita@313industriesinc.com	EDWOSB, MBE, WBE	SAM, WBENC	332710-Machine Shops	Black American
<input checked="" type="checkbox"/> 3D DESIGN AND MANUFACTURING, LLC	504-669-2467 vortz22@yahoo.com	WBE, WOSB	SAM	332710-Machine Shops	Non-Minority
<input checked="" type="checkbox"/> 3-D PRECISION MACHINE INC.	562-435-7060 jwibcc@aol.com	WBE, WOSB	SAM	333993-Packaging Machinery Manufacturing	Non-Minority
<input checked="" type="checkbox"/> 3HUNDRED TACTICAL, INC.	954-993-5113 leme@3ht.us	MBE	SAM	313220-Narrow Fabric Mills and Schiffli Machine Embroidery	Non-Minority
<input checked="" type="checkbox"/> 3VIEW LLC	765-714-2333 seanhenady@3viewtactical.com	MBE	SAM	336411-Aircraft Manufacturing	Hispanic American
<input checked="" type="checkbox"/> 4M HR LOGISTICS LLC	703-232-7194 vinh.dat.tran@gmail.com	WBE, WOSB	SAM	561312-Executive Search Services	Non-Minority
<input checked="" type="checkbox"/> 5-STATE HELICOPTERS, INC.	904-642-1667 amyroman12@att.net	SDVET, VET	SAM	481219-Other Nonscheduled Air Transportation	Non-Minority
<input checked="" type="checkbox"/> A & B FOUNDRY LLC	937-305-3562 Vik@ABFoundry.com	MBE	SAM	331221-Rolled Steel Shape Manufacturing	Asian American

Import to SRM

02

Invite 'Prospective'  
Suppliers to Register



# Influence To Impact

## Ultimate Goal and Expected Outcomes

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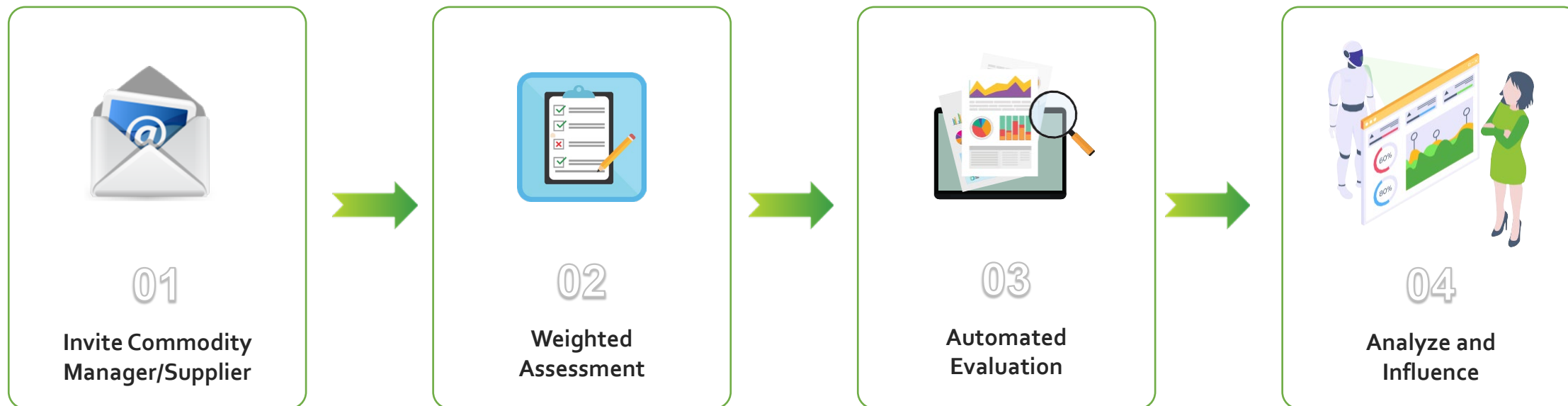
### Pillar III: Influence To Impact

**Goal:** Drive the outcome of Pillar I & II to increase overall inclusion with the following outcomes.

- ✓ **EXECUTIVE CONSENSUS:** Work with internal sourcing partners to plan for future inclusion based on upcoming RFQ sourcing
- ✓ **SOLIDIFIED STRATEGY:** Establish annual targets based on annual purchase volume
- ✓ **INCREASED COLLABORATION:** Work with key influencers to identify targeted areas of inclusion
- ✓ **ACCOUNTABILITY TRACKING:** Measure performance based on targets and actual spend
- ✓ **EFFECTIVE COMMUNICATION:** Provide effortless updates to internal stakeholders and suppliers



