Global Tier 2 Toolkit
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Connecting Women's Enterprises with Market Opportunity
Overview

The Global Tier 2 Toolkit was developed to assist corporate members with growing Tier 2 efforts beyond US borders, providing a guideline and best practices sharing from successful corporate global initiatives. As procurement and tracking efforts vary by company, this is not meant to be an exhaustive list, but provides key information and strategic guidance.

Thank you to IBM and WEConnect International’s Best Practices Committee Members for their input and guidance.
Items to have in-place prior to going global:

- A well-established Tier 2 effort with US prime suppliers
- Resources to develop a sustainable global Tier 2 effort
- A functional global Tier 1 supplier diversity initiative
- A corporate policy which includes global Tier 2 initiatives
- Active senior leadership support for global Tier 2 efforts
- Data reporting system to capture non-US Tier 2 spend
Suggested Action Steps:

- Establish goals for Tier 2 non-US spend (e.g., 1 year, 5 years)
- Develop global Tier 2 RFP and contract language (negotiate contractual goals)
  
  weconnectinternational.org/images/tier2contactlanguage.doc

- Include global Tier 2 results in prime supplier performance scorecards
- Develop internal and external communications plans
- Develop internal and external training materials as required, to include business case and suggested action steps
Suggested Action Steps, continued:

- Develop external training materials for selected primes along with suggested action steps, in the following categories:
  - Primes that already have an established supplier diversity effort
  - Primes that do not currently have a formal supplier diversity effort
- Survey primes to determine which of the above categories apply
- Start non-US efforts with markets that have significant spend, and with primes that have established Tier 2 programs
Suggested Action Steps, continued:

• Use top prime supplier spend as a guide to determine initial prime recruiting
• Work with supplier diversity organizations such as WEConnect International.
• Have leadership work with underperforming primes
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www.WEConnectInternational.org | info@WEConnectInternational.org

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