

Jarrold W. Tallman, MID, CTCD
Director of Purchasing
Office of Supply Chain Management

Supplemental Letter for FY19 Annual HUB Report – Agency 729

It is the policy of UT Southwestern Medical Center (UTSWMC) to encourage and promote contracting and subcontracting opportunities with Historically Underutilized Businesses (HUBs). UTSWMC is committed to providing contracting and procurement opportunities to HUBs and creating fair and equitable bidding opportunities for small and minority owned businesses.

State Goals vs UTSWMC Internal Goals:

Procurement Category	State Goal	UTSWMC Internal Goal	% Spent with HUBs
Heavy Construction	11.20%	n/a*	n/a*
Building Construction	21.10%	14.18%	24.89%
Special Trade	32.90%	11.87%	13.40%
Professional Services	23.70%	3.87%	3.14%
Other Services	26.00%	6.79%	10.56%
Commodities	21.10%	11.87%	10.91%
		11.09%	13.12%


*UTSWMC does not procure heavy construction


Due to the amount of medical spend, many of category goals are not obtainable due to lack of HUB opportunity (i.e. Pharmaceuticals). Despite this UTSWMC continues to focus on improving performance. This is evident through a 24% increase in HUB expenditures from FY2018 to FY2019. UTSWMC HUB program focused their outreach in the North Texas Region, which lead to program recognition in the community from the DFW Minority Supplier Development Council and the Regional Hispanic Contractors Association. UTSWMC established relationships with all North Texas developmental centers and trade organizations to maximize outreach efforts.

The good faith efforts include but are not limited to:

- Executive HUB Advisory Group continues meeting quarterly, providing guidance and feedback on the developing HUB program
- Hosted HUB development forums, to include a Market Expo and Hard Hats and Coffee for construction primes and HUB companies
- Conducted internal and external training on “HUB and How to Complete HSP Seminars”
- Facilitated 4 mentor protégé meetings
- We have one active mentor protégé and one in process
- Significant increase in HUB responses to new RFP’s
- Facilitated numerous internal departmental HUB training sessions
- Participation in the University of Texas System Supply Chain Alliance Conference
- Attended regional HUB conferences, workshops, and outreach sessions
- Presented UTSWMC HUB program overview during monthly Dallas MBDA Networking Session

As our HUB program continues to evolve, UTSWMC is currently re-branding the program through focused strategic outreach and engaging the North Texas region to increase HUB participation in all procurement categories and focus on establishing partnerships with Developmental Centers and Trade Organizations.


Jarrold W. Tallman


Charles L. Cobb