



## ONE PERCENT PLUS HIGHLIGHTS

### Together As One – We Can Be The Difference.

June 18, 2024

In this edition of **Highlights**, we feature a Buying Entity committed to supplier diversity and measurable increase in spend with Minority Business Entities. We are excited to share two strategies implemented by **Comerica Bank** resulting in increased spend with diverse suppliers. Both strategies align with the One Percent Plus initiative by:

- Implementing best practices to reduce barriers for the purpose of making process changes.
- Creating intentional capacity building opportunities to grow measurable, increased Minority Business Enterprise utilization.

Thank you, Comerica Bank, for sharing your voice to inspire others!



**Comerica Bank increased spend with certified MBEs by 59.6% from 2022 to 2023.**

One project that contributed to this increase was a deliberate effort to include more MBEs in the construction of two new facilities for Comerica Bank colleagues in Texas and Michigan. The Texas facility called Comerica Business & Innovation Hub is in Frisco. The sourcing for modifications to the CST building was a team effort between Comerica’s Corporate Real Estate team, Corporate Procurement, CBRE and the landlord. The team worked hard to ensure that diverse businesses were given opportunities to bid on the many facets of the project to meet our commitment to 100% inclusion for diverse suppliers.



Comerica Bank’s new hub at The Star in Frisco is adjacent to the Omni Hotel at the mixed-use development. (Mikayla Haaksman/Haaksman Media for Comerica)

Southlake GC was selected as the general contractor for the project. Southlake GC is a D/FW MSDC certified Hispanic American owned business based in Richardson, Texas and this award contributed several million dollars to Comerica’s 2023 diversity spend.



Overall, 85% of the Business & Innovation Hub project spend was sourced to minority and woman owned businesses.

During late 2022 and early 2023, Comerica conducted an RFP for IT contingent labor staffing services. The goals of this project were to find market leaders with a national footprint with an emphasis on Comerica markets (TX, MI, CA, FL, AZ, NC). The team was intentional and diligent in searching for, vetting and including several diverse suppliers from those markets. Several DFW MSDC certified suppliers who could provide the broad scope of services that we required while meeting stringent quality and delivery metrics were considered. One hundred percent of the business was sourced to certified diverse-owned businesses.



InfoVision is a DFW MSDC certified supplier based in Richardson, TX and was one of the 4 finalists selected and has been providing IT services for Comerica's technology teams since the second quarter of 2023. The spend with InfoVision exceeded \$1 million in just the first year. InfoVision representatives had been working with the Comerica supplier diversity manager for a few years increasing awareness of the company's capabilities and building relationships with a few key technology and procurement team members. These relationships helped InfoVision to gain traction and put the company in a good position to win this business.

For more information about working with Comerica Bank, go to <https://www.comerica.com/supplier-diversity>

The One Percent Plus Initiative encourages opportunities for more cost savings, innovation, market penetration and profitability. We believe implementing industry best practices will drive increased utilization - if there is a shared commitment for measurable results. Cultivating deeper relationships to create innovation is always a game changer. We believe the results will tell the success story. If you want to learn more about how to join the One Percent Plus initiative, go to <https://dfwmsdc.com/onepercentplus>

If you want to tell your story, email us at [averie@dfwmsdc.com](mailto:averie@dfwmsdc.com)