

June 8, 2012

To Whom It May Concern:

It is my supreme privilege to recommend Diverse Business Solutions as your partner in supplier diversity. Before entering into a business partnership with Diverse Business Solutions, the potential of the University of Evansville's supplier diversity program was bleak. As a University, we are at the beginning stages of our supplier diversity journey, and do not have the internal resources to properly move forward. We had previously tried to bolster our initiative by being a member of an organization that would connect us to minority-owned businesses, but we realized that we needed an organization to literally build our program from the ground up. As you can imagine, I was thrilled when I learned about Diverse Business Solutions. After speaking with Jeff Rode, CEO, and Stacy Little, COO, about our needs and what Diverse Business Solutions could offer, it became clear that Diverse Business Solutions was not only our best option – it was our only option for success.

Diverse Business Solutions presented the University of Evansville with an overview of services that could be completed in three phases. As a University, we decided to enter into phase one of contractual work with Diverse Business Solutions that entailed: assessing current purchasing behavior and trends, scrubbing current supplier database and validating diverse suppliers, analyzing current contracts and purchasing needs, researching and reporting on the diverse supplier capacity within 50 and 100 radius of the University of Evansville, and making recommendations to the University on its supplier diversity program. Most of these services had never been performed for the University. Not only did Diverse Business Solutions deliver on every component, but it went above and beyond. Now, the University of Evansville is positioned to truly establish a successful supplier diversity program.

I think that you will find Jeff Rode and Stacy Little to be absolute joys with which to work. Their passion for supplier diversity is sincere and real. They truly have your organization's best interests at heart, and they will stop at nothing to assist your organization realize success. Both Jeff and Stacy bring a wealth of experience in the supplier diversity field and are dedicated to furthering their own development. Therefore, I strongly recommend Diverse Business Solutions to partner with your organization to achieve success in supplier diversity.

Sincerely,



LaToya Smith, CDP  
Diversity & Equity Officer