

# A Supplier Development Program

# *High Performance Supplier Series*

*Fall 2023*

*Presented By*



*Underwritten By*



# Program Leaders

Ron Garnett  
President, CEO

Dave Pyke, PhD  
Professor



# Course Curriculum

- *Organizational & Operational Strategy*
- *Marketing & Business Development*
- *Effective Cost Control & Executive Negotiation*
- *Strategies for Financing & Financial Management*
- *Managing People: Leveraging the Human Asset*

# Organizational and Operational Strategy



# Facilitator Introduction and Background



## **Ronald B. Garnett**

President & CEO

**Council for Supplier Diversity (Non-Profit)**

The Council's mission is to expand business opportunities for diverse business enterprises (DBE) and as an engine for economic development in economically under-served communities.

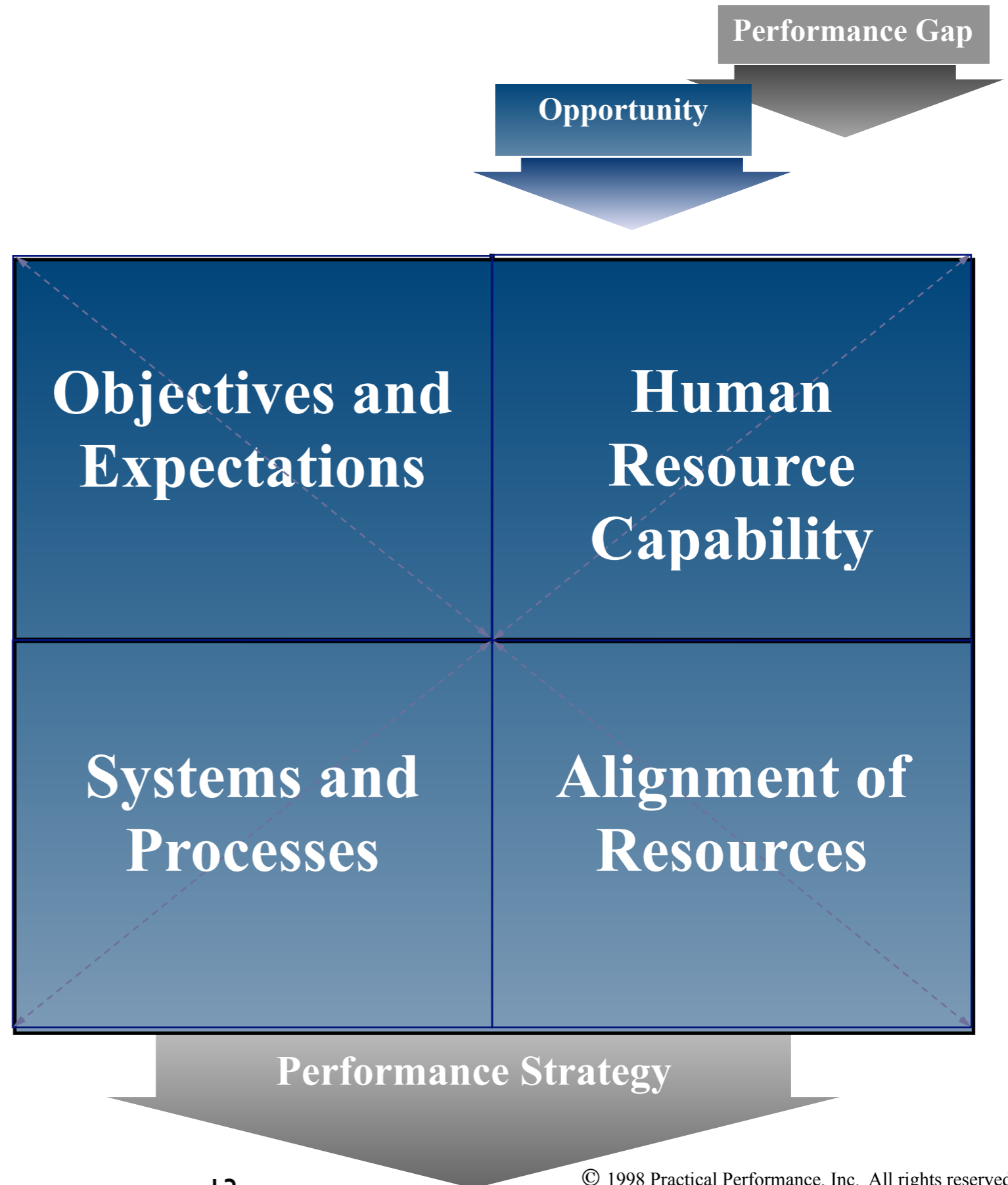
- Founder & CEO of PPI - Performance Consulting Firm
- Partner Gemini Plastics a minority-owned plastic manufacturing business
- Sr VP Operations Jaydor Corp. a large consumer products distributor
- Sales, organizational development and project management for large Fortune 100 corporations
- Certified Master Trainer & Facilitator (The Training Clinic)

