



NATIONAL  
MINORITY SUPPLIER  
DEVELOPMENT  
COUNCIL, INC.

Submission No.....	9
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July 7, 2008

Committee Secretary  
House of Representatives Standing Committee on  
Aboriginal and Torres Strait Islander Affairs  
PO Box 6021  
Parliament House  
CANBERRA ACT 2600  
AUSTRALIA

RECEIVED  
18 JUL 2008

BY: ATIA

Submission to the Standing Committee Inquiry into developing Indigenous enterprises

Dear Committee Secretary,

This letter represents the National Minority Supplier Development Council's (NMSDC) submission to the Standing Committee Inquiry into developing Indigenous enterprises.

This submission relates specifically to the following Terms of Reference:

3. the feasibility of adapting the US minority business/development council model to the Australian context;

The NMSDC has been working with a number of proactive Indigenous Australians over the past few years with a view to ensuring that the full knowledge and experience of the NMSDC and our partner organizations in Canada (CAMSC and the United Kingdom (MSDUK) is available for exactly this exercise i.e. the introduction of ethnic minority supplier development model into Australia.

Given our strong links with these Australians, our executive team have been kept very well informed of developments in this area in Australia. As such we have been briefed on the House of Representatives Standing Committee on Aboriginal and Torres Strait Islander Affairs Inquiry into developing Indigenous enterprises. This is our submission to the Inquiry.

The NMSDC recently celebrated its 35<sup>th</sup> anniversary. Its first year of operations produced more than US\$86 million in purchases from major corporations with minority owned businesses. Some 35 years later, in 2006, U.S. firms who were members of NMSDC, purchased in excess of US\$100.3 billion worth of goods and services from some 15,000 minority owned firms accredited with NMSDC.

The NMSDC has strong experience in the field of establishing minority supplier development models in foreign countries. Over the past five years, with the support of our corporate members, we have successfully supported and facilitated

Committee Secretary  
House of Representatives Standing Committee on  
Aboriginal and Torres Strait Islander Affairs  
July 7, 2008  
Page two

the establishment of minority supplier development organizations in Canada (2003) and the United Kingdom (2004). These organizations have provided a wealth of experience both within our network in the US, as well as in the national networks established in Canada and the United Kingdom. I have attached documents and news articles outlining our international experience. This covers our work with Brazil, Canada, United Kingdom, South Africa and China. Along with our own 35 year history in the US, it is this experience and knowledge that we offer to your Australian colleagues.

The Indigenous Australians that we have worked with have shown great diligence in their work with us. The presentations they have made on behalf of Indigenous Australia and Australia in general seem to have been very careful, prudent and apolitical. We have also been impressed with the approach taken in relation to the timing of this initiative. The advice we have received is that Supplier Diversity is seen to be such a potentially valuable resource for Indigenous Australians that the development of the model needs to be a long-term commitment to high quality processes rather than one which is achieved necessarily in a rushed timetable.


Such is the level of commitment we have towards the Australian initiative, last year I approved our Global Link division to begin directing resources towards supporting the Australian effort. To this end, we have created an "NMSDC Australia Committee" that has been formed to spearhead NMSDC effort and assist in creating the necessary structures and operational guidelines for an Australian adaptation of the Supplier Diversity model. This Committee includes some of our most proactive global members: Cisco, IBM, Motorola, Dell, and GlaxoSmithKline.

The Committee may also be aware that I have also agreed to lead a delegation of interested parties to Australia this year. The delegation will be in Australia from the September 15<sup>th</sup> to the 19<sup>th</sup>. Joining me on this delegation will be senior representatives from a number of our corporate members and a number of representatives from US minority owned businesses whom have experienced the benefits of Supplier Diversity here in the US, plus a senior member of my executive team.

I understand also that our Australian contacts are planning a full day in Canberra for our delegation and that they will be working to try and find a mutually convenient time for our delegation to meet with the Committee. The opportunity to meet would indeed be a pleasure.

Please feel free to contact my office directly if you require further clarification of this submission.

Sincerely yours,



Harriet R. Michel  
President