

## Blue Cross Blue Shield

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### Summary

About the Company	<ul style="list-style-type: none"><li>• Institution which prioritizes diversity in associates, partners, and community</li><li>• Support external partners to address health care needs of the community</li><li>• Delivers products that meet needs and are created through lens of diversity</li><li>• Commodities procured within marketing/management consulting/IT/Staffing/Facilities/Printing</li></ul>
Requirements/ Non-negotiables	<ul style="list-style-type: none"><li>• Insurance Requirements-commercial liability of 2 million, aggregate 1 million/incident</li><li>• For projects involving data sharing, documented procedural controls required</li><li>• If on site, annual criminal background checks are required</li></ul>
Process	<ul style="list-style-type: none"><li>• Business leaders make decisions</li><li>• Procurement officials function as liaisons</li><li>• Business leader consults procurement department about needs</li><li>• Procurement dept. pursues an RFP (\$100,000+)-will seek to include at least one diverse supplier or do a direct buy</li><li>• Companies can register in vendor portal -RFPs sent through portal</li><li>• 2-3 selected businesses with present a business presentation</li></ul>
Best Practices	<ul style="list-style-type: none"><li>• Establish competitive advantage and emphasize previous experience with a similar institution or role</li><li>• Highlight value proposition and alignment with goals of the RFP/organization</li><li>• Emphasize how your business is diverse in many aspects</li><li>• Find partners to bid together on the RFP</li></ul>
Links	<ul style="list-style-type: none"><li>• <a href="#">Vendor portal link</a></li></ul>
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