# A Process for Success

- *Participate*
- *Responsibility*
- *Open-mind*
- *Constructive*
- *Energy Level*
- *Sensitivity*
- *Sense of Humor*

# Organizational Performance Strategy: An Assessment Model

*The  
Integrated  
Performance  
Development  
Model<sup>®</sup>  
(IPDM<sup>®</sup>)*





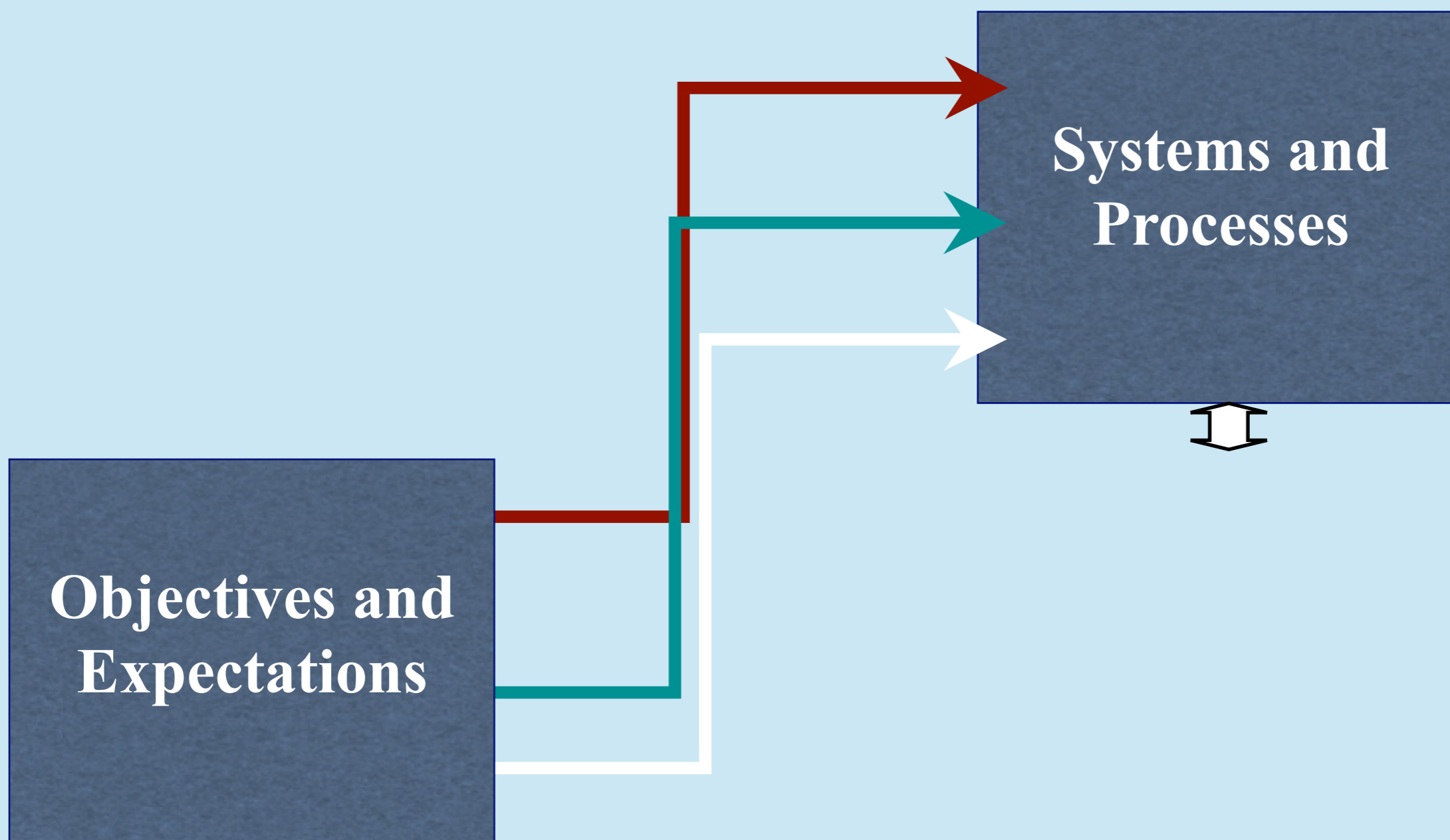
	Requirements for successful performance	PR	CPR	Description of current performance/situation	PVR

