



INTEL SUPPLIER DIVERSITY WORKSHOP – 08 MAY 2018

Presented by Intel Corporation UK Ltd

DEA GOVENDER
EMEA Commodity
Manager

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Director



AGENDA



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Welcome

WEConnect Update

MSDUK Update

Session 1: RFP Workshop

Session 2: Breaking Bias Workshop

Wrap Up



WELCOME - MEGAN STOWE



RFP WORKSHOP - DEA GOVENDER

AGENDA

Objective

What Success Looks Like

Breakout into Teams

Presentation by each team

Wrap Up

OBJECTIVE OF RFP WORKSHOP

Diversity, inspiring innovation

- › People from different backgrounds offer additional insight
- › Think outside the box
- › Listen and learn from each other

Get out of your Comfort Zone

- › Knowledge is Power, continue to grow and develop your skillset
- › Stay ahead, become a trend setter through offering innovative solutions



YOUR ROLE

To connect and inspire conversations about how diverse teams work together for the success of the company

OUR MISSION

Drive success in Diversity by building an innovative and diverse supply chain through supporting the communities we work in.

WHAT DOES SUCCESS LOOK LIKE



UNDERSTAND THE SOW

ASK QUESTIONS

RESEARCH

BENCHMARK

TELL THE STORY



Do you have a solid understanding of Your clients needs and what their primary objectives are



Will your pricing be considered Fair Market Value (FMV)



Is your solution flexible, scalable, and highly innovative?



Is your story compelling? Does it bring the vision to life?

BREAK UP INTO TEAMS

Team 1

Marketing RFP

Nish	Wickramasinghe	Curious Agency
Chirag	Baxi	E-Com Group Ltd
Roslyn	Scott	MobiCycle Ltd
Angela	Kontos	V-Assistant
Gisella	Marinuzzi	Unite Development Group
Michelle	Fanus	Dynamyk Events
Priti	Joshi	Tone Consultancy
Katie	Day	RDPI Ltd
Charlotte	Evans	Southerly
Deborah	Taiwo	Dessertsville London

Team 2

Recruitment RFP

Zoha	Tapia	here and now 365
Rachel	Kaur Whinney	Green Park
Suresh	Kondapureddy	Avenir Digital
Alex	Winyard	The Cheeky Panda Limited
Susanne	Lewis	Matterhorn Languages
Roger	Justin	Iconic Event Management
Denise	Meade-Hill	Transitions Career Management
Farooq	Mohammed	es-p Group
Bernett	Thornes	PTS
Carol	Stewart	Abounding Solutions

BREAK UP INTO TEAMS

Team 3

FACILITIES MANAGEMENT RFP

manish	tiwari	here and now 365
Chris	Jones	Green Park
Maulik	Sailor	Innovify UK Ltd
Jessica	Lansdale	Gibbs Hybrid
Sarah	Penn	Outstanding Branding
Dmeyer	Cristo	Linguistics on point
Annie	Richardson	Quantum Corporate Coaching Ltd
Gill	Thorpe	The Sourcing Team Ltd
Aysha	Kazi	Ark Talent
Tash	Pennant	Tash Pennant Consultancy Ltd

Team 4

Technology RFP

Jacqueline	Tchicaya	East London Francophone Ltd
Kamal	Pancholi	Micro Technology Services
Denise	Meade-Hill	Transitions Career Management and Training
Ali	Moitie	Recognition Express
Noreen	Cesareo	Market Accents
Shelley	Hoppe	Southerly
Annie	Richardson	Quantum Corporate Coaching Ltd
Mehak	Arora	Grange Hotels
Kush	Shukla	ARIVU LTD
Catherine	Blaikie	iTalent Digital Ltd

WRAP UP: KEY LEARNINGS AND TAKE AWAYS

FROM

TO

Making Assumptions

Gaining Clarity - The Buyers Perspective and Expectations

Sticking to basics

Understanding the criteria

Lack of Transparency

Researching and being curious

Working in a silo

Working with people from diverse backgrounds

Just presenting data and solutions

Making a personal connection by telling the story

Being single minded and working alone

Listening and learning from other people

What I know gained over years of experience

Having a reality check every now and again

ANY QUESTIONS?

