

## John Hancock

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### Summary

About the Company	<ul style="list-style-type: none"><li>• Leading global insurance company</li><li>• Procurement teams in IT, Workforce, and corporate expenses</li><li>• A member of several supplier diversity programs across Boston</li></ul>
Process	<ul style="list-style-type: none"><li>• Portal information shared with department buyers</li><li>• RFP created- 30-50 active RFP's at any given time</li><li>• Meetings/Demos Proof of Concept</li><li>• Diverse Vendors will be advised in reply to RFP</li><li>• Financial risk assessment performed</li><li>• Contract Negotiations Occurs</li><li>• Vendor Selection and Offer-may offer more than one award</li><li>• Ongoing Vendor Management</li></ul>
Best Practices	<ul style="list-style-type: none"><li>• Attend supplier luncheons, panels, conferences, and forums hosted by John Hancock and the greater community</li><li>• Demonstrate an alignment with values and culture</li><li>• Show expertise and capability to deliver/innovate</li><li>• After applying reach out directly to <a href="#">Phil Hirsh</a> to provide a portfolio of your company</li></ul>
Links	<ul style="list-style-type: none"><li>• <a href="#">Diverse Supplier Registration Form</a></li></ul>
Contacts	<ul style="list-style-type: none"><li>• <a href="#">Phil Hirsh</a>- Supplier Diversity Officer</li></ul>