

Bob Pilney
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How To Do Business With The Hartford



Who We Are...



“Larry” the Stag

KEY FACTS

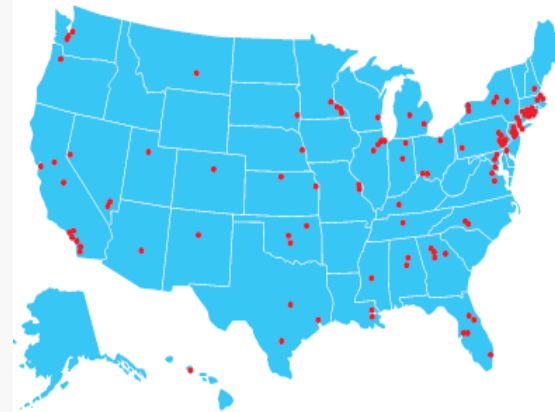
- Founded: 1810
- Employees: Approximately 17,500
- Headquarters: Hartford, Conn.
- Website: www.thehartford.com

CEO: Chris Swift

CFO: Beth Bombara

FINANCIAL HIGHLIGHTS(as of 12/31/2015)

- 2015 Revenues: \$18.7B
- Market Cap: \$16.29B



U.S. LOCATIONS
as of 12/31/13

The Hartford writes business across the United States and has more than 100 offices located throughout the country.

THE HARTFORD'S BUSINESSES

GO-FORWARD BUSINESSES

Property & Casualty

- Workers' compensation
- Personal and commercial auto
- Homeowners
- Property
- General liability
- Professional liability

Group Benefits

- Group disability
- Group life and accident
- Group retiree health
- Absence management
- Voluntary benefits

Mutual Funds

- Equity, fixed income and asset allocation funds subadvised by Wellington Management

Talcott Resolution

- U.S. Annuity
- International Annuity
- Institutional Annuity
- Private Placement Life Insurance and Other

The Hartford will be an exceptional company celebrated for financial performance, character, and customer value.

“The Hartford is committed to maintaining diverse business participation in its sourcing environment.”

THE HARTFORD'S SUPPLIER DIVERSITY ASSOCIATIONS & CONFERENCES



USPAAC

US Pan Asian American Chamber of Commerce
<http://uspaacc.com/>



NaVOBA

National Veteran Owned Business Association
<http://www.navoba.com/>

USBLN

US Business Leadership Network
<http://www.usbln.org/>



THE HARTFORD'S SUPPLIER DIVERSITY ASSOCIATIONS & CONFERENCES



Greater New England Minority Development Council

GNESMDC - Trade Expo

<http://www.gnemsdc.org/events.html>



National Gay & Lesbian Chamber of Commerce

NGLCC National Business and Leadership Conference

<http://nglcc.org/>

Women's Business Enterprise National Council

WBENC National Conference

<http://conf.wbenc.org/>



Supplier Diversity Team - Creators of Opportunity



SUPPLIER DIVERSITY PROGRAM

Diverse Suppliers Encouraged to Register

Our Company

Who We Are

Our Management Team

Our People

Our Mission

Corporate Social
Responsibility

Diversity and Inclusion

Supplier Diversity Program

Ethics

Our History

Our Brand

Our Independent Agents

How We Meet Your Needs

What Sets Us Apart

Video Library

The Hartford is committed to working with diverse suppliers that support our long-term growth and add value to our company. We encourage diverse suppliers to register through The Hartford's **onboarding portal**. After registering, we will notify you by email that your submission is in our supplier diversity database where our procurement professionals can consider you for future opportunities.

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A business is considered a diverse supplier to The Hartford if it's certified by one of these organizations: **National Minority Supplier Development Council, National Gay & Lesbian Chamber of Commerce, U.S. Small Business Administration** (including disadvantaged businesses), **U.S. Department of Veterans Affairs, Women's Business Enterprise National Council** or your state or municipal government. These organizations provide a direct link between corporate America and diverse suppliers.

What to expect by registering

Registering as a diverse supplier does not constitute approval of your business as a supplier or obligate The Hartford to solicit a quotation or include your business in requests for proposals. Registering allows The Hartford to learn about the capabilities of your business and confirm your qualifications as a diverse supplier.

Onboarding Portal

Suppliers can register through the onboarding portal.

