

Goals:

Members of the Central Ohio Hospital Council strive to achieve the following goals through their collaborative work on supplier diversity:

- ◆ Establish and build business relationships with qualified diverse suppliers that positively impact patient care, community relations and social economics in the communities served by our hospitals.
- ◆ Build and support processes so that DBEs may compete on a fair and open field.
- ◆ Identify and remove obstacles to market entry, customer access, and financial growth of DBE companies.
- ◆ Collaborate with community partners and suppliers who support our commitment to supplier diversity.
- ◆ Increase purchases of goods and services from DBEs, when fiscally responsible and operationally compatible.



These goals are supported by the following hospitals:

Mount Carmel Health System

Mount Carmel East Hospital
Mount Carmel West Hospital
Mount Carmel St. Ann's Hospital
Mount Carmel New Albany Surgical Hospital

Nationwide Children's Hospital

The Ohio State University Wexner Medical Center

James Cancer Hospital and Solove Research Institute
OSU Harding Hospital
Richard M. Ross Heart Hospital
Ohio State University Hospital
Ohio State University Hospital East

OhioHealth

Doctors Hospital Nelsonville
Doctors Hospital
Dublin Methodist Hospital
Grady Memorial Hospital
Grant Medical Center
Hardin Memorial Hospital
Marion General Hospital
Riverside Methodist Hospital



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Central Ohio Hospitals Team Up to Support Supplier Diversity



Members of the Central Ohio Hospital Council are committed to working together in an effort to strengthen their support of and participation with diverse business entities (DBEs). Through their collaborative efforts, local hospitals will assist diverse suppliers in navigating the hospital contracting process, resulting in increased support of diverse business entities by our local hospital systems.



Central Ohio hospitals currently

have internal policies and procedures in place , consistent with guidelines developed by local, state and national diversity organizations, that are designed to support their participation with diverse suppliers. To complement their individual efforts, local hospitals believe there is value in working together to improve business relations with a diverse supplier base that is reflective of our entire community. By building bridges between diverse businesses and our healthcare facilities, our hospitals believe these efforts can bring financial, operational and cultural benefits to our institutions, as well as have lasting, positive effects on economic development locally and regionally.

For these guiding principles to truly make a difference, both qualified diverse companies and participating majority supply companies must endorse, embrace, and share the same vision regarding supplier diversity.



Common Hospital Practices

Central Ohio hospitals have adopted policies and processes regarding supplier registration, certification and contracting that are specific to their institutions. However, there are consistencies among hospitals' policies due to best practices in this area. These common practices are listed below, and are intended to assist diverse suppliers in navigating the hospital contracting process.

- ◆ Each hospital system has established a process whereby diverse business entities (DBEs) can register. The registration application, available online or in the Purchasing Department, requires information to help the hospital determine whether a business qualifies for a diverse supplier designation.
- ◆ All COHC-member hospitals require certification in order for a DBE to be considered in their supplier diversity programs. Suppliers must document certification through a recognized organization or agency, including but not limited to the following:
 - ◇ National Minority Supplier Development Council (South Central Ohio Minority Supplier Development Council)
 - ◇ Women's Business Enterprise Council
 - ◇ The State of Ohio
 - ◇ City of Columbus
 - ◇ Ohio Department of Transportation
- ◆ Hospitals have developed programs to educate DBE suppliers on their bond, liability, bid and other requirements. Diverse business entities should contact the hospitals' purchasing department to obtain information on these programs.



- ◆ Each hospital system has established procedures to ensure that qualified DBEs are identified and included in competitive bidding processes.
- ◆ Hospitals give equal consideration to DBEs on bidding opportunities. All DBE candidates must meet the same criteria as non-DBE companies (i.e. insurance, specific experience related to the opportunity, cost and quality, etc.).
- ◆ Diversity language is incorporated in hospitals' requests for proposals (RFPs) and contract templates.
- ◆ Hospitals will often work with DBEs that do not necessarily have the lowest bid to help them become competitive in the future.
- ◆ Hospitals often encourage corporate partners and group purchasing organizations to procure from diverse suppliers. This commitment extends to second- and third-tier suppliers via first-tier/prime suppliers.