# SUPPLIER HEALTH CHECK



**Manage risk by understanding the goals of the buyer.**

**Get upward feedback directly from a supplier.**

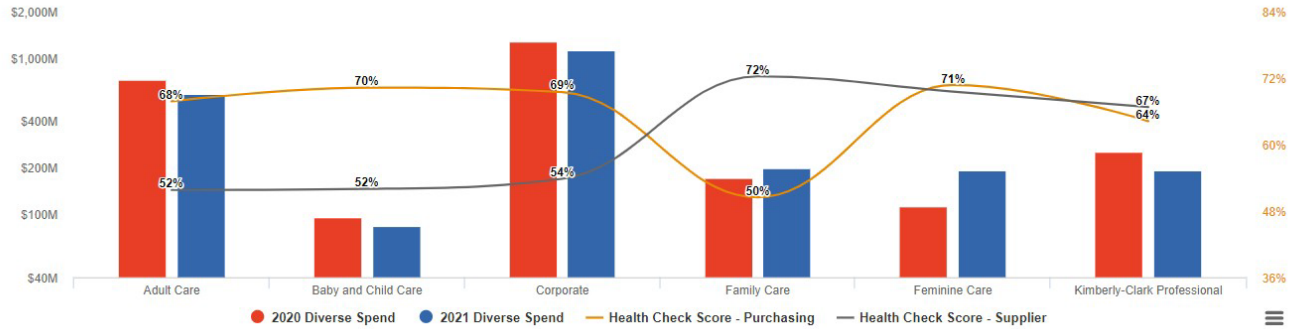
**Supports tactical/targeted, and strategic onboarding and scaling suppliers**

## Health Check Dashboard

2021

Export All to Excel

Only with Target Spend  Combine Health Check Score Series



# SUPPLIER 'HEALTH CHECK' STANDARD DASHBOARD

Summary

Supplier Detailed View

Purchasing Detailed View

Combined View

Export Summary to Excel

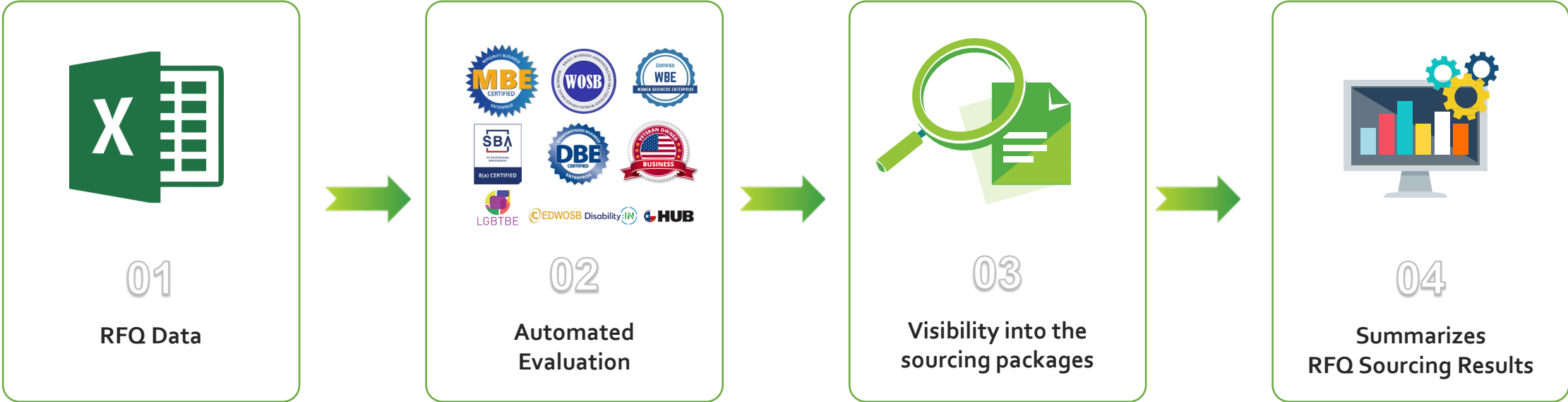
Segment	Target Diverse Spend Goal \$	Top 100 Vendors #	Top 100 Diverse Spend \$	Health Check Score Supplier	Health Check Score Purchasing
Adult Care <a href="#">Q</a>	\$342,620,000	32	\$384,135,655	52%	68%
Baby and Child Care <a href="#">Q</a>	\$342,620,000	10	\$75,574,845	52%	70%
Corporate <a href="#">Q</a>	\$342,620,000	20	\$1,229,437,038	54%	69%
Family Care <a href="#">Q</a>	\$342,620,000	15	\$159,869,504	72%	50%
Feminine Care <a href="#">Q</a>	\$342,620,000	10	\$110,769,370	69%	71%
Kimberly-Clark Professional <a href="#">Q</a>	\$342,620,000	13	\$130,914,663	67%	64%
<b>Total</b>	<b>\$2,055,720,000</b>	<b>100</b>	<b>\$2,090,701,074</b>	<b>57%</b>	<b>66%</b>