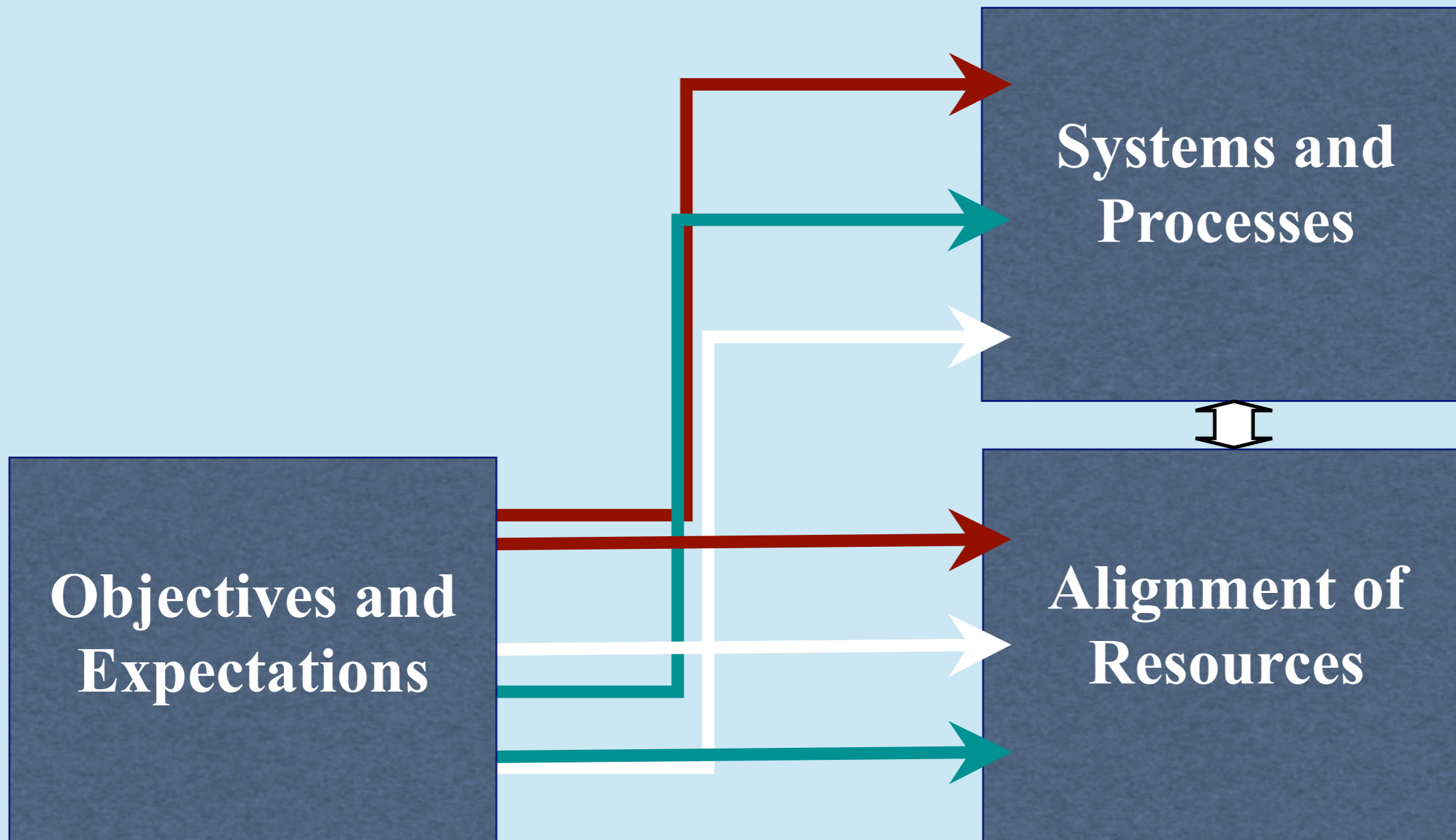
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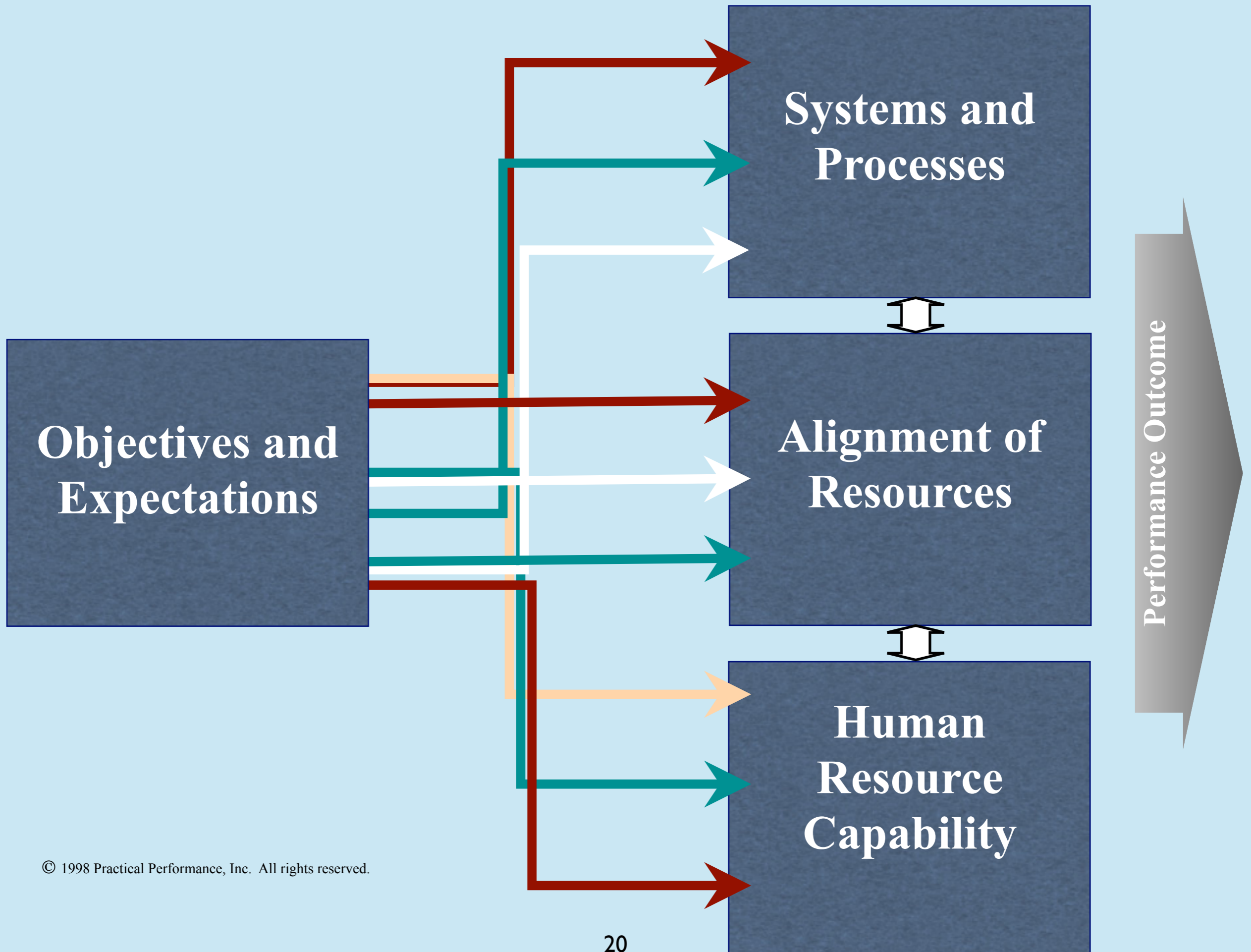
# Objectives and Expectations

