



Walgreens Supplier Diversity Brings Value to Pharmacy Industry



*ECRM – Informational Session
Retail Pharmacy Branded Pharmaceuticals
Tuesday - January 19, 2010*

Welcome

GLEATHA W. GLISPIE-Walgreens, *Director – Business Diversity*
JACKIE LA JOIE- Merck, *Director – Supplier Diversity*



Supplier Diversity Brings Value to Pharmacy Industry

Supplier Diversity

Internal to Walgreens, Supplier Diversity is a business practice to **proactively** procure products and services from diverse and small businesses that mirror the diversity of the various communities where Walgreens operates its retail stores.

External to Walgreens, we are looking to partner with suppliers that support Supplier Diversity.



Supplier Diversity Brings Value to Pharmacy Industry

Partnering with Suppliers

- **Common Cause: Supplier Diversity Trade Expo**
 - Walgreens Host
 - ECRM Layout and Event Plan
 - Walgreens Suppliers Co Host
 - Event funded by Walgreens and Suppliers (Sponsors)
 - Sponsors Identify *best in class* Diverse Suppliers
 - Sponsors pre select appointments
 - Selected Diversity Supplier attend at no admission cost

Cost to host the expo is equal share among each sponsor



Supplier Diversity Brings Value to Pharmacy Industry

Partnering with Suppliers

- **The Business Diversity Expo**
 - May 5, 2009 Navy Pier- Chicago, Illinois
 - Walgreens Greeting by Greg Wasson
 - Keynote Speaker – Kermit Crawford, Executive VP
 - Panel Breakout – Purchasing VP of Sponsors
 - Over 200 pre scheduled one on one sessions
 - Sales, Purchasing and Supplier Diversity managed overall event outcomes.



Supplier Diversity Brings Value to Pharmacy Industry

Theme: POWER OF ALIGNMENT

Power of Alignment is a process of inclusion that integrates cross networking opportunities to increase capacity among diverse suppliers.



Supplier Diversity Brings Value to Pharmacy Industry

Walgreens with Sponsors

Power of Alignment



Powered By: **ECRM**®



Supplier Diversity Brings Value to Pharmacy Industry

Walgreens Teams Up With Key Suppliers to Achieve Common Results



As an inclusionary strategic alliance, The Process and its components integrates corporate purchasing, supplier diversity management with sales and marketing teams - collaborating for the common cause: **business diversity development.**



Supplier Diversity Brings Value to Pharmacy Industry

The Process:

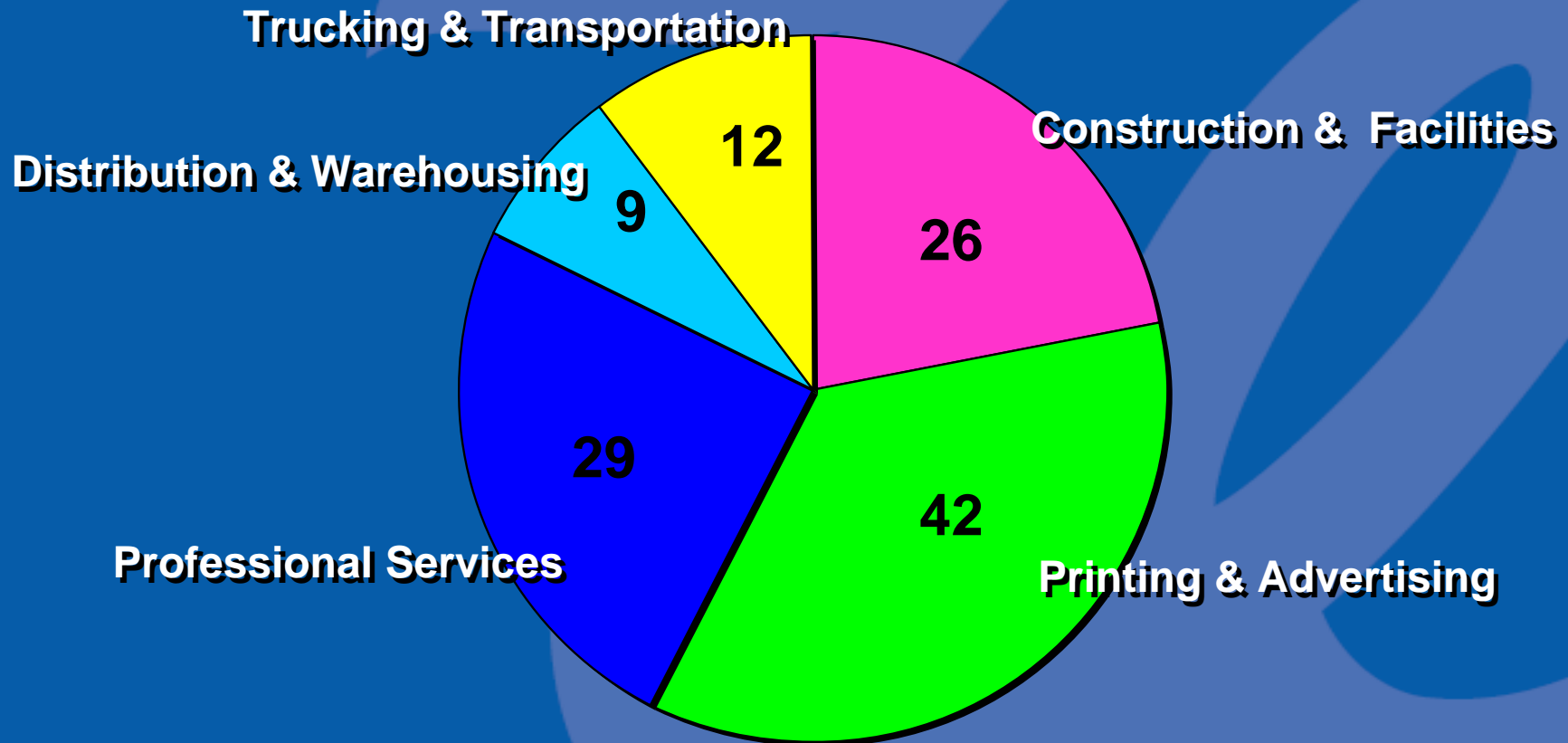
- **Sponsor needs Identified in Five Service Areas**
 - Each Sponsor enrolled their *Best in Class Diversity Vendors* who currently provide service in the five areas
 - Each Sponsor pre selected appointments with the diverse suppliers
 - ECRM Scheduled 230 – 20 minute appointments
 - 118 Diverse Suppliers Attended



