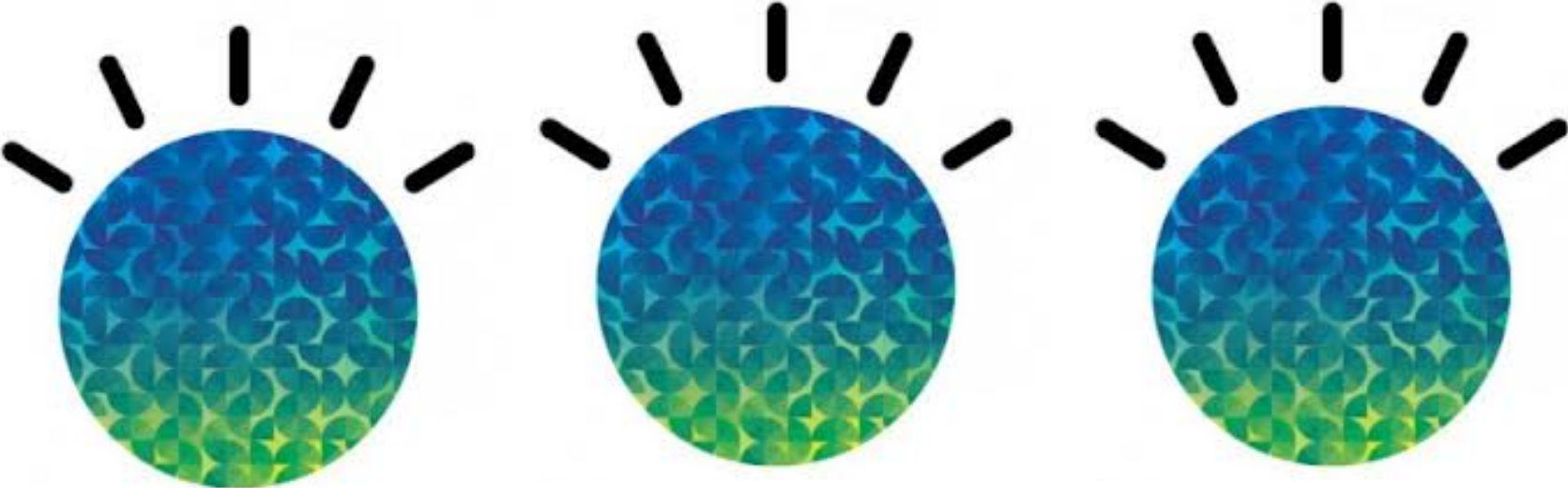


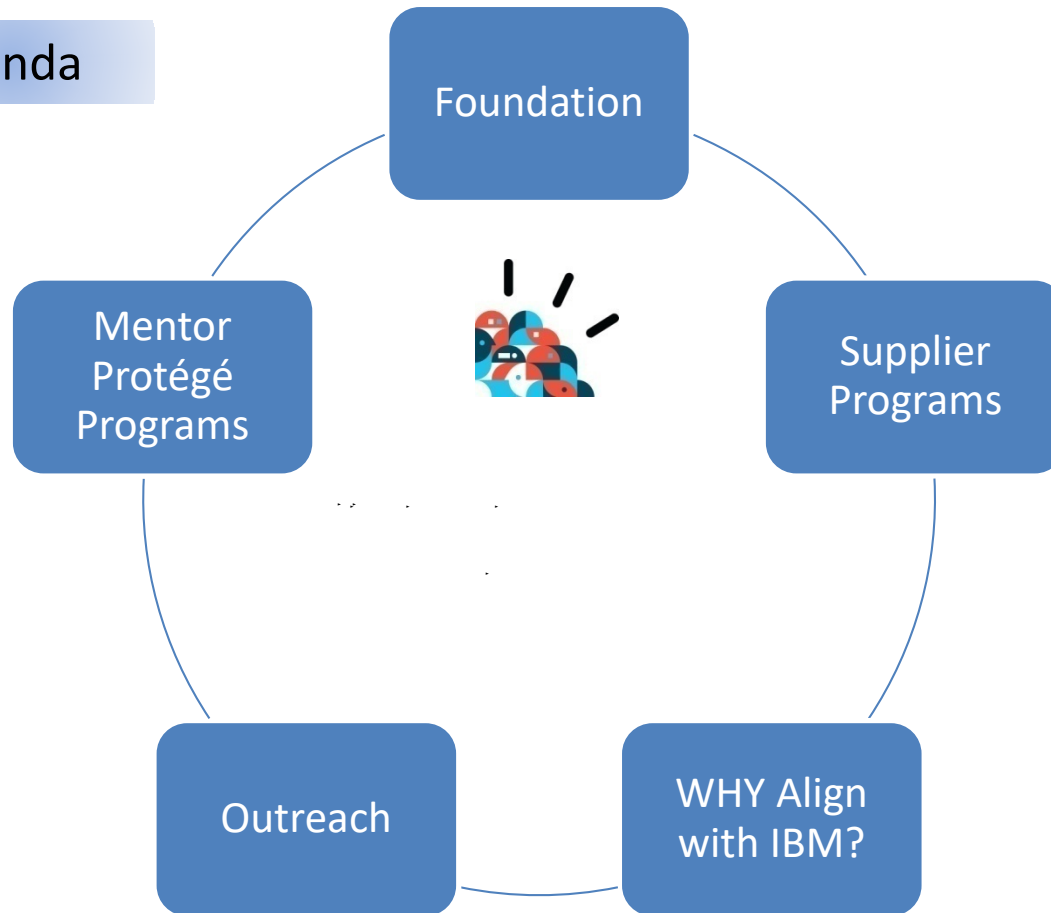
**IBM and Small & Diversity Business –
*Strategic Partnerships 2017***



