

Berkshire Bank

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Summary

About the Company	<ul style="list-style-type: none">• Community banking company with \$13.1 billion in diverse assets across NE headquartered in Boston• Founded in 1846 170+ years of experience• Excellence in social responsibility• 90% of suppliers in REVAX lab development were black and brown owned businesses• Prioritizes allyship and DEI 69% women employees 53% in manager roles• 8% increase in ethnic minority employees
Requirements/ Non-negotiables	<ul style="list-style-type: none">• Vendor/Supplier must complete risk control assessments• Insurance Requirements (Berkshire Bank will assist in acquiring necessary credentials)
Process	<ul style="list-style-type: none">• Each business area manages their own procurement processes• Research and reviews potential suppliers/meet with suppliers to review requirements• Invites proposals and selects based on goals and budget• Negotiates terms and contract is developed• Due diligence papers are reviewed with legal counsel• Third party reviews risk management• Onboards new vendor
Best Practices	<ul style="list-style-type: none">• Demonstrate long term value for Berkshire Bank• Be clear in strategic objectives• Will email vendors and frequently touch base opportunities may arise in the future• Businesses from Rhode Island are currently sought after
Contacts	<p>Mark Pedrotti-SVP, Director of Marketing Peter Merwin-FVP, Facilities Director Matt Parise-VP Facilities Manager</p>