

## Kelly Services Focuses on Quality

The new reality of global competition has fundamentally altered the relationship between companies and their network of diverse suppliers. Initially, companies ensured that their suppliers participated through the purchase of goods and services. Now, the focus must shift from ensuring participation to ensuring sustainability. As corporations, we can best do this if we focus more on the quality of, rather than just the quantity of, our spending with diverse suppliers.

1. At Kelly Services, we absolutely prefer to have our secondary suppliers be concentrated in the higher margin professional and technical staffing space. First, it's just good business. A diverse network of suppliers is better able to fill a wide range of jobs because of an excellent reach into diverse populations. Second, we know that our diverse suppliers, who can fill these positions, are strong, profitable, competitive, long-term partners.
2. Kelly also re-engineered its overall program into a process that develops diverse companies into strong supply and staffing partners. Through our partnerships with suppliers, we are able to access a broader pool of candidates and provide customers with the highest levels of quality service.
3. To foster growth and provide opportunities among Minority, Women and Disabled Veteran Business Enterprises (MWDBEs), Kelly has developed a supplier

development curriculum to connect diverse suppliers with staffing industry leaders, procurement specialists and leading, Fortune 500 companies. Kelly's regional Supplier Diversity Summits—previously hosted by ExxonMobil and GlaxoSmithKline—provide a networking forum for staffing companies to share best practices within the supply chain. These high-energy industry forums are designed to inform, engage and generate business opportunities for MWDBEs.

Kelly believes that supplier diversity development is a key component to a company's overall success. And for companies to remain competitive in today's global marketplace, advancing and developing diverse suppliers is not only a best practice; it's a business imperative.

### *Kelly Services, Inc.*

#### Corporate Profile

**Headquarters:** Troy, Michigan

**Web site:** [www.kellyservices.com](http://www.kellyservices.com)

**Primary Business:** Global staffing solutions provider

**2006 revenues:** \$5.6 billion

**Employees:** More than 700,000



### *Nicole M. Lewis*

#### Executive Profile

**Title:** Vice President, Supplier Diversity Development - Staffing Solutions

**Education:** Bachelor of Science degree in business administration, and an MBA in marketing from Wayne State University

**Outside interests:** Mentoring by participation in both Executive Leadership Council and INROADS - advancing the career development of minorities in corporate America

**Favorite charity:** United Way - Women's Initiative: We focus on early childhood literacy

