



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

Supplemental Letter for FY 2016 Annual HUB Report for Agency Number 753

Sam Houston State University (SHSU) continues in its "Good Faith Effort" to accelerate the University's Historically Underutilized Business (HUB) participation. The University has developed and maintains several initiatives to promote HUB participation.

- *HUB Coordinator* – The University maintains a HUB Coordinator dedicated to assisting HUB vendors in marketing their products to our University and other area universities. The HUB Coordinator also works with University departments in refining the University's good faith HUB participation efforts.
- *Outreach Programs* – The University is committed to purchasing goods and services from certified HUBs and participates in various events and outreach measures throughout the year which generate HUB awareness for the University's departmental needs. The following is a sampling of the initiatives for the fiscal year 2016.

September, attended the monthly Greater Houston Procurement Forum, a civic organization for African-American business owners. Participated on a panel of higher education schools and informed the participants of opportunities at our University.

November, our University hosted a quarterly Texas University HUB Coordinator Alliance (TUHCA) meeting at the Old Main Market. University procurement and HUB personnel from U of H, Texas Southern and Texas A&M schools were in attendance to discuss ongoing challenges associated with newly enacted legislation. Marimon Business Systems, a Hispanic American owned copier vendor, presented their products and services.

February, attended 3rd Annual SHSU Licensee Trunk Show, hosted by Athletics. Several HUB vendors had booths; discussed with the newer vendors on how to do business with the University.

March, our 20th Annual HUB Show event was held in collaboration with SHSU's Small Business Development Center, Texas Department of Criminal Justice, Walker County and the City of Huntsville.

May, attended the Access 2016 Spot Bid Fair hosted by the Dallas/Fort Worth Minority Supplier Development Council and sponsored by Senator Royce West.

May, attended the University of Houston HUB Show. Met with Houston area HUB vendors and discussed sales opportunities at our University. Also provided a presentation to attendees on *How to do Business with Higher Ed*; discussed differences between state agencies and universities and marketing strategies in doing business with universities.

- *Mentor/Protégé Program* – The University continues to sponsor the six following mentor/protégé relationships:
 1. E&C Engineers & Consultants and Team Hoke
 2. Grainger, Inc. and The Burgoon Company
 3. ImageNet Consulting and LyncVerse Technologies
 4. NWN Corporation and LyncVerse Technologies
 5. Office Depot BSD and PDME/Hurricane Office Supply & Printing
 6. Steelcase, Inc. and HBI Office Solutions
- *Supplemental Data* – The University has had a major increase in purchase order transactions. This is directly attributable to the University's transition to BearKatBuy (SciQuest), an e-Procurement application. Previously recorded credit card transactions are now processed as purchase orders in BearKatBuy.

Bob Chapa
HUB Coordinator

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Box 2028 • Huntsville, Texas 77341-2028 • 936.294.1894 • Fax 936.294.1979