



DELPHI SUPPLIER DIVERSITY DEVELOPMENT PROCESS OVERVIEW

HISTORY

Delphi's Global Corporate Diversity Policy Initiative leads Delphi to assist diverse suppliers in achieving economic equality through the awarding of business in alignment with Supply Chain Management (SCM) Business Plan strategies. Delphi strives to be a leader in meeting our customer diversity spend requirements as well as in our commitment to corporate social responsibility.

A diversity business is a company that is at least fifty-one percent owned, managed and controlled by one or more diverse persons: Black, Hispanic, Native American, Asian-Pacific, Asian-Indian, Women-Owned or Veteran-Owned. Delphi recognizes only those diversity businesses certified by the National Minority Supplier Development Council (NMSDC), Canadian Aboriginal and Minority Supplier Council (CAMSC), Women's Business Enterprise National Council (WBENC) or its regional affiliates or National Veteran Business Development Council (NVBDC). Delphi also accepts those designated by the U.S. Department of Veteran Affairs (VA), Center for Veteran Enterprise (CVE) as a Veteran Owned Small Business (VOSB) or a Service Disabled Veteran Owned Small Business (SDVOSB).

Delphi has made contributions on all fronts to the success of supplier diversity development. Diversity of the supply base continues to be a strategic and focused initiative for the company. Delphi's supplier diversity development program encompasses joint venture activity, strategic alliances, and supplier development.

INITIAL CONTACT WITH DELPHI

The listing of products and services purchased by Delphi are categorized as chemical, metallic, electrical, machinery and equipment, indirect and logistics. Delphi is currently seeking diversity suppliers in all areas.

All diversity-owned businesses interested in potentially doing business with Delphi should complete the Supplier Diversity Development Evaluation Form. The potential supplier should:

- Complete the form
- Include a copy of the current diversity certificate or letter
- Provide copies of your company's most recent TWO YEAR's AUDITED financial reports or copy of Dun & Bradstreet Report
- Provide a copy of your ISO/ TS16949 Certification, if applicable.
- Return the application back to the office of the Supplier Diversity Development Coordinator (email address shown at bottom)

CERTIFICATION

All diversity-owned businesses seeking to do business with Delphi must have a valid certification from Women's Business Enterprise National Council (WBENC), the National Minority Supplier Development Council (NMSDC or affiliate), the Canadian Aboriginal and Minority Supplier Council (CAMSC or the National Veteran Business Development Council (NVBDC). Veteran Owned Small Business (VOSB) and Service Disabled Veteran Owned Small Business (SDVOSB) may submit their letter from the U.S. Department of Veteran Affairs, Center for Veteran Enterprise.

RECEIVING THE APPLICATION

Once the office of Supplier Diversity Development receives an application, it will be reviewed for acceptance and possible match. If Delphi determines there is a match between your products and services and Delphi's purchasing needs, you will be contacted.

Supplier information is entered and maintained in an internal electronic database that is used company-wide. Delphi Supply Chain Management (DSCM) representatives are encouraged to request bids from the firms listed in the database. This process does not automatically place your company on Delphi's bid list.

Supplier information is maintained in the database for one year. At the end of that period, it is the responsibility of the supplier to forward its current diversity certification to Debbie Prachaseri using one of the following methods:

Upload into Delphi's Supplier Profile (Supplier Portal): <http://delphi.covisint.com>

E-mail: deborah.prachaseri@delphi.com

For further questions regarding the Supplier Diversity Development Process or the Supplier Diversity Development Evaluation Form, please contact Debbie Prachaseri at 248-813-2064.