

# University of Miami Minority Vendor Fair

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Welcome!!!

GovSpend



# Today's Agenda

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- **Opening Remarks** – Susan Montes
- **Purchasing Team** – Keneth Pallais
- **Sourcing Team** – Maita Beguiristain
- **Upcoming Events** - Heidi Tyre
- **GovSpend Overview** – Greg Farber

# Opening Remarks

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**Susan Montes**

*Executive Director, Purchasing*

[smontes@miami.edu](mailto:smontes@miami.edu)

305-284-4741

# Purchasing Team

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**Keneth Pallais**

*Purchasing Manager*

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305-284-9779



# What do we do?

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- In charge of the acquisition of goods and services for Academic campuses of the University of Miami.
- This includes: Gables campus, RSMAS campus, School of Medicine and all Research areas University-wide.
- Support the University community by processing orders and contracts on a timely manner while adhering to the University's Procurement policies and procedures.
- We are committed to support local, small and minority vendors. We encourage our end-users to provide business opportunities to minority vendors.

# Who's who in Purchasing?

**Ignacio Calle**

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**Arienne Garcia**

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**Carlos Fayad**

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**Nora Armas**

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**Renee Wendeln**

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# Sourcing Team

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**Maita Beguiristain**

*Sourcing Director*

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*305-284-8997*

# Sourcing

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**Sourcing** collaborates with internal stakeholders by establishing contracts to provide high quality goods and services in a timely manner, mitigating risk, obtaining competitive pricing and assisting in expediting orders.





# Our Commitment

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The University of Miami is committed to excellence in procurement practices through a diverse and inclusive vendor base that reflects the multicultural communities we serve.

# Upcoming Opportunities

## Stationery and Business Card RFQ (February 2021)

Estimated expenditure \$234K

Contact Tonya Rainey –  
[trainey@miami.edu](mailto:trainey@miami.edu), or 305- 284-8883



## Translation Services RFP (February 2021)

Estimated expenditure \$170K

- Contact Tonya Rainey – [trainey@miami.edu](mailto:trainey@miami.edu) or 305- 284-8883

# Doing Business with the University of Miami

- Persevere. There may not be an opportunity at the present time, but one can come up in the future.
- Stay in touch. Periodically reach out to the contacts you have done business with and update them on any new services/products you provide.
- Keep your information, including email and phone number, in Workday updated.
- Provide feedback. Please let us know of the hurdles you are encountering. Email your feedback to [academicsourcing@miami.edu](mailto:academicsourcing@miami.edu) with the subject “Diversity Feedback.”

# Sourcing Contacts

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- Maita Beguiristain, Sourcing Director  
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- Tonya Rainey, Sr. Contract Specialist  
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- Michele Traft, Sr. Contract Specialist  
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Phone: 305-284-4414

# Upcoming Events

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Heidi Tyre

*Manager*

Corporate Cards, Training and Communications

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305-284-5115

# GovSpend

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**Greg Farber**

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**Experience:**

Help State, Local, and Education agencies make better-informed purchasing decisions through the utilization of data and technology. I've been with GovSpend for over 3 years.