DSS Diversity  
Spend Solutions





# RFQ SOURCING ANALYSIS



Get ahead of key sourcing opportunities

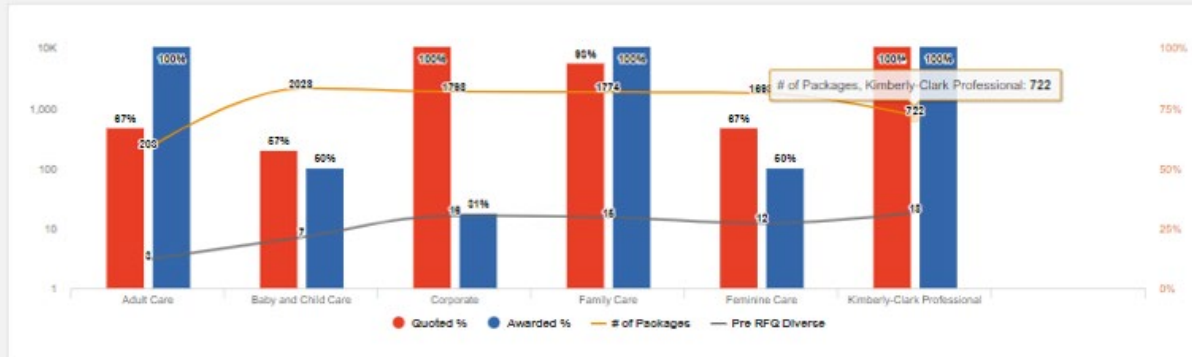
Visibility into what diverse suppliers are being invited to bid

## RFQ Dashboard

FY2023 [01/01/2023 - 12/31/2023]

01/01/2023 - 12/31/2023

0.86% Pre RFQ Diverse Vendors 71	0.75% RFQ Diverse Vendors 62	0.55% Awarded Diverse Vendors 45	8223 Total # Packages
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Segment	YTD RFQ Packages	Pre RFQ Diverse Vendors	RFQ Diverse Vendors	Awarded Diverse Vendors
Adult Care Q	203	3 1.48% 3 1.48%	2 0.99%	2 0.99%
Baby and Child Care Q	2028	7 0.35% 5 0.25%	4 0.20%	2 0.10%
Corporate Q	1798	16 0.89% 7 0.39%	16 0.89%	5 0.28%
Family Care Q	1774	15 0.85% 8 0.45%	14 0.79%	14 0.79%
Feminine Care Q	1698	12 0.71% 8 0.47%	8 0.47%	4 0.24%
Kimberly-Clark Professional Q	722	18 2.49% 4 0.55%	18 2.49%	18 2.49%
<b>Total</b>	<b>8223</b>	<b>71 0.86%</b> <b>35 0.43%</b>	<b>62 0.75%</b>	<b>45 0.55%</b>

# RFQ/APV ANALYSIS MODULE

DSS Diversity  
Spend Solutions



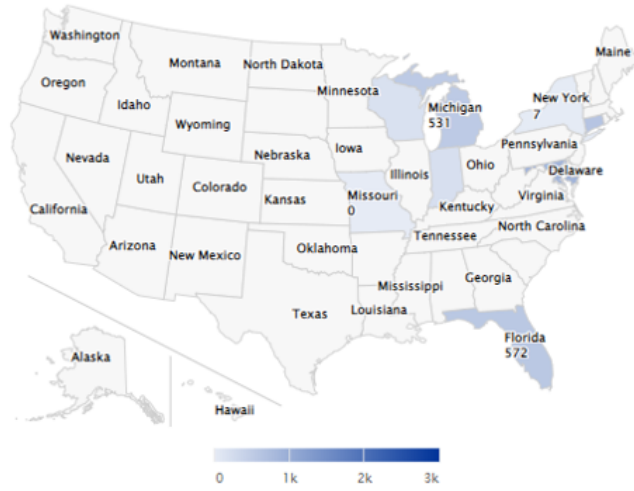


## Economic Impact Report

[Export to Excel](#)

