At Intel we believe that working with diverse-owned suppliers generates greater innovation and value within our global supply chain. We seek to generate more inclusive sourcing, as demonstrated by our goal to increase our annual diverse spending to $1 billion by 2020. As our business evolves in becoming a data centric company, there is tremendous focus on finding the right suppliers who can help us get there faster and more efficiently, through the services they provide. In this session Christine will talk about Intel’s buying cycle and how we engage with suppliers, including what makes a vendor truly successful in the Intel supply chain and some of the key challenges she and her team have experienced through working with them.
IMPROVE DIVERSITY IN OUR SUPPLY CHAIN

- Brings innovation and greater value to our business
- Empowers and opens new doors for diverse suppliers
- Goal: $1B annually with diverse suppliers by 2020
- Transparency with our progress
WHY DIVERSE SUPPLIERS SHOULD BE A PRIORITY CONSIDERATION
AND WHY SOMETIMES IT’S A STRUGGLE… LACKING IN

Vision
Market understanding
Network
Processes
Detail
Financials
Professionalism
Integrity
CHARACTERISTICS OF SUCCESS

USP
Reactive and proactive
Detail
Advice
Outstanding communication
Transparent
- finance
- Post event
Accountability
YOUR VALUES

Value + Values = Success

Your Culture

What do you want to be known for?

Diversity is the opportunity; don’t be the same!
SUMMARY

Companies have their own values – understand them

Be clear on your values and what you bring

Think about the ask (!)

Upfront adds credibility

FINAL THOUGHT

If we wanted to do things the way we’ve always done them, we would use the people we’ve always used!
Think about the values that make you unique as a company. Is that what you lead with when talking to a client? If not, how should it look?