

Building Diverse Supplier Relationships to Increase Innovation and Supply Chain Performance

ALOM has an award-winning legacy and steadfast commitment to building collaborative and successful relationships with a wide range of performance and service-driven diverse suppliers.

Market demand, technology and consumer expectations are changing faster than ever. To compete and win in today's complex business environment, ALOM actively seeks and partners with top performing diverse suppliers to support its client programs around the world. Diverse-owned suppliers are typically smaller, more agile and technology-driven organizations. These characteristics foster faster adoption of new business methodologies and drive innovation.

It is a Win Win relationship.



DIVERSE SUPPLIER ADVANTAGE

Supplier diversity is a proactive business program encouraging the process of sourcing supplies from minority-owned, women-owned, veteran-owned, LGBT-owned, service disabled veteran-owned, historically underutilized businesses, and SBA-defined small business suppliers



ALOM was founded in 1997 by Hannah Kain and became WBENC certified as a Women's Business Enterprise (WBE) in 2002. Since then ALOM has been an active advocate for promoting the benefits of diverse supplier certification to new and established businesses.

These benefits include visibility and access to corporate diversity and procurement professionals representing highly-respected global brands. In turn, ALOM advocates and supports supplier diversity in its supply base creating further business opportunities.

Our diverse supplier program benefits customers through service excellence and extending their diversity spend an average of 20%. We monitor all suppliers to ensure their values, quality and labor practices align with our own. ALOM has established working relationships with a wide range of diverse suppliers and we continually evaluate new suppliers to add as service needs require.

Paving the way for the next generation

Along with many global corporations and MBE suppliers that support supplier diversity, ALOM is committed to giving back to our local communities through:

- Active participation in local and regional diverse supplier organizations
- Advocating education and manufacturing-based career development
- Supporting STEM educational programs
- In-kind services and fiscal underwriting
- Mentoring women entrepreneurs



ALOM diversity program recognition



COLLABORATION TO INCREASE AGILITY AND INNOVATION

Companies that participate in a long-term supplier diversity program bring greater operational efficiencies along with advantages in agility and innovation to their supply chain. Small to medium sized businesses, unlike their larger counterparts, are more agile and can create and innovate quickly.



Buyers in organizations that advocate supplier diversity capitalize on this opportunity because they want to experience the depth and breadth of innovation that naturally occurs when you have a diverse supply base.

At ALOM we strive to establish a highly collaborative business model with our clients whereby both parties are equally committed to each others success. By sharing expertise and aligning goals we can better adapt to changing needs and mitigate risk.

Benefits of Diverse Supplier Management

Promotes innovation: If you continually use the same suppliers without branching out into new, diverse markets, you risk stymieing the creative benefits brought from new points of view. By encouraging new small and medium-sized businesses to offer alternative perspectives they bring along the added innovation advantages.

Community economic growth: Contracting with minority-owned businesses has a profound effect on the surrounding community. By working with these suppliers, ALOM helps increase spend and consumption while promoting job creation on the local level.

Allows access to new networks: Organizations practicing supplier diversity programs are more likely to penetrate new markets and gain customers. By reaching out to newsuppliers, they become privy to vibrantbusiness networks and benefit from exposure to fresh ideas and areas of expertise.



The bottom line: Positive ROI that boosts socially conscious brand perception should push supplier diversity to the forefront of business strategy. According to a 2015 Hackett Group study supplier diversity programs on average add \$3.6 million to the bottom line for every \$1 million in procurement operation costs.

ABOUT ALOM



ALOM is a global supply chain management services and solutions provider serving as a trusted partner to its Fortune 500 clients in the automotive, technology, healthcare, telecommunications, and utility/energy sectors. ALOM technology-driven service offerings include procurement, e-commerce, inventory, assembly, digital media duplication, print management, fulfillment, IT integration and operations. ALOM is proud to deliver its clients' products and services impeccably, enrich the client experience, and uphold their brand reputations.



Embracing diversity: ALOM consistently strives to source and onboard new suppliers to increase its diversity spend each year.

2020 diverse supplier spend: 35.6%

Founded: 1997 by Hannah Kain

Ownership: Privately owned – registered as WBENC and CPUC woman-owned business



Corporate headquarters: Silicon Valley, Fremont, California, USA

Global locations: 19

ISO certifications: ISO 9001, ISO 13485, ISO 14001, TL 9000

Other certifications: SOC2, Privacy Shield, FDA registered, HIPAA compliant, DMSA CMP 3.0

ALOM Worldwide Offices

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