

DiversityPlus

MAGAZINE

Connecting Innovative Women and Diverse Companies to Corporate America and the Government Through Supplier Diversity
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Crowdfunding

Everybody's Talking About the Potential of Crowdfunding to Take Minority Businesses to Another Level

Women-Owned Businesses and Investment, Funding Strategies and Deals

Is This Finally a **JOBS Act** That Creates Capital Access and Jobs?

Coaching the Coach...
Training and Certifying Leadership Coaches

Three Core Principles Drive Entergy's Supplier Diversity Initiatives

Already Strong **Cargill** Says Supplier Diversity Brings Even More Strength

Cisco Reseller Program Challenges Supplier Diversity Programs to Succeed

Second-tier Supplier Diversity Reporting as a Drivetrain for **First-tier** Success

Special Section
Page-38

2013
Top 30
Champions
of Diversity





United Rentals

Jamie Crump Leverages Executive Support to Expand Supplier Diversity



Jamie Crump

Director of Strategic Sourcing & Supplier Diversity, United Rentals

As the Director of Strategic Sourcing & Supplier Diversity for United Rentals, Jamie Crump has worked to increase internal support for supplier diversity, particularly at the executive level, and to develop new diverse supplier relationships. She has many success stories, but is particularly pleased with the work United Rentals has completed in partnership with the PGA supplier diversity group. The association was initially developed as the result of executive-level support. That association led to other strategic business relationships with diverse suppliers.

Though Jamie believes that developing executive support is critical to success, she also points out that once support is gained, it must be leveraged to expand internal support for supplier diversity. Her efforts led to a commitment by corporate business unit heads to include diverse suppliers in new opportunities. Jamie's innovative approaches have led to a number of advisory boards seeking her participation, including the ISM-CT, ProcureCon, the National Veteran Owned Business Association and the Greater New England Minority Supplier Development Council.

Favorite Quote:

“A great part of life consists in contemplating what we cannot cure.”

- Robert Louis Stevenson



Embracing Diversity

We salute the
2009 Champions of Diversity

They help us make it happen!

