



# Sam Houston State University

*A Member of The Texas State University System*

## OFFICE OF BUSINESS SERVICES

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### Supplemental Letter for FY 2015 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 full-time HUB Coordinator dedicated to assisting HUB vendors in marketing their products to our University and as well 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 first half of fiscal year 2015.

**September**, met with LyncVerse, a newly certified African-American HUB technology vendor. Discussed strategies for marketing their services and products to our University as well as other area universities

**November**, the quarterly Texas Universities HUB Coordinator Alliance (TUHCA) meeting was held on and hosted by our University. Over 15 representatives from area universities such as University of Houston, University of Texas and Texas A&M were in attendance. LyncVerse, an African-American HUB vendor, and Harvey Advertising, a local woman owned HUB vendor, made presentations on their goods and services.

**January**, conferred with PDME/Office Depot, our primary African-American HUB office supply vendor about enhancing our TIBH spend through their company. Their on-line catalog in BearKatBuy will be featuring TIBH products available through PDME/Office Depot.

**February**, establishment of a new mentor/protégé relationship between ImageNet Consulting and LyncVerse. This relationship is for LyncVerse to learn how to better serve customers from a successful value added reseller.

**March**, the 19th Annual HUB Show was held at the Walker County Storm Shelter. The event was held in collaboration with SHSU’s Small Business Development Center, Texas Department of Criminal Justice, Walker County and the City of Huntsville. Over 157 attendees met with the forty seven (47) vendors that participated.

**April**, attended the University of Houston HUB Show at their main campus. 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.

**May**, attended the Access 2015 Spot Bid Fair hosted by the Dallas/Fort Worth Minority Supplier Development Council and sponsored by Senator Royce West.

**June**, attended the Texas State University Construction HUB Show in San Marcos. Met with statewide construction related HUB vendors and discussed sales opportunities at our University.

- *Training* – For fiscal year 2015 over 98 departmental purchasing staff were trained on the University’s new e-procurement system (BearKatBuy) to include our HUB vendor initiatives.
- *Mentor/Protégé Program* – The University is sponsoring 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

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