



EVERYTHING BEGINS AND ENDS WITH GREAT PRODUCTS





# **Donna Gilmer**

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**General Motors**

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## **Responsibilities**

**TIER 2 PROGRAM**

**SUPPLIER CONNECTIONS**

## **Advocacy Partners**

**USPAACC, APACC, USHCC & MHCC**



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# Supplier Diversity Team



**Steve Kiefer**

*Vice President, Global Purchasing & Supply Chain*



**Dave Drouillard**

*Executive Director, IME & Supplier Diversity*



**Reggie Humphrey**

*Senior Manager, Supplier Diversity*



**LaShawn Brown**

*Supplier Diversity  
Program Manager*

*Body/Chassis/Interior/Thermal*



**Donna Gilmer**

*Supplier Diversity  
Program Manager  
Tier 2 Reporting*



**Amanda Krogol**

*Supplier Diversity  
Program Manager  
PWT/Electrical/Logistics/CCA*



**Pollyette Lenear**

*Supplier Diversity  
Program Manager  
Indirect Product/Services*



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# GM awarded the 2016 APACC Corporation of the Year



**GM Spent over \$1 Billion with Asian Suppliers**  
(29% of Diversity Spend)  
**51 Suppliers**



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# 9 Purchasing Business Units

**BODY / EXTERIOR**  
**CHASSIS**  
**CUSTOMER CARE &  
AFTERSALES**  
**ELECTRICAL  
SYSTEMS**  
**THERMAL SYSTEMS**

**INDIRECT,  
MACHINERY &  
EQUIPMENT**  
**INTERIOR/SAFETY**  
**LOGISTICS**  
**POWERTRAIN**



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# General Motors - Purchasing Organization

## Product

Body/Exterior

Chassis Systems

Electrical Components  
& Systems

Interior & Safety

Powertrain

Thermal Systems

Customer Care &  
Aftersales

## Non-Product

Corporate &  
Administrative Services

Engineering &  
Manufacturing Services

Information Technology

Indirect Products

Machinery &  
Equipment

Vehicle Sales, Service,  
& Marketing

## Global Supply Chain

Logistics

Sequencing

Warehousing



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# What do we need to understand about your company?

- Brief Company History & Leadership Structure
- Value Proposition- What's your differentiator?
- Core Products/Services- Top 3 Commodities/Services
- Manufacturing/Service Footprint & Related Capacity (Scale)
- Realistic Growth Pattern- How much business can you handle, based on your financial & human resources ?
- Current Customer Base (%/\$breakout) & Key Target Customers
- Relevant Certifications (Example; NMSDC, ISO, TS)



