



Fisher Scientific

Supplier Diversity Program

A Snapshot

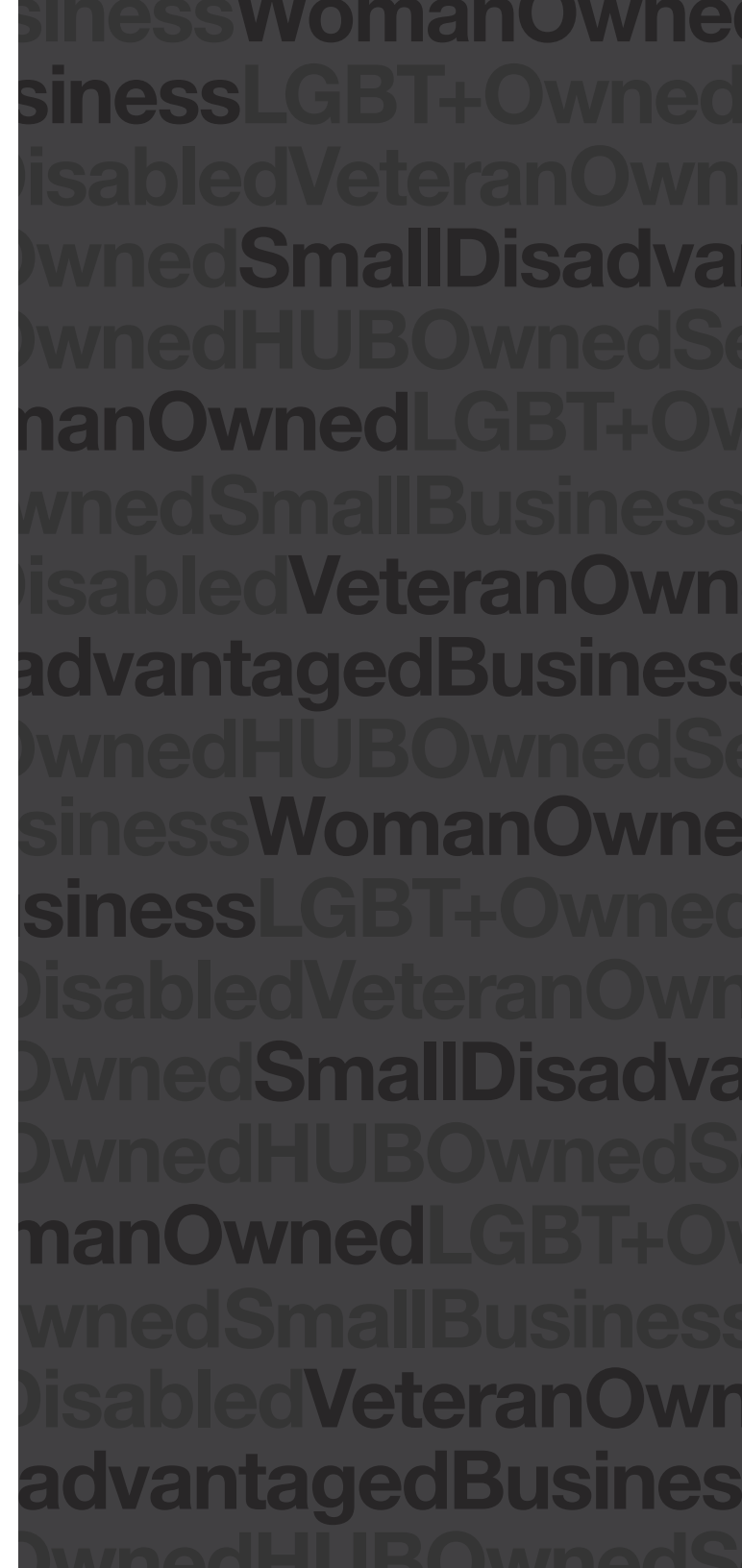


Become a Supplier Diversity Partner

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Track and Grow Your Spend with Diverse Suppliers

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Realize Your Potential

Become a Supplier Diversity Partner

If you are a small and/or diverse business, we can help you achieve your goals. We offer training, order and logistics support, inventory management, and so much more.

To join our program:

1. Register on **SAM.gov**.
2. Register with **SBA.gov**.
3. Contact our Supplier Diversity team (**small.biz.supplier@thermofisher.com**). We'll provide the access and credentials you'll need to complete your SAM and SBA registration confirmation and affidavit.






Participation Offers Many Benefits



Customer Awareness

- Program icon  that calls attention to your products on fishersci.com
- Exclusive customer program incentives
- Increased customer awareness through joint marketing efforts and support



Commercial Engagement

- Sales rep incentives for increasing diversity and inclusion (D&I) spending
- Customer contacts at tradeshow and lunch-and-learn engagements
- Recruitment opportunities at local and community events
- State association program incentives



Tracking and Reporting

- Custom reporting tool provides clear, simple tracking of small and diverse supplier spending
- Using systematic review processes, our cross-reference team recommends ways for customers to increase their spending with small and diverse suppliers

Useful Links

- **Fisher Scientific Supplier Diversity Program**
- **HUBZone Map**





Frequently Asked Questions

Q How do I get started doing business with Thermo Fisher Scientific?