	Requirements for successful performance	PR	CPR	Description of current performance/situation	PVR
1	Will need the full engagement of DBEs within each EEZ on a consistent basis to achieve DBE business growth, local job creation, meaningful networking and community reinvestment.	30	4	We have had some success in hosting EEZ meetings in the Escondido/San Marcos zone. EEZ leaders have been identified for three of the five zones. We do not currently have the staff or volunteer capacity to create consistent engagement in the EEZs.	120
2	Will need to identify and engage potential corporate supporters with active supplier diversity, CSR or community engagement programs and objectives.	15	6	We have had good response from our local members in the zones. We also added some new corporate support based on local presentations. However there are many more opportunities for local corporate support. Limited staff /volunteer capacity is hampering our ability to create more engagement.	90
3	Need committed relationships with credible local community based organizations that provide resources and services to the underserved within the EEZ. The target populations served by these organizations must be underserved diverse youth and adults.	30	8	We currently have good relationships with key CBOs and have firm commitments to partner on entrepreneurial and workforce development projects. We have three agreements in place for 2020.	240
4	Need access to an appropriate facility on an intermittent basis for our Young Entrepreneur Academy (YEA) workforce development training and EEZ community meetings.	15	9	We have established relationships with city and county government as well as local corporate partners for use of meeting/training space. There have been many appropriate options identified.	135
5	Need an appropriate facility on a full-time basis for the Call Service & Training Center deliverable.	10	2	The Call Service & Training Center space is more challenging than the temporary space. We have not found a workable solution for this deliverable as yet. Our pilot was done at the Innovation High School, but is limited to their students only. This won't accommodate our underserved adult population. We need to expand options for this part of the program.	20
		100			605

Organization: \_\_\_\_\_ Project: \_\_\_\_\_ Date \_\_\_\_\_ Page 1 of \_\_\_\_\_









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# Make your Own Business Assessment (Practice Application)