University of Miami
Minority Vendor Fair
Welcome!!!
Today’s Agenda

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

Susan Montes

Executive Director, Purchasing

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Purchasing Team

Keneth Pallais

*Purchasing Manager*

k.pallais@miami.edu

305-284-9779
What do we do?

• 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.
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Sourcing Team

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Sourcing Director
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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

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, or 305-284-8883

Translation Services RFP (February 2021)
- Estimated expenditure $170K
  - Contact Tonya Rainey – 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 with the subject “Diversity Feedback.”
Sourcing Contacts

• Maita Beguiristain, Sourcing Director
  Email: m.Beguiristain@Miami.edu
  Phone: 305-284-8997

• Irene Perusina, Administrative Assistant
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• Tonya Rainey, Sr. Contract Specialist
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• Michele Traft, Sr. Contract Specialist
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Upcoming Events

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Corporate Cards, Training and Communications
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Greg Farber

*Division Manager*

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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.