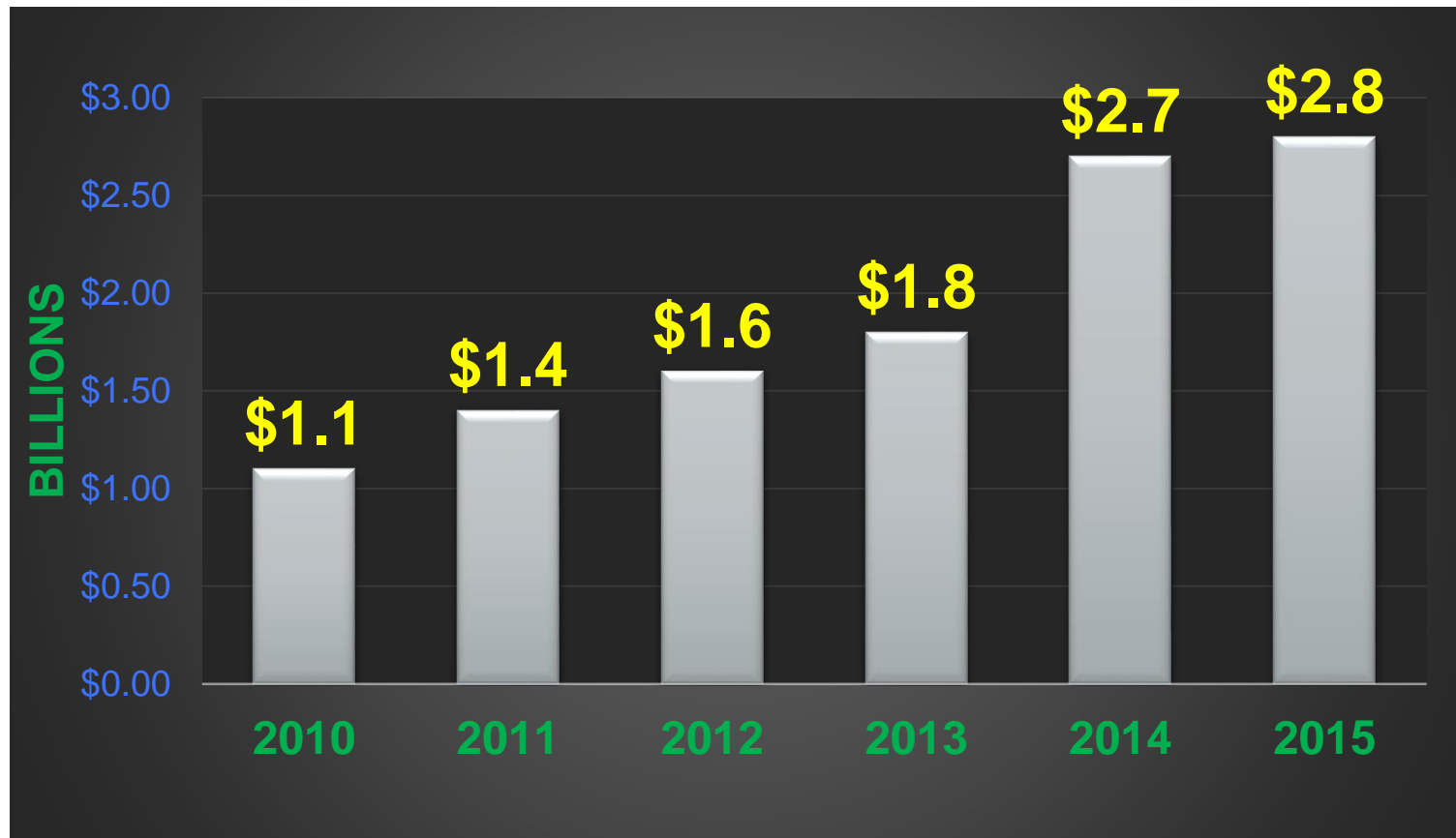


# Tips for doing business with large companies

- Achieve certification
- Register on the company website to be considered as a potential supplier
- Research the purchasing model & sourcing opportunities
- Establish a realistic growth plan that aligns with your human & financial resources
- Relevant Value Proposition- Aligned capabilities & Proven performance
- Understand the bidding process
- Communicate with Supplier Diversity Professionals
- Take advantage of training opportunities
- Participate in strategic networking events
- Diversify your business portfolio (Customers, Industry, Geography, etc..)
- Develop strategies that align with the customers footprint (JV/ Strategic Alliance)



# Tier 2 Diversity Spend – 6 Year Trend



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# Tier 2 Process

## ONBOARDING

- Identify Strategic Suppliers
- Formal Invitation and Training Process

**GPSC Top 50/SOY/SSE**

## REPORTING

- Quarterly Scorecard Reviews
- Target Adjustment Process
- Data cleansing
- Quarterly distribution

**Submission due 2 weeks after quarter ends**

## ESCALATION

- Identify Red/Disengaged Suppliers
- Action Plan Templates

**Executive reinforcement of this KPI**

**Contacts & Worksheets**



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# TIER 2 Worksheet



## 2016 Diversity Spend Plan

DATE:

SUPPLIER NAME:

ULTIMATE DUN#

2015 APV

2016 APV

2016 ADJUSTED APV

2017 ADJUSTED APV

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BUYER

ADJUSTMENT

GM Approval

Diversity Spend Target		2016 Actual Calendar Year Spend	2017 Estimated Calendar Year Spend
Target %	8%	#DIV/0!	#DIV/0!
Target \$	\$0.00		

2016 Adjusted Plan	2017 Adjusted Plan
#DIV/0!	#DIV/0!

Supplier alignment within GPSC (note: supplier, please use drop-down selection)		
Product / Non-Product	SMT/Function	Commodity / Service

Current & Future Business Plan					
Diverse Supplier Name	Product/Service To Be Provided	Estimated Implementation Date	2016 Total Estimated Diversity Dollars	2017 Total Estimated Diversity Dollars	Denote MBE or WBE

\$0

\$0

### TOTAL DIVERSITY SPEND

2016 Projected Achievement Level

2017 Projected Achievement Level

#DIV/0!

#DIV/0!

### ADJUSTED

2016 Projected Achievement Level

2017 Projected Achievement Level

#DIV/0!

#DIV/0!



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# **TIER 2 PERFORMANCE AWARDS**

**Distributed 51 Awards**

**May 5, 2016**



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# Tier 2 Supplier Council

**OBJECTIVE:** Leverage the collective resources, best practices and supplier relationships to enhance supply chain inclusion of certified diverse suppliers within GM's total value chain.

We achieve this objective by gathering our top performing Tier 1 suppliers to optimize our collective efforts.

Quarterly meetings+Transparent feedback+Process enhancements=Better programs!

**ABC GROUP**

**ALLEGIS GLOBAL SOLUTIONS**

**ARCELORMITTAL**

**BORG WARNER**

**BOSCH**

**CONTINENTAL**

**LEAR**

**JOHNSON CONTROLS**

**MAGNA**

**TENNECO**



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# Supplier Connections



*Save The Date!*  
*August 10, 2016*



GENERAL MOTORS COMPANY, LLC



*driving  
diversity*



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