

Comcast

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Summary

About the Company	<ul style="list-style-type: none">• Global media and technology company• Cable, sports franchises, theme parks, Sky European Partners, broadcast• Encourages participation of Primary vendors and Subcontractors• Has spent over \$25 billion with diverse suppliers since 2010• Opportunities at HQ: hardware, software, supplies, call center, office supplies• Regional Opportunities: building services, training, consulting, marketing, technical operations• RISE-small business supplier development program• Prioritizes organic vendor growth
Requirements/Non-negotiables	<ul style="list-style-type: none">• For HQ partnerships there are requirements in size and capability
Process	<ul style="list-style-type: none">• Industry analysis performed• Referrals from subject matter experts• Sourced from the supplier portal• Capacity requirements and background check performed
Best Practices	<ul style="list-style-type: none">• Attend outreach events• Register in the supplier portal• Get on vendor referral lists and connect with regional leads• Be open for Tier 2 (subcontracting opportunities)• Participate with supplier development programs at Comcast
Links	<ul style="list-style-type: none">• Supplier portal• RISE program