### Economic Impact By State

Source map: United States of America



Highcharts.com © Natural Earth

# ECONOMIC IMPACT REPORTING

Overview

Detail

State	# of Jobs Created or Sustained						% of Revenue/Tax Base Increase			
	Direct Jobs			Indirect Jobs			Prime Suppliers		Sub Suppliers	
	Women	Minority	Overall	Women	Minority	Overall	\$	%	\$	%
Michigan	155	511	666	39	20	59	\$47,920,902	3.49%	\$3,288,370	1.78%
Missouri	0	0	0	0	0	0	\$5,961,844	1.82%	\$0	0.00%
Maryland	584	779	1363	150	100	250	\$152,331,550	1.45%	\$180,161,473	4.91%
Wisconsin	0	164	164	0	0	0	\$14,544,517	0.00%	\$0	0.00%
Connecticut	200	581	781	40	50	90	\$423,092,154	3.26%	\$111,794,109	3.20%
Florida	520	572	1092	198	0	198	\$59,515,260	2.95%	\$47,265,120	5.21%
Indiana	110	193	303	30	2	32	\$18,197,517	2.36%	\$908,600	0.59%
New York	0	7	7	0	0	0	\$4,590,982	0.00%	\$0	0.00%
<b>USA</b>	<b>1569</b>	<b>2807</b>	<b>4376</b>	<b>457</b>	<b>172</b>	<b>629</b>	<b>\$726,154,725</b>	<b>2.60%</b>	<b>\$343,417,672</b>	<b>4.08%</b>



# Client Testimonials

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“What I appreciate most about Melanie and her team is that **they sit in our seat first and understand how we will use the data**, rather than selling “off the shelf” solutions because it’s the easy way to deliver.”

“Our partnership with DSS has been rooted in **trust, mutual respect, and collaboration**, which has improved each year.”

“...we must turn **accurate data into credible information, which then leads to actionable intelligence**. DSS has been that difference maker for my team with multiple projects.”

Reggie H,  
General Motors

# Our Key Differentiators

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- ✓ We guarantee quality with every interaction
- ✓ We task ourselves to understand your business as if we were employees
- ✓ Beyond information, our goal with our solutions is to deliver actionable insight
- ✓ We believe in reciprocity
- ✓ We provide visibility from the initial bid invitation to the award/contract

# Expectations of Our Customers

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We are Partners instead of mere suppliers!

**A partnership is a tailored business relationship based on:**

- **Mutual Trust**
- **Openness**
- **Shared risk and reward that yields a Competitive Advantage.**

**Your Role as a Customer:**

- **Load Files**
- **Review Spend**
- **Release Reports**





# What Sets Us Apart?

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- ✓ **AS EXTENDED PARTNERS IN DIVERSITY, WE ARE COMMITTED TO HELPING YOU**
  - ✓ **IDENTIFY OPPORTUNITIES:** Marry prospective suppliers with upcoming opportunities
  - ✓ **DRIVE STRATEGIC PLANNING:** Establish annual targets based on annual purchase volume
  - ✓ **SUPPORT YOUR COLLABORATION EFFORTS:** Work with key influencers to identify targeted areas of inclusion
  - ✓ **DRIVE ACCOUNTABILITY:** Measure performance based on targets and actual spend
  - ✓ **OPEN UP THE COMMUNICATION CHANNELS:** Provide effortless updates to internal stakeholders and suppliers.
  - ✓ **GAIN EFFICIENCY AND INDEPENDENCE:** Maintain accurate and dependable spend data through automated built-in processes to ensure accuracy, control, and on demand reporting

# Thank you, CSDP for the opportunity!

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For More Information or to Schedule a Demo, please use the following links.

- [info@dssxperts.com](mailto:info@dssxperts.com)
- <https://calendly.com/dssxperts>