A: To be considered for the Supplier Diversity Partner Program, you must meet the certification and registration requirements of one of the federal designations for small and diverse businesses. We encourage you to register with our program if you meet those requirements.

Q What happens after I register?

A: Your information is added to our sourcing and procurement database, where buyers and sourcing staff can search for suppliers by geographical location and goods and services offered.

Q Whom do I contact about registration, technical issues, or my Tealbook account?

A: For technical issues, please email **support@tealbook.com**.

Q How else can I become more involved as a Supplier Diversity Partner?

A: Attend one of our outreach events or supplier tradeshows, which are often attended by Thermo Fisher Scientific buyers. Find a list of upcoming events on the Supplier diversity page at **thermofisher.com**.

Q Who can answer other Supplier Diversity Partner Program questions?

A: Please email **small.biz.supplier@thermofisher.com**.





Integrated Customer Solutions



 **fisher scientific**
part of Thermo Fisher Scientific



Track and Grow Your Spend with Diverse Suppliers

We can help you meet your individual diversity goals through our network of supplier partners:

- MBE: Minority-owned business enterprise
- WBE: Women-owned business enterprise
- WOSB: Woman-owned small business
- VOSB: Veteran-owned small business
- HUBZone business: Located in a historically underutilized business zone
- SBE: Small business enterprise
- SDB: Small disadvantaged business
- SDVOSB: Service-disabled veteran-owned small business





Building a Plan for Your Business Requirements

Together, we can determine the best path for achieving our shared business goals.

- Identify the scope of products and services
- Determine the program components
 - Activity levels
 - Sales volume
 - Physical presence
 - Order and invoice processes
- Choose a supplier partner based on objective criteria
 - Credit worthiness
 - Exclusivity
 - Other capabilities
- Achieve agreement among:
 - You, our customer
 - The small/diverse supplier
 - The Fisher Scientific channel
- Implement the plan





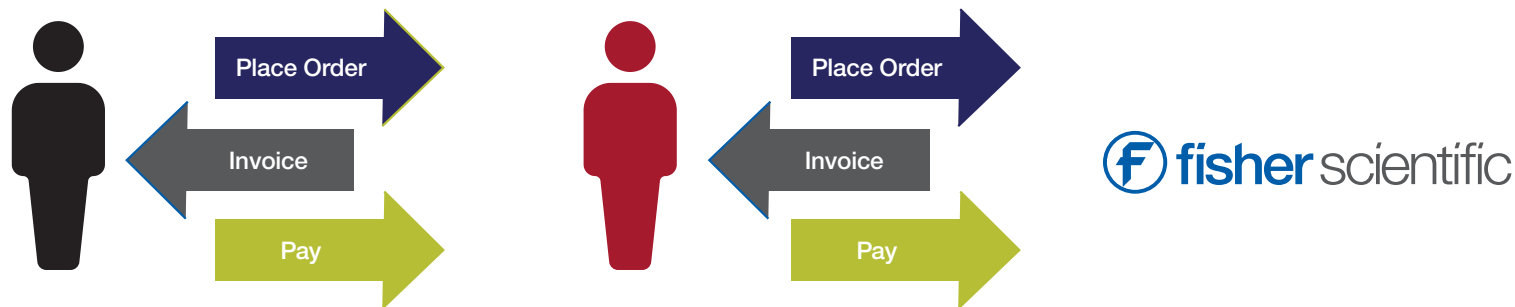
Tier I Capabilities

Direct Purchases from Qualified Supplier Diversity Partners

In this model, the relationship exists between the confirmed small or diverse business and you. The Fisher Scientific channel acts as an informal mentor to the supplier.

Customer Initiates Order

Supplier Diversity Partner



Tier I relationships may take the following forms:

- Facilitation of supplier relationship
- Transaction management
 - Laboratory supplies
 - Capital equipment
- On-site services: Inventory management, desktop delivery
- Custom services: Product kitting, outsourced research





Tier II Capabilities

Supplier Partners Serve Us and We Serve You

In the Tier II model, you purchase products through and are invoiced by the Fisher Scientific channel.

- You can claim spending on products from small and diverse suppliers to help meet your annual subcontracting goals
- You receive spending reports categorized by small and/or diverse business type

Customer Initiates Order

Supplier Diversity Partner



Your spending is regularly reviewed to identify opportunities for:

- Expansion of spending with existing diverse suppliers
- Product alternatives from suppliers that meet federal diversity designations
- On-site Lunch & Learns or trade shows with small or diverse suppliers





Fisher Scientific Supplier Diversity Program

Visit fishersci.com/supplier-diversity to learn more.

Distributed by Fisher Scientific. Contact us today:

In the United States

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