

# Procurement Services

## Campus News & Information



May 2023

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## ENHANCEMENT COMING TO PROCARD FORMS

[The following Ariba forms are transitioning to UW Connect \(date TBD\)](#)

### Card Applications

#### Procard

*Procard Renewal (renewal application will no longer be required after the move to UW Connect)*

#### Ghost Account

#### Central Travel Account (CTA)

#### Individual Travel Card (ITC) (Not available to UWMC)

### Card Limit Increase

#### Single

#### Monthly

#### Both

### MCC Lift

**New form to be available in UW Connect!**

<https://finance.uw.edu/ps/resources/training-and-tutorials/ariba>

## MAY 2023, "ASK US ANYTHING ABOUT PURCHASING!" WEBINAR

Join our free-form monthly Zoom sessions to learn and ask questions about Contracting, Sourcing, and Purchasing processes. Our lead off topics are discussion starters, but we really want to focus on your questions. We meet the third Thursday of every month from 1-2pm.

**On May 18, 2023, the conversation starter will be: Buying IT - More than Computers!**

**Let's talk about IT - software, hardware, online web apps, consulting, and all of the changes over the last few years. Let us help you navigate!**

Registration links are updated here: <https://finance.uw.edu/ps/upcoming-events>

Please let us know if there is a topic you'd like us to address at an upcoming session by sending us an email: Lynn Magill [lmagill@uw.edu](mailto:lmagill@uw.edu).

## MEET CDW STUDENT INTERN – LAUREN LOZIER

*Hello! My name is Lauren Lozier, and I am the current CDW campus intern for the University of Washington. I am a third-year student studying Political Science (International Security) and English. I am super passionate about equal access to technology and the way technology impacts the educational environment.*

Email [Lauren.lozier@cdwg.com](mailto:Lauren.lozier@cdwg.com) or call 425-305-9393.

## SPOTLIGHT ON BUSINESS

**Meet the FASTENAL TEAM:**



**Nicole Vierra**, Government Education & Healthcare Sales Specialist-  
Western US

*I have been with Fastenal for over 10 years, servicing the industrial, commercial markets and the private sector with a focus on manufacturing production, supply chain management, and solutions. I have spent the last 5 years with Fastenal establishing relationships in the Higher Education and Government Sector specializing in Facilities MRO. I now currently focus on the largest key*

*accounts in the Western US, focusing solely on Higher Education, K-12 School Districts and Healthcare. I currently reside in Idaho, but I'm very excited to establish a strong partnership with the University of Washington!*

Nicole Vierra, Cell: 209-298-6353, email: [nvierra@fastenal.com](mailto:nvierra@fastenal.com)

**Dyandre Gamble**, Government Sales Rep - Seattle-Metro Area

*I have been with Fastenal for 5 years, servicing the Seattle market area. I've been a Constructions Specialist, Key Account Specialist, as well as a General Manager for Fastenal. I've recently moved into the Government Roll servicing King County, as well as Higher Education, K-12 School Districts, & Healthcare. I live in the Seattle area, and I am very excited to build a relationship with the University of Washington.*

Dyandre Gamble, P: 206-420-2120, email: [dgamble@fastenal.com](mailto:dgamble@fastenal.com)

**Ryan Markham**, Market Manager, King County, WA

*I have been with Fastenal for 15 years, mostly focused on managing the teams that service our customers. I've led various teams in multiple cities and industries in Washington and Alaska throughout this timeframe. I've been focused on the Kent market for the past 7 years servicing manufacturing, aerospace, food processing and construction customers. I've just recently added the Seattle territory to my group and look forward to expanding our service to the various new industries and customers in this area.*

Ryan Markham, Cell: 253-970-2575, email: [rymarkha@fastenal.com](mailto:rymarkha@fastenal.com)

The company's distribution system centers on 3,000+ in-market locations, each providing tailored inventory, flexible service, and custom solutions to support the unique needs of local customers. This customer-centric service network is supported by 15 regional distribution centers, a captive logistics fleet, and multiple teams of industry specialists. Fastenal maintains a comprehensive green product offering from key vendors for national distribution. Visit the Fastenal Ariba punch-out catalog or contact Nicole, Dyandre, or Ryan to discuss your needs. Fastenal website:

[www.fastenal.com](http://www.fastenal.com).