[Register here](#) ▶

Creators of Opportunity



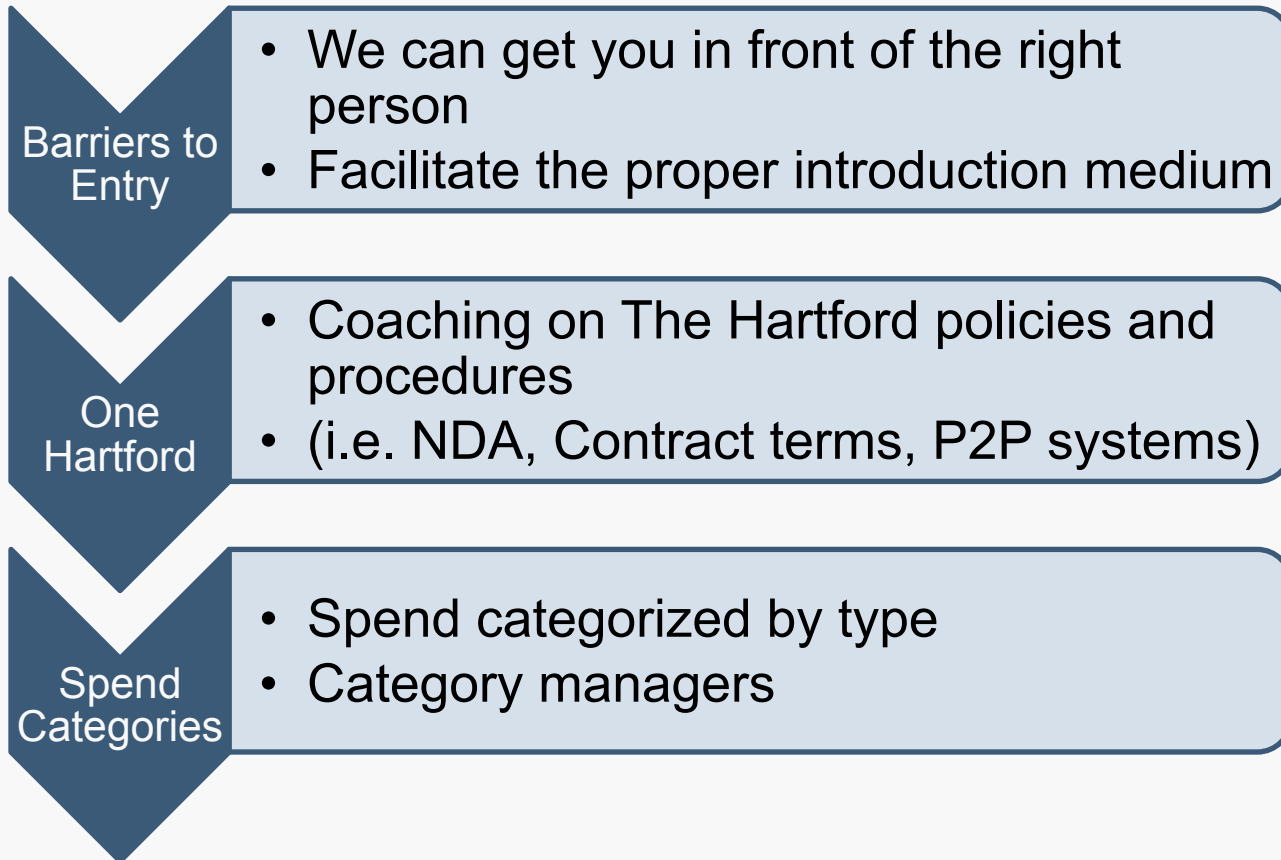
The Hartford's Supplier Diversity Program supports doing business with minority owned businesses.

[Watch Video](#) ▶

THE HARTFORD'S EMPLOYEE RESOURCE GROUPS (ERG)



BENEFITS THE SUPPLIER DIVERSITY PROGRAM CAN OFFER YOU...





C&C Janitorial – example of mentoring and expanded services

Upcoming RFP's:

- Fleet Management Company
- Exhibit-related Merchandise
- Security Services
- Paper Archives

Response Review/Recently completed (each included diverse businesses):

- Travel Services
- Office Supplies
- Promotional items – 24 suppliers of which 20 are Diverse
- Shuttle Bus Services

CATEGORY REALIGNMENT

Future State Categories	
Professional Services	
Exempt (i.e. government spend)	
General Administration	
Real Estate	
Human Resources	
Logistics & Transport	
Marketing & Advertising	
Print & Postage	
Technology & Communications	
Travel & Entertainment	
Outsourcing	

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