



USPAACC Business Leadership Series

Making the Most of Your Certification

Jackie LaJoie

October 16, 2017

About Ingersoll Rand



A world leader in creating comfortable, sustainable and efficient environments



#1 North American air compressors & air tools



#1 worldwide electric recreational vehicles



#1 worldwide transport refrigeration



#1 United States
#2 worldwide HVAC equipment

- More than 40,000 employees
- More than 50 manufacturing facilities globally
- Member of Dow Jones Sustainability Indices
- Operations in every major geographic region
- A \$13 billion global business committed to a world of sustainable progress and enduring results

Ingersoll Rand is 144 years old. The company was founded when Simon Ingersoll patented the steam-powered rock drill in 1871.

Why USPAACC

- USPAACC is a true partner to corporations and Asian businesses.
- For nearly three decades, USPAACC has been providing an effective platform for Asian American suppliers in the B2B space .
- USPAACC sets trends that other organizations follow.
- Constantly providing fresh, new programs for development, connections, and member value.



USPAACC Facts

- Represents the diverse pan AA business community nationwide, in corporate and government procurement.
- Annually convenes a national procurement opportunity conference that is the largest gathering of AA B-2-B businesses in the country.
- Annually convenes the largest national One-on-One prescheduled procurement matchmaking meetings between corporations and minority businesses.
- Annually presents the Chief Procurement Officers (CPO) Forum and Chief Technology Officers/ Chief Information Officers Forum, Annually presents the Asian American CEO Forum to share best practices.
- Annually presents the Ideas Marketplace: What's Your Pitch? and Meet the Disrupters.
- Annually presents the largest Asian American procurement trade fair in the U.S.
- Annually presents the intensive business executive coaching program, Business Express: ReadySetGrow.
- Annually presents the Under 40 Millionaire Entrepreneurs Success Stories to motivate the new generations of entrepreneurs.
- Annually takes the Asia Trade Mission to China, India, Taiwan and will include other countries in future missions.
- Has an E-Portal consisting of AA businesses across industries.
- Has testified numerous times in the U.S. Congress on issues impacting the small and minority business community.
- Publishes the East-West Report newsletter.
- Published the National Directory of Asian American Businesses and Resource Guide.
- Conducted a nationwide study of the status of the six largest Asian American groups in the U.S.
- Conducted a nationwide study of the status of the six most under-employed or unemployed Asian American groups in the U.S.
- National Office in the nation's capital with full time staff, Regional Chapters in California, Texas, New York, Georgia, Illinois, Connecticut, and Maryland-Virginia-Washington DC National Capital Area.
- Working relationships with other mainstream national organizations with offices in Washington DC, such as the Financial Services Roundtable.
- And more!