## SUPPLIER DIVERSITY NEWSLETTER

Procurement Services is committed to supporting small, local minority-owned, women owned and veteran businesses. Our team is always looking for new businesses to uplift and support. Recently, we interviewed some incredible small business owners who shared their stories, services, and perspectives as business owners. If you know of a company that could benefit from our support or would like an opportunity to meet with someone from our Diversity Team, please contact me: Lloyd Dees,

Business Diversity Analyst at [deesl@uw.edu](mailto:deesl@uw.edu). Let's work together to build up our community and support the success of small and local businesses!

**Today 42% of US businesses are women-owned, generating over 1.8 trillion a year. The US has 12.3+ million women-owned businesses.**

**Meet Steven Sterne**

**Business Name: Keeney's Office Supply – Ariba Catalog Supplier**

**Email: [stevens@keeney.com](mailto:stevens@keeney.com)**

### **How did you start your business?**

*Keeney's was founded in 1947, as a means of serving the emerging Eastside business community. Bob Keeney, our founder, saw the potential for growth and was one of the first four tenants in Bellevue Square, when it was just four stores. His daughter Lisa purchased the company in 1982, when she was in her mid-twenties. It was Lisa's vision and leadership that put Keeney's on the map in Seattle and throughout the Puget Sound, as we won contracts with King County, Snohomish County, the City of Seattle, Sound Transit, the University of Washington, and Western Washington University.*

*In 2019, Lisa sold the company to Mairos, Inc, whose owners also operate MBE companies in California. Nicole Mairena, our current president, and majority owner is a dynamic professional in her mid-twenties, much as Lisa was when she assumed the leadership role at the company. Nicole has kept Lisa's team intact, and Keeney's continues to serve our business and government customers with the same level of care and attention to detail that has made the company successful, with an eye toward growth and access to better tools and deeper relationships with key vendors. In 2022, we introduced the bluespace interiors brand to the market as our Commercial Interiors division.*

### **What services do you provide?**

*Our product offering includes office supplies, cleaning and facility supplies, breakroom supplies, paper, printer supplies and computer supplies. Our contract furniture division, bluespace interiors, offers furniture- ancillary and outdoor furniture, demountable glass walls, ergonomic products, commercial flooring and sound mitigation systems and private office furniture.*

*Services include commercial installation, space planning, interior planning and design consultation, ergonomic consultation, sustainability consultation for office interiors and supplies, online ordering, easily accessible expert customer service representatives who are our employees, online chat, dedicated sales representation for our full range of products, vendor-managed inventory, and fast office supply delivery, including desktop delivery.*

### **How do you connect with the local community?**

*This is our community, and it is where our employees and managers live. As a company, we attend customer and industry events, we donate to local charities*

*and arts organizations, and our employees volunteer throughout the community. We also strive to seek out opportunities to connect our clients with environmentally conscious design, along with smart uses of natural resources in production and delivery. Our curated collection of sustainable solutions are carefully chosen to reduce environmental impacts. We believe that sustainability is more than just repurposing materials; it is a holistic strategy of combining community involvement, environmental stewardship and accountability to educate others of the greater good.*

**How has your background as a women or minority owned business helped you succeed?**

*First as a woman owned business, and today as a Minority owned business, we have put excellence in service as our top priority. Our customers want to partner with WMBE companies, especially those with a track record and proven systems to deliver best-in-class results. We have seen that woman owned and minority owned companies always get extra scrutiny and we take that as a challenge to exceed expectations in every way.*

*Having said that we have greatly, benefited from the University's procurement office and their emphasis on WMBE utilization, and we appreciate that this emphasis helps us balance the scales when we compete with much larger companies that have more name recognition and larger marketing budgets.*

**What makes your product or service unique?**

*We are uniquely attuned to customer needs and set up to serve these needs using three distinct value-added propositions: Our services are scalable – we can serve a small office or a huge institution with the same level of personal, professional care. We are data driven – we measure results and we are always focused on improving our service levels. And our service goes beyond a transaction, with a great emphasis placed on after sale support, whether it's for an item that did not suit its purpose or a chair that develops a squeak, or punch list resolution for a million-dollar furniture project. We go beyond next day support; we want to earn your business for the next 20 years and beyond.*

**What advice do you have for other minority business owners?**

*Never stop working on making your business better, and never stop listening to your customers.*

