



How to Become a Vendor to Cleveland Clinic

Department of Supply Chain Management

Our Vision

Striving to be the global leader in healthcare supply chain through collaboration and innovation.

The Mission of Supply Chain Management

Empowering caregivers to deliver world class healthcare, research and innovation focused on "Patients First" by providing optimal resources at the best value.

Our Bidding Process

Cleveland Clinic's collaborative bidding process brings cross functional teams together to execute contracts. Prior to a contract expiration, the Supply Chain team will:

1. Form an evaluation team made up of Supply Chain, Finance and Clinical/Non-Clinical end users.
2. Compile all relevant data surrounding the expiring contract.
3. Develop a strategy which may extend/re-negotiate the current contract or warrant a new bid. If the rebid strategy is selected, potential vendors are identified through an RFI process.
4. Develop a request for proposal and distribute it to select potential vendors.
5. Evaluate, value and select vendor.
6. Execute the new contract .

How to become a Cleveland Clinic Vendor

Step 1 Information Gathering

This is not an official registration but a way for us to learn more about your organization and the products/services that you offer. Additional steps will be required.

Step 2 Registration

Our online supplier registration tool will identify and register potential suppliers. This tool enables Cleveland Clinic to establish new supplier relationships and identifies potential suppliers for specific procurement requirements.

You will be automatically notified via e-mail upon successful completion of the registration process. Since Cleveland Clinic buyers will have the ability to review and evaluate your company for potential business opportunities, it is important to include all of your company's capabilities and certifications. An incomplete profile may hinder capability searches. Once you have registered, you can access the portal at any time to update your profile. Note that a company will be contacted only if its capability profile matches a current procurement need.

Registering as a supplier does not automatically place your company on a "bidder's list", constitute approval of your firm as a Cleveland Clinic supplier, or obligate Cleveland Clinic to solicit a request for quotation. It does, however, allow us to better understand your firm's capabilities, experience, and abilities to meet Cleveland Clinic goals and objectives.

To register, visit the "Vendor Information" tab at: clevelandclinic.org/scm
or
app.suppliergateway.com/clevelandclinic/

Step 3 Matching

Upon receipt of your registration information, our sourcing teams will evaluate your company against current and future needs. If there is a business fit, you may be contacted by Cleveland Clinic to assess participation in our sourcing process.

Supplier Diversity

Through the Office of Diversity & Inclusion Supplier Diversity Program, Cleveland Clinic aims to provide equal access to potential business opportunities among the following:

- Small businesses
- Businesses owned by women
- Businesses owned by minorities
- Business owned by veterans/service-disabled veterans

Preferred Diverse Vendor Qualifications

Individual businesses that:

- Have previous health-care experience
- Are fifty-one percent (51%) or greater owned, operated and managed as a Minority Business Enterprise determined by a nationally recognized third-party certifying organization
- Maintain current certification(s) validating ownership of the diverse supplier

The supplier diversity program at Cleveland Clinic has two main objectives:

- Develop a pool of diverse suppliers for increased participation in Cleveland Clinic's procurement opportunities
- Increase the number of local residents trained in skilled building trades, working on Cleveland Clinic construction sites

For more information on supplier diversity, please visit: clevelandclinic.org/diversity and click on the "Supplier Diversity" link.