



# The Business Link

A quarterly diverse business publication of news, information and procurement opportunities for Health Care Service Corporation – Corporate Supplier Diversity.

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## OBJECTIVES:

- Promote awareness of supplier diversity.
- Increase opportunities of viable diverse businesses.
- Strengthen HCSC's commitment to supplier diversity.

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Upcoming Events

Project Awareness (March)

Chicago Business Opportunity Fair (March)

On-line Sourcing Training & Education (April)

## HCSC Achieves Five Forward Platinum Designation

Health Care Service Corporation, a mutual legal reserve company (HCSC) has achieved platinum level status in the Five Forward Initiative by Chicago United, an advocacy organization committed to building sustainable diversity in Chicago's business community. Five Forward is a strategic plan to build a stronger regional economy and build minority businesses of scale. This initiative enlists the commitment of CEOs of mid- to large-sized corporations in the Chicago metropoli-

tan area to establish or expand business relationships with five current and/or new local minority firms for five years. Five Forward platinum status was gained by expanding spend and/or partnerships with minority-owned businesses; identifying potential opportunities with Procurement; engaging minority suppliers and creating internal goals; evaluating performance results; and, submitting four quarterly aggregate spend reports.

Platinum level status is the fourth level in a five step process. HCSC will continue to work toward Five Forward Diamond. The fifth process step, Five Forward Diamond, is obtained when firms successfully complete all steps and maintain all program reporting requirements for five years. In addition to HCSC, there are many other major corporations participating.

## Message from the Manager

For over 25 years, HCSC has been a strong proponent of diversity in the marketplace. Through successful outreach, solid supplier development, and seamless strategic engagements, Corporate Supplier Diversity has strengthened HCSC's position as one

of the industry's leading supplier diversity programs. To that end, this electronic diverse business newsletter is attestation to HCSC's support. Our team is working hard to spread the message that HCSC is committed to forming strong relationships with diverse compa-

nies that are prepared for business. I hope you will find this e-newsletter to be a source of information for both the diverse supplier and the internal decision-maker. Please send your comments to [supplier\\_diversity@bcbsil.com](mailto:supplier_diversity@bcbsil.com).

## Contract Awards

Corporate Supplier Diversity would like to highlight the following contract awards to diverse suppliers through a competitive bid YTD for 2009.

- Texas Relocation
- Illinois Electricians
- Texas Ancillary Furniture
- Texas Temporary Staffing
- Enterprise Automated Mail Presort
- Enterprise Janitorial Services



## Supplier Diversity Team



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## Upcoming Events

### Project Awareness

The Cosmopolitan Chamber of Commerce is organized to promote the development of a broader economic base through the creation and strengthening of new businesses and the expansion of under-utilized business enterprises.

Place: South Shore Cultural Center

*(March 4, 2010)*

### Chicago Business Opportunity Fair

**REBOUND 2010: CONNECT, DRIVE, THRIVE**

A leader in minority business development for over 40 years, CMSDC has made great strides in providing increased procurement and business opportunities for minority-owned businesses of all sizes.

Place: Navy Pier

*(March 29-31, 2010)*

### On-Line Sourcing Tool Training & Education

At HCSC, we understand the many challenges in the market place. By offering the fundamentals to respond to bid opportunities through our on-line sourcing tool, diverse suppliers like you can lower costs, remain competitive and grow your business. This education training session will cover the basic techniques needed to effectively submit a bid using this on-line sourcing tool.

Place: HCSC Headquarters

*(April 29, 2010)*