

## Supplier Diversity Program Frequently Asked Questions

### What is supplier diversity?

- Supplier diversity is the practice of creating opportunities for traditionally underrepresented suppliers to be introduced into large corporate and public procurement supply chains. It is a market access opportunity, enabling diverse suppliers to have a fair possibility to tender for contracts and/or to build the capacity to do so in the future.

### Why have a supplier diversity program?

- At BDC, diversity and inclusion are part of our business strategy. We want the organization, and the people working in it, to reflect Canada’s increasingly diverse workforce and business community. That’s why it’s important to us to create an inclusive supply chain and procurement process to increase visibility and opportunities for our clients and diverse suppliers.
- Research shows companies with diverse supplier program generate a 133% greater return-on-investment, drive an additional \$3.6 million to the bottom line for every \$1 million spent in procurement operating costs and generate new revenue streams.
- The supplier diversity program creates a win-win scenario for Canadian entrepreneurs, diverse suppliers and BDC. Clients and diverse suppliers benefit from increased visibility and business opportunities and BDC benefits from competitive offerings and greater innovation that allows us to deliver the best value to our clients.

### Who is eligible?

- Suppliers must fall in at least one of the following three categories:
  - **Diversity Certification** - an organization that is certified to be at least 51% majority owned and operated business by a person(s) who belong to one of the following groups: women, minorities, indigenous persons, LGBTQ, veterans, or be a person with physical limitations or other disabilities
  - **BDC Client** – supporting entrepreneurs is the heart of our business so whenever possible, BDC strives to make purchases from our clients, Canadian entrepreneurs
  - [Certified B Corporations](#) - a certification for businesses that meet the highest standards of verified social and environmental performance, public transparency, and legal accountability to balance profit and purpose.

### Where can I get certified?

- The following organizations offer certification:
  - [Canadian Aboriginal & Minority Supplier Council](#) (CAMSC)
  - [Canadian Council for Aboriginal Business](#) (CCAB)
  - [Canadian Gay and Lesbian Chamber of Commerce](#) (CGLCC)
  - [Inclusive Workplace and Supply Council of Canada](#) (IWSCC)
  - [National Gay and Lesbian Chamber of Commerce](#) (NGLCC)
  - [National Minority Supplier Development Council](#) (NMSDC)
  - [WBE Canada](#) (WBE)
  - [WeConnect International](#) (WCI)
  - [Women’s Business Enterprise National Council](#) (WBENC)

### **What are the benefits of certifying?**

- The benefits vary across each certifying organization but, generally include:
  - New supply chain opportunities
  - Opens new sources of revenue opportunities
  - Greater visibility to possible purchasers through supplier databases, events and networking opportunities
  - Contact details of corporate members of the certifying organization
  - Enhanced brand image as a certified business
  - Plus, additional benefits offered by the certifying organization

### **Where do I apply?**

- To apply, visit [bdc.ca/supplier](http://bdc.ca/supplier) and click the [register](#) button to complete our electronic supplier registration form. Once you have registered, you will receive a confirmation email notifying you that your information was submitted successfully.
- Please note that the information provided may be shared within BDC and that registering with BDC does not guarantee you will be contacted, even if an opportunity arises in your area of business.

### **Why should I register?**

- Registered suppliers benefit from increased visibility to the procurement team and other buyers in the organization who can invite suppliers to bid for new business contracts.

### **Why should I register if I am already certified? Aren't they sharing this information with you?**

- BDC does not have access to information from all certifying organizations. By registering with us, you are guaranteeing that your company information will be available to BDC.

### **What types of products and services does BDC purchase?**

- BDC purchases a variety of goods and services. These purchase areas include: business intelligence, construction project management, corporate services, financial and insurance services, human resource management, marketing and communications, professional services, real estate and facility management and technology.

### **What is BDC's expectation of their suppliers?**

- Suppliers must offer a product and/or service that is of high quality, competitively priced that comes with an assurance of excellent customer service.
- All procurement activities undertaken by suppliers must comply with the [BDC Code of Conduct, Ethics and Values](#) and the Business Development Bank of Canada Act.

### **Does BDC provide a calendar of upcoming procurement opportunities?**

- BDC does not have a calendar of upcoming procurement opportunities. However, suppliers who have registered may be contacted on an ad hoc basis for procurement opportunities.
- For public procurement opportunities, please refer to [www.merx4.merx.com/bdc](http://www.merx4.merx.com/bdc).

### **Is it possible to set up a meeting with procurement to discuss my company's capabilities? How?**

- We do not set up one-on-one meetings due to the large volume of requests, but we do participate in many procurement events through our certification partners and other associations. We would be happy to speak with you at one of those events.

**How do you select suppliers? Is it a competitive process? How are suppliers measured?**

- We select suppliers who can offer a product and/or service that is of high quality, competitively priced that comes with an assurance of excellent customer service.
- Our procurement processes are competitive to ensure the acquisition of goods and services are in a manner that meets operational requirements and results in receiving the best value, in an environment where competition, transparency and fairness prevail.

**Do I get additional points for being a diverse supplier, BDC Client or B-Corp?**

- Through its program, BDC wishes to give greater visibility to diverse suppliers, BDC Clients and B Corps on its procurement opportunities. All proposals are evaluated on the same basis, with the objective of finding the right supplier for BDC's needs. No additional points are given for diversity.