IBM 's engagement of small and diversity-owned business is both strategic and sensible – we **THINK** small business!



Agenda



IBM's vision is to promote small business while engaging companies who bring value to IBM as *Subcontractors, Small Business primes and IBM Business Partners.*

Foundation



WHY?

- IBM engages small and diversity-owned companies to sustain capacity and ensure our Supply Chain reflects the demographics of our communities and our Customers
- IBM actively seeks innovation and diversity of thought from small and diverse-owned companies to bring maximum value to IBM Customers

Setting the Tone

- Top Down Policies with IBM Corporate Commitment Policy Letter committing IBM to engage Small and Diversity-owned companies
- Small and Diversity-owned businesses engaged on every competitive RFP
- IBM Internal Goal for Small Business Subcontracting - 65% of total spend

Categories

- Government "Small" – SDB, WOSB, HUBZONE, VOSB, SDVOSB
- Minority – Race, Ethnicity, Native American
- Women
- People with Disabilities
- Gay, Lesbian, Bisexual, Transgender

Selecting qualified Small Business firms for long-term staffing needs and strategic alignments with protégé firms to meet Customer expectations



IBM Federal Supplier Programs

Federal Preferred Staffing Program

4 year IDIQ Agreements with 60 IT labor categories and rates for junior, mid-level and senior level; non-cleared, secret cleared and top secret

- 38 Total Suppliers
- 87% Small

Mentor Protégé Supplier Program

The Mentor Supplier Program provides our protégé firms a contractual vehicle for access to opportunities across IBM Federal

- 11 Current Protégé Firms
- Technology companies
- Strategic relationships



IBM Mentor Protégé Programs



Value Proposition

The Federal and Commercial Mentor-Protégé programs provide IBM with strategic relationships and allows our company to form stronger relationships with our Customers

Mentor Commitments:

- Technical Certifications
- Business Development
- Organizational Development

Federal Mentor Protégé Agreements with:

- Air Force, DIA, DHS, GSA, NGA, and Treasury

IBM Commercial Mentor Protégé Program

- Aligns IBM Executives for one-on-one mentoring of diversity-owned firms

IBM Federal Veteran Business Advocate Program

- Aligns IBM management-level business staff for one-on-one advocacy of an existing IBM subcontractor who is veteran-owned small or service-disabled veteran-owned small