**How has working with the University of Washington helped your business?**

*The University has been a leader in driving us to a more sustainable product offering. For example, they were one of the first customers to ask for a non-wood pulp based recycled copy paper, and they remain one of our largest customers for sugar-cane fiber based "TreeFree" paper. Their usage of that paper means that we can bring it into our facility by the truckload and offer it to our other customers, improving our product offering and helping our customer base to buy greener.*



## **What do you think could help improve success rates among small businesses in Washington?**

*The most helpful thing that the University or any large entity here could do is, apply the same standards to Amazon and other national retailers that you can utilize as you apply to your small, minority suppliers – the same requirements for pricing transparency and consistency, for reporting, and for contract compliance. What we see throughout the region is that Amazon is treated as a given and subjected to no scrutiny at all, while locally based, minority and woman owned businesses are subject to all sorts of scrutiny. Studies have shown that Amazon does not do their due diligence in insuring that the products on their platform are genuine, or safe, or in some cases, are legal. Yet companies and institutions here continue to allow their employees to spend corporate and taxpayer funds on products from Amazon. We feel that those dollars would be better spent with business that have proven to be reliable and careful with their offerings.*

### **Meet Emily Wilburn**

**Business Name: Wilburn Medical USA**

**Email: [emily.wilburn@wilburnmedical.com](mailto:emily.wilburn@wilburnmedical.com)**

### **How did you start your business?**

*I did not start Wilburn Medical USA. Instead, I purchased the majority of the company from my father, Rick Wilburn, in 2020. This decision was a huge transition that I spent hours praying through and considering. However, I'm confident it was the best decision I could have made for my career and impact on the world. My father was one of four children and was born into poverty. The odds were stacked against him as abuse, addiction, and scarcity mindsets once plagued our family. However, my father built the successful business of his dreams and provided for my family, and now I have been entrusted with continuing this well-established legacy of love.*

### **What services do you provide?**

*Wilburn Medical USA provides life-saving medical supplies and equipment to our Nation's healthcare heroes. If a medical professional needs it, we have it (or we can find it!) Our commitment is to help save and improve the quality of lives by providing the right medical supplies quickly and at the highest possible value to our customers.*

### **How do you connect with the local community?**

*We know that our impact through Wilburn Medical USA has two elements. First, we distribute life-saving medical supplies and equipment nationwide, which offers immense value across the USA while also making a powerful difference in our community. We impact the community through our time, treasures, and talents. We spend our time investing in the community through charity board involvement. I am on the Board of Hope Academy, a school in Greensboro, NC, and my father is on the Board of Next Step Ministries, a local domestic violence shelter. We share our treasures with the local community by giving to causes that positively impact the community. Finally, we use our talents in the*

*community to positively impact: first, our employees and, second, reach our community through sharing our God-given talents with the world around us for good!*

**How has your background as a women or minority-owned business helped you succeed?**

*As a female CEO, I am proud to bring my unique skill sets and senses to our corporate culture, daily. Our industry is led mainly by strong male figures, who I am a product of. While I am very grateful for those who've gone before me, I am also excited to see where their ceiling will become my floor.*

**What makes your product or service unique?**

*One main differentiator at Wilburn Medical USA is that we are part of a buying co-op, which gives us access to over 100,000 medical supplies and equipment. Therefore, we have the same products as the "big guys" like McKesson, Henry Schein, and Medline, but without the high overhead, we pass the savings along to our customers.*

*Plus, as a small business, we offer personalized customer service. When anyone calls 1-877-WILBURN, our customers speak to a real person, not a voicemail. We pride ourselves on our personalized customer service and competitive prices, providing the best experience for our customers.*

**What advice do you have for other minority business owners?**

*KEEP GOING!! We need minority business owners to push past the barriers and offer buyers an option to shop with diverse suppliers. As a WOSB, I know firsthand that the odds may not feel like they're in your favor... but don't give up! Let's keep pushing past closed doors and no's, together, in hopes that a win is in our future and will pave the way for generations to come!*

**How has working with the University of Washington helped your business?**

*We met Claudia Christensen from the University of Washington years ago. Claudia's support and willingness to share her expertise made a significant impression on our team. Claudia's commitment to supporting diverse suppliers was a clear priority from the start of our relationship, and we are so grateful for that. We look forward to growing together with UW and serving UW for years.*

**What do you think could help improve success rates among small businesses in Washington?**

*Success rates among small businesses depend on individuals and corporations choosing to shop small. The decision will not always be the fastest, cheapest, or easiest. However, supporting small businesses will always be the best decision you can make for the growth and development of any local community.*

