



SIEMENS

Creating partnerships that advance America

Siemens Mobility is a multicultural organization that promotes diversity at all levels. Siemens' mission is to give businesses owned by minorities, women, the disadvantaged, the disabled, veterans and other diverse suppliers maximum opportunity.

usa.siemens.com/mobility

| Q&A |

ADVANCING GROWTH WITH SUPPLIER DIVERSITY

How do supplier diversity initiatives drive innovation?

We at Siemens Mobility strongly believe that when you work with companies that are diverse and multi-faceted you get a different outlook and fresh ideas that would have otherwise been missed. When different backgrounds come together, new ideas can form. Ensuring diversity in our business is important both from a people and inclusion perspective but also in regards to innovation. Exclusivity in an industry only inhibits that industry's ability to innovate. At Siemens Mobility we are proud to partner with diverse suppliers and small businesses across the country – and our innovations reflect that.

How does commitment to supplier diversity foster business growth?

Diverse suppliers not only increase our partnerships but they also offer us a competitive advantage. Large companies are often set in their ways, but when you partner with smaller companies they are driven by entrepreneurship and are more inclined to work with you to resolve an issue collaboratively. At Siemens Mobility we want a marketplace that is diverse and inclusive, and I strongly believe we are making a difference through our partnerships.

What does it mean to receive Siemens' Small Business Supplier of the Year distinction?

Each year Siemens and Siemens Mobility honor suppliers with awards to show gratitude for our partnership. In 2019 Siemens Mobility Rolling Stock awarded United Mechanical & Metal Fabricators, Inc. (UMEC), a minority- and woman-owned small business, with our Supplier Small Business



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DBE Liaison Officer

Siemens Mobility North America;
(with comments from diverse supplier UMEC)

Award for their ability to adapt and grow with our growing supply chain needs. In 2020, Siemens USA honored UMEC again with their Small and Diverse Supplier Award. Upon receiving the award, Gina Wang of UMEC had this to say: "We at UMEC feel incredibly humbled and honored to have received these awards and be part of the growth within Siemens. This is truly special to me that we have partnered with Siemens and we will continue to uphold the values this award represents and provide good products and service."

Awards like these are one of the ways we here at Siemens Mobility express commitment to give businesses owned by minorities, women, veterans and other diverse suppliers maximum opportunity.

Our suppliers have made it through supply chain disruptions due to Covid and have continued their unwavering support to bring next generation rail to America despite these voluminous challenges.

What advice do you have for women and minority business owners who want to become a supplier to big business?

We want to partner with the best in the industry while also creating opportunities for women and minorities both inside and outside of our organization – this is what will take our industry to the next level. This sentiment remains true when looking for suppliers. I feel very strongly that inclusivity and diversity of the supply chain spurs innovation and enables companies

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to drive the success of those organizations that they partner with. UMEC's Wang said it best: "Believe in yourself, be brave and take risks. Take time to learn how you want to lead and what works best for you. Be informed of your customer base and customer needs, and don't be afraid to ask questions." Siemens Mobility and large businesses like ours want your partnership. Make yourself known, make contact and share your differentiators.

What makes a good procurement partner?

A good procurement partner is one who creates a quality product. The ability to leverage their technical expertise to articulate suggestions that we may consider in the development of our technology allows us to create the absolute best version of our product that is innovative or sustainable. A good partner will also be supportive in finding solutions to problems that may arise during performance. Technology is only as innovative as the people developing it, and we are proud to partner with suppliers from all walks of life to create products that move America.

