



Sam Houston State University

A Member of The Texas State University System

OFFICE OF BUSINESS SERVICES

Supplemental Letter for FY 2015 Semi-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.

Monthly, attended monthly construction meetings with Facilities & Planning Staff and construction contractors to discuss ongoing projects that included HUB issues.

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. Invited LyncVerse to the quarterly TUHCA meeting to meet other area university HUB coordinators and procurement directors.

October, conferred with Pam Kruezburg of Harvey Advertising, a woman owned HUB vendor, on the purchase of Promo World, a local promotion items vendor that is used by the University. Facilitated registering with our Disbursements department and discussed marketing strategies on our campus.

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.

December, submitted an application to the State Comptroller for our University's sponsorship of a mentor/protégé relationship between NWN Corporation, a national technology corporation and LyncVerse, an African-American HUB technology vendor and a new company in the marketplace. LyncVerse is wanting to improve on how to solve client business problems with proven technology solutions.

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.

- **Training** – During the first half of the fiscal year over 83 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 five following mentor/protégé relationships:
 1. Grainger, Inc. and The Burgoon Company
 2. ImageNet Consulting and LyncVerse Technologies
 3. J.T. Vaughn Construction and McCaffety Electric Company
 4. NWN Corporation and LyncVerse Technologies
 5. Office Depot BSD and PDME/Hurricane Office Supply & Printing


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