



SUPPLIER OPPORTUNITY PROGRAM

VIRGINIA TECH™

The Supplier Opportunity Program stands on the robust foundation of three strategic pillars: Awareness, Inclusion, and Development, collectively forming the SWaM Champions Program.

How can you make a difference? Elevate your impact and contribute to the thriving ecosystem of Small, Women, and Minority-owned businesses through active participation in the following initiatives:

1. **Engage in Campus Events:** Attend prestigious gatherings such as the SWaM Vendor Fair and Lab Vendor Fair to forge connections and explore diverse procurement opportunities.
2. **Harness the Power of SWaMsearch:** Leverage the innovative SWaMsearch tool to meticulously identify and connect with qualified SWaM suppliers, fostering a network of dynamic partnerships.
3. **Subscribe to the Supplier Diversity Listserv:** Stay abreast of the latest updates and opportunities by joining our exclusive Supplier Diversity listserv, a gateway to real-time information and collaboration.
4. **Celebrate Success Stories:** Share your positive experiences with SWaM suppliers, and we'll spotlight these success stories in our Procurement newsletter's Vendor Spotlight section.

Becoming a Supplier Opportunity Champion: Are you ready to lead in championing supplier opportunities and fostering diversity? You can be a Supplier Opportunity Champion, actively contributing to the program's success:

1. **Identify Capable SWaM Suppliers:** Collaborate with the Supplier Opportunity program leader to pinpoint proficient SWaM suppliers for ordering goods and services, ensuring excellence in procurement.
2. **Guide SWaM Suppliers:** Offer valuable guidance to SWaM suppliers navigating procurement opportunities and facilitating their integration into the supply chain.
3. **Communicate Consistently:** Maintain open communication with the Supplier Opportunity program leader and peers, updating Champion efforts and progress.
4. **Submit Ideas for Improvement:** Contribute innovative ideas and insights during our quarterly meetings, actively shaping the evolution of the Supplier Opportunity Program.

Why Become a Supplier Opportunity Champion? Supplier Opportunity Champions play a pivotal role in the success of supplier opportunity initiatives, not just within their departments but across the entire campus. As an extension of their existing roles, Champions collaborate directly with the program leader to spotlight initiatives, achieve goals, and validate metrics.

Join us to champion diversity and excellence! If you want to become a SWaM Champion and make a lasting impact, please get in touch with Rachel Meadows at supplierdiversity@vt.edu.