Supplier Diversity Brings Value to Pharmacy Industry

Each Sponsor Invited *Best in Class Diversity Vendors*

Five Service Areas



Total Attendance = 118 Diverse Suppliers



Supplier Diversity Brings Value to Pharmacy Industry

Measure of Success

- The success of any activity is measured by an outcome built on expectation.
- In 6-9 months, each sponsor will report to *Walgreens* on how many contracts were written as a result of this event.



Supplier Diversity Brings Value to Pharmacy Industry

Measure of Success Outcomes:

- **At Walgreens, we have extended 8 bid opportunities and awarded 4 contracts in just 6 months. More opportunities are in the pipeline.**

“We are not just talking about Diversity, we are achieving Diversity.”



Supplier Diversity Brings Value to Pharmacy Industry

Testimonials: Cardinal Health

- As a leading distributor of healthcare products, Cardinal Health utilizes all of its internal resources and competencies, in support of our customers. Walgreens outreach to their key suppliers, afforded Cardinal Health the opportunity to both sponsor and participate in their Supplier Diversity Expo, which proved to be an inventive way of working collaboratively on a shared value; supplier diversity and inclusion. Cardinal Health minority suppliers that participated, also received and delivered benefit from this event.



Supplier Diversity Brings Value to Pharmacy Industry

Testimonials: J&J

From Suppliers that met with J&J:

- “I thought this was a great event. I was very excited about this opportunity...”
- “The event was great as it was very focused on opportunities, corporate needs, and certified/capable MBE.”
- “It was great!!! The event allow us time, one on one time to spend with potential customers. It allowed time bond and talk with feeling rushed. Great event, I'll be back!”
- “It was a very well run event. Would love to participate again.”

From internal business partners & results:

- “Of the suppliers J&J met with 100% of the survey respondents and said they have had some type of follow up with J&J since the event.”
- “Walgreens was very appreciative of our participation and the leadership brought to the planning and execution of this event. Through this work we each supported the Diversity and Inclusion goals of our organization and met many enthusiastic suppliers with great ideas for the future.” Vice President, Customer Development, Walgreen's Team



Supplier Diversity Brings Value to Pharmacy Industry

Testimonials - Merck

- The team at Merck is so excited –
Jackie La Joie is here to share outcomes:
\$3 Million Dollars in Diversity Contract Awards

“Great Returns from Co-Sponsoring the Diversity Expo”

Let's hear it direct from Jackie !



Supplier Diversity Brings Value to Pharmacy Industry

Testimonials – ECRM

- ECRM with Marketgate®

Thom Randle and Charlie Bowlus

We couldn't have done it without you?



Supplier Diversity Brings Value to Pharmacy Industry

Call to Action

- Co host the next Supplier Diversity event
- Planning to start February, 2010
- Event scheduled mid May, 2010 (location TBD)

Sign up and more information contact :
gleatha.glispie@walgreens.com



Supplier Diversity Brings Value to Pharmacy Industry

Next Steps: Supplier Diversity Contract Requirements

- **Boilerplate language for Supplier Diversity**
 - revision to our Master Services Agreement template to incorporate contract language going forward and for legacy relationships, to amend to include as they come up for renewal.
 - “It is Walgreen’s policy that contractors comply with the Walgreen’s goal to utilize certified minority business enterprise (8%) and other certified diversity classifications (2%) established in Walgreen’s Supplier Diversity Initiative.”



Partnering with Suppliers

For more information, contact:

gleatha.glispie@walgreens.com



Supplier Diversity Brings Value to Pharmacy Industry



Supplier Diversity Brings Value to Pharmacy Industry