



# THE BUSINESS CASE FOR DIVERSITY IS CLEAR

A common misconception about diversity is that it adds little to no value to the bottom line. On the contrary, diversity is one of the most strategic levers that global enterprises can pull on to create value. In a recent study, the Hackett Group estimated that on average, supplier diversity programs add \$3.6M to the bottom line for every \$1M in procurement operational costs.

Beyond pure financial ROI, supplier diversity benefits organizations in several ways. It,

- (1) Promotes a more robust and expansive supply chain giving access to new products, services, and solutions
- (2) Keeps the supply base competitive and ensures best in class pricing and service
- (3) Opens opportunity for companies to continue to match diverse customer needs as demographics shift
- (4) Provides evidence of an organization's intent to do business with all types of communities

## The Metasys Technologies Approach to Diversity Spend Management is Fueled by Experience

While the business case is clear, a number of corporations have historically underperformed on diversity initiatives with suppliers. Kickstarting diversity programs is challenging and requires working with a business that has deep expertise and capability.

MTI has just that. As a certified minority owned business, MTI has deep experience and knowledge of what it takes to provide successful diversity outcomes for organizations; as a procurement solution provider, our success is tied to the effectiveness of our clients' supply chains. We are passionate stewards of a robust and diverse supplier network to ensure that the organizations we partner with get the benefit of diversity.



## Our Supplier Mentorship Program Ensures Best in Class Service

We favor diversity when paired with high standards. To ensure quality, we have developed a Supplier Mentorship Program to empower minority-owned, woman-owned, and veteran-owned suppliers. Specifically, we:

- (1) Manage, educate, and evaluate suppliers on the use of best practices.
- (2) Continually assess our supplier's KPIs against best in class program performers, and
- (3) Teach effective partnership techniques to ensure our suppliers are equipped to solve your business challenges.



## Let's Work Together to Increase Diversity Spend

We pride ourselves on providing best in class service with diverse suppliers; we help accomplish your business goals through diversity. Are you interested in increasing your diversity spend? [Get in touch](#) with us to discuss how the MTI platform can serve your needs and help you meet your diversity goals.