

DiversityPlus

MAGAZINE

Connecting Innovative Women and Diverse Companies to Corporate America and the Government Through Supplier Diversity
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BEST PRACTICES IN PROCUREMENT

Seamlessly **Aligning Procurement** and Business Strategies

Rising Up Through Benchmarking Leadership Development



PG&E
Reaches for World-Class Supplier Diversity in "Smart" Industry

Supplier Diversity is a Strategic Fit for Prudential



Singapore
Beckons Small and Medium Sized Businesses to Go Global

Learning to Manage Introspection as a Leadership Development Strategy

Diversity & Ethics are Hallmarks of KPMG's Culture



Jamie Crump

Director,
Strategic Sourcing &
Supplier Diversity,
United Rentals.

The varied career of Jamie Crump makes her particularly qualified to serve as Director of Strategic Sourcing & Supplier Diversity for United Rentals, the world's largest equipment rental company. Over a 20-year period, she worked in technology, banking, pharmaceutical, and telecommunications, and ran her own software and management consulting company. Jamie believes that supplier diversity begins with executive support and leverages sourcing to secure the support of the internal organizations and external associations.

Jamie takes advantage of what she calls the "ripple effect." For example, PGA is a major customer, and Jamie met with the head of its supplier diversity, leading to a number of joint initiatives and new introductions to diverse businesses. An introduction led to a new contract with Hightowers Petroleum, a minority owned company that provides bulk fuel. One of Jamie's interesting perspectives is that the supplier diversity program gains strength by being a "stream of consciousness", meaning a long view is taken to develop ongoing business relationships.

Favorite Quote:

**"A great part of
life consists in
contemplating what we
cannot cure."**

- Robert Louis Stevenson



Embracing Diversity

We salute the
2013 Women in Power Impacting Diversity

They help us make it happen!