Why Certification

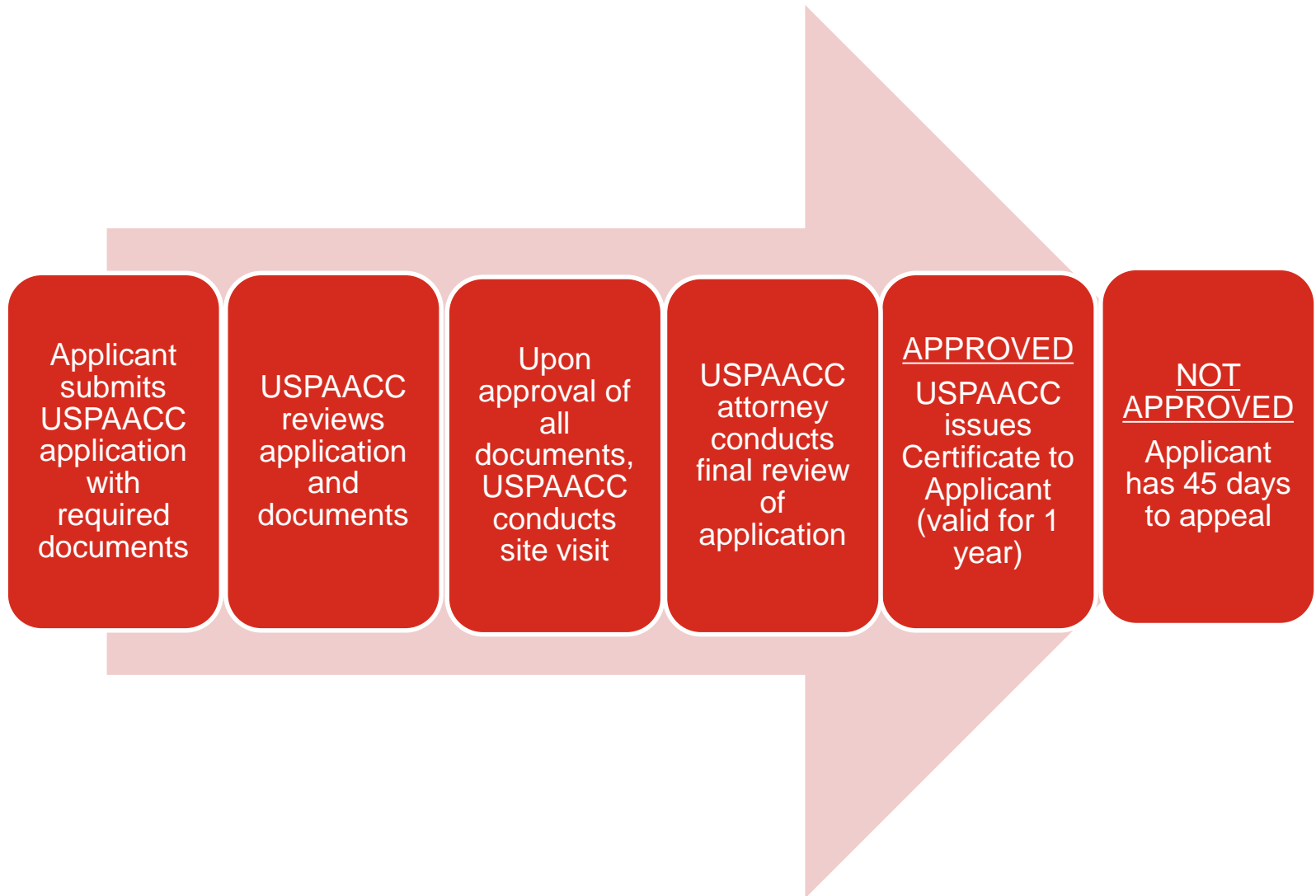


Certification

- Proves ownership, operation and control of business
- Supports corporate requirements for minority utilization:
 - Diversity in supply chain
 - Innovation
 - Marketplace connectivity
 - Customer requirements
- Can open doors for you
 - Most major corporations have supplier diversity groups and a contact to assist you



The Certification Process



Now You Have Your Certification – What Next

- Include your certification on your website
- USPAACC leadership and staff can help you connect with corporate procurement and supplier diversity
- Register in SAM (www.sam.gov)
- Plan on the 2018 USPAACC national conference and get involved with your regional chapter
- Develop your corporate lists – be realistic
- When you contact corporations, ask the right questions:
 - What is your process for my product/service?
 - Are you the right contact person?
 - If no opportunities right now, when should I follow-up?
 - What is the best way to stay in touch – email/phone?

Ingersoll Rand is ready to go to work whenever and wherever you are.

Our products are distributed by a number of methods. Sales are made across the U.S. through branch sales offices and through distributors and dealers. Non-U.S. sales are made through numerous subsidiary sales and service companies with a supporting chain of distributors in over 100 countries.

Explore the websites of our **global brands** to find a dealer, distributor or service network in your area.

For suppliers doing business with us, please read or download the following:

- [Ingersoll Rand's Business Partner Code of Conduct](#)
- [Corporate International Trade Compliance Supplier Guide \(Effective June 2015\)](#)
- [Global Environmental Compliance Statement \(Effective October 2012\)](#)

Be Prepared Do Your Homework



California Transparency in Supply Chain Act >

Ingersoll-Rand has a policy of not doing business with companies who use forced, bonded, indentured or slave labor.



Conflict Minerals Regulations >

Ingersoll Rand is committed to taking all reasonable steps to comply with the legislation and has begun the lengthy process of determining where conflict minerals exist within our direct material supply chain.



Global Supplier Quality Manual >

The Global Supplier Quality Manual defines the expectations for all Ingersoll Rand suppliers.



Global Supplier Travel & Expense Policy >

This policy establishes responsibilities, expense reporting and company reimbursement practices.



iSupplier Portal >

Ingersoll Rand has embarked upon a multi-year transformation of its systems and processes aimed at improving service to both internal and external customers.



Packaging Guidelines >

These guidelines apply to material shipments to all Ingersoll Rand plants and include shipments to 3rd party warehouses linked to those plants.

www.ingersollrand.com
www.ingersollrand.com/supplier



Supplier Diversity >

At Ingersoll Rand we recognize the value of diversity in our workforce and in our supply chain.



Supplier Invoice Standard Requirements >

Ingersoll Rand is driving strategic improvements in the way we purchase and pay for goods and services.



Terms & Conditions of Purchase >

Current Ingersoll Rand Purchase Order Terms & Conditions.