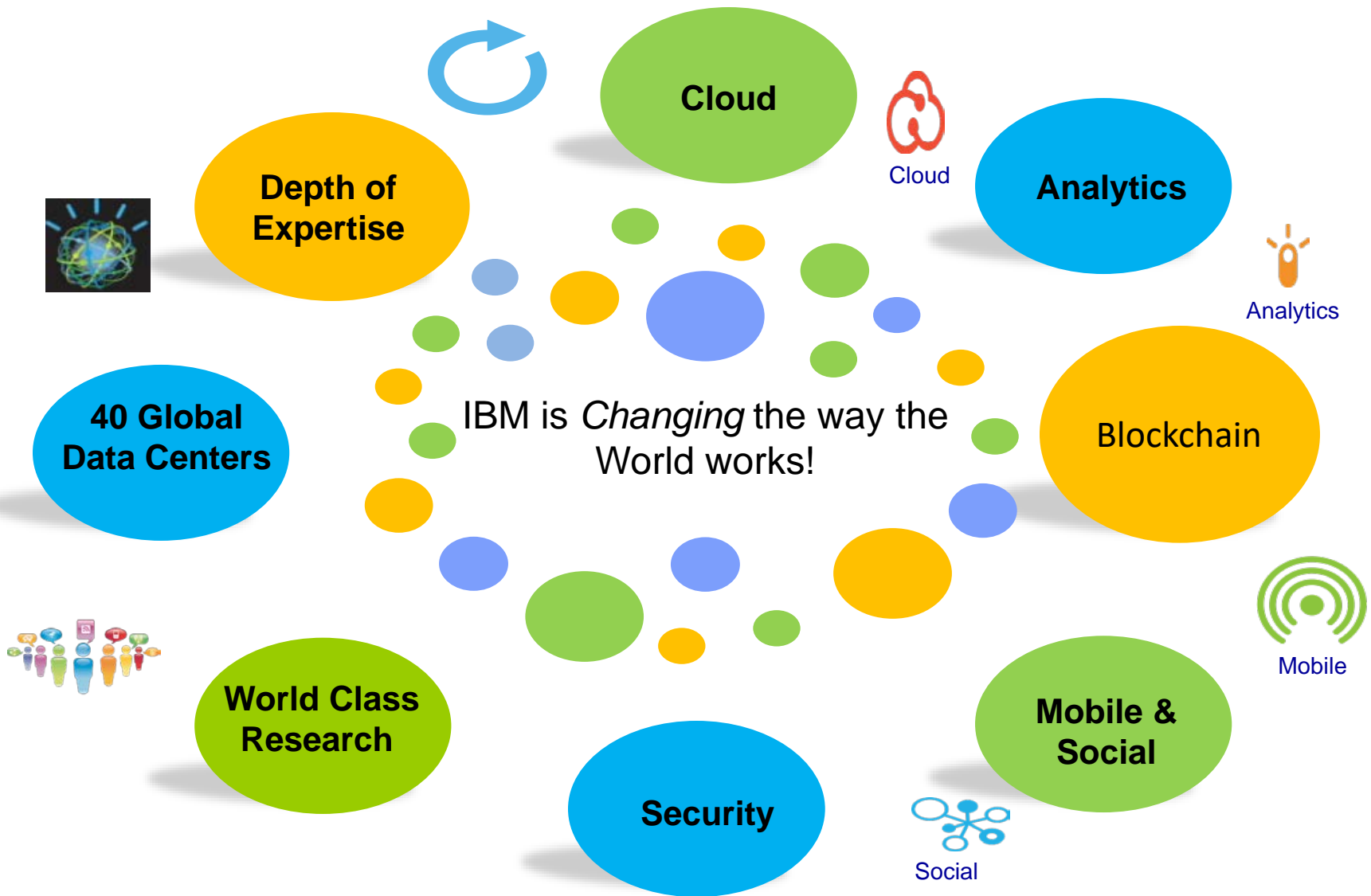
www.Supplier-Connection.net

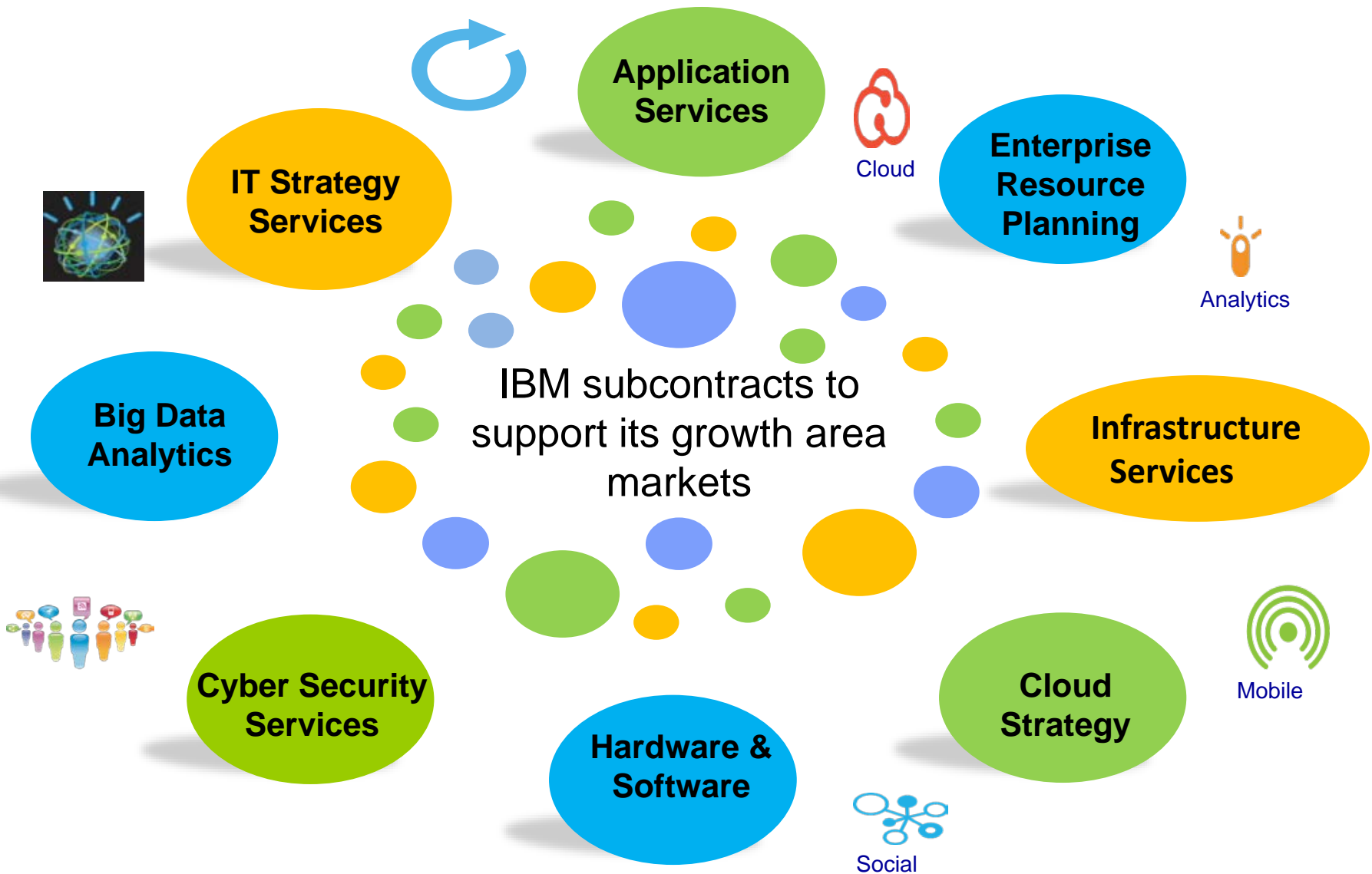
In support of US economic growth by driving small business utilization, the IBM Foundation established Supplier Connection, a free web portal for small business to showcase their profiles and network with large global company Buyers.



WHY Choose to Align with IBM?

A Shifting Era for Business: *Data – Cloud - Engagement*





Next Steps:

1. Register your small business on Supplier Connection (www.supplier-connection.net)
2. Contact IBM's Small Business Liaison team to review your company's competency offerings and past performance
3. Identify Government Agencies and /or Solution offerings for potential teaming and collaboration with IBM US Federal

Let's Discuss the Possibilities!

Mary Hellem (mmhellem@us.ibm.com / 703-920-0304
Ray Nowden (ranowden@us.ibm.com / 301-803-6806

