

Siemens Supplier Diversity Program

At Siemens, it's not just our products and services that have an impact on society, it's also the way we do business. As we have worked to advance our own growth and competitiveness as a company, we recognize how these efforts are bolstered by the people we work with across our supply chain. Our Supplier Diversity Program is focused on giving businesses owned by minorities, women, the disadvantaged, the disabled, veterans and other diverse suppliers the maximum opportunity to participate in our competitive contracting and procurement processes.

Our own footprint as a global company is expansive. But in building a diverse network of suppliers, we're broadening it even further. We're proud that we're spending more than \$1 billion with our 3,500 small and diverse suppliers, and that as orders have come to us, they have also gone to them, ultimately supporting well-paying jobs and strengthening local economies. Not only are these relationships helping to make our products and services better, but they are adding value to the marketplace and advancing new innovations.



At Siemens We

- ... partner with customers in all 50 states and Puerto Rico, working with more than 100 U.S. cities
- ... have more than 60 manufacturing, digital and R&D sites in the U.S.
- ... have more than 45,000 U.S. employees
- ... reported revenue of \$18.6 billion in the U.S. for fiscal year 2022
- ... spent 13% with small businesses (2022)
- ... have been a national asset moving America forward for more than 160 years, investing \$40 billion in the United States over the past two decades
- ... have invested >\$3 billion in U.S. manufacturing expansion and strategic M&A over the past four years
- ... are a leading provider of product lifecycle software for digital manufacturing
- ... have over 900 laboratory diagnostics tests available on our instrument platforms
- ... benefit more than 195,000 patients every hour with our medical technologies
- ... invest more than 1 billion dollars in R&D annually
- ... invest \$37 million annually in training our workforce



Small and Diverse Business Activities

- Increase Siemens' internal engagement and awareness with small and diverse businesses
- Establish Key Performance Indicators (KPIs) to measure our involvement with small and diverse businesses
- Partnerships with small and diverse suppliers, leading to growth for the company and the marketplace while complying to customer and legal requirements
- Participate in trade fairs and conferences enabling networking opportunities
- Siemens matchmaking events where new supplier and subcontractor candidates meet Siemens Sales and Procurement personnel
- Holds annual small and diverse supplier awards ceremony
- Siemens offers its small and diverse business suppliers the opportunity to join our Supply Chain Finance program which helps to improve cash flow of small and diverse businesses and optimizes their working capital by utilizing discounted rates

Suppliers can register in the Siemens Supplier Portal: <https://siemens.quantumsds.com/register>

// Siemens USA is proud to be spending more than \$1 billion a year with our 3,500 small and diverse suppliers. //

Siemens and Diverse Business Entities:

- Small Business Enterprise (SBE)
- Small Disadvantaged Business (SDB)
- Women-Owned Small Business (WOSB)
- Economically Disadvantaged Women-Owned Small Business (EDWOSB)
- Historically Underutilized Business Zone (HUBZone)
- Veteran-Owned Small Business (VOSB)
- Service-Disabled Veteran-Owned Small Business (SDVOSB)
- Small Business Administration 8(a) Business Development Program
- Alaskan Native Corporations (ANC)
- Native American Corporations (NAT)
- Minority Business Enterprises/Women Business Enterprise (MBE/WBE)
- Disadvantaged Business Enterprises (DBE)
- Airport Concession Disadvantaged Business Enterprise (ACDBE)
- Lesbian, Gay, Bisexual, or Transgender Business Enterprise (LGBTE)
- Veteran Business Enterprise (VBE)
- Service-Disabled Veteran Business Enterprise (SDVBE)
- Disability-Owned Business Enterprise (DOBE)

// Siemens continues to commit to having small and diverse businesses in our supply chain to strengthen our strategy and to play an active role in the growth of the U.S. market. Siemens is focusing on Supplier Innovation and is actively utilizing experts from all parties to further collaborate with our suppliers to drive innovation and achieve greater success. //

Patric H. Stadtfeld,
Vice President and Head of Supply Chain Management
Region Americas
Siemens Corporation



Siemens Corporation: Pooling Categories

The U.S. Supply Chain Management Regional Procurement organization manages the pooling of indirect material in the U.S. The Siemens U.S. indirect fiscal year 2022 small and diverse business spend was approximately \$1 billion.

At Siemens, we collaborate with our suppliers to create reliable, value-optimized and sustainable solutions in areas such as innovation and digitalization.

Siemens Businesses:

Advanta:

<https://new.siemens.com/us/en/company/about/businesses/siemens-advanta.html>

Corporation:

<https://new.siemens.com/us/en/company/siemens-in-the-usa.html>

Digital Industries:

<https://new.siemens.com/us/en/company/about/businesses/digital-industries.html>

Financial Services:

<https://new.siemens.com/us/en/company/about/businesses/financial-services.html>

Global Business Services:

<https://new.siemens.com/us/en/company/about/businesses/gbs.html>

Government Technologies:

<https://siemensgovt.com/>

Healthineers:

<https://new.siemens.com/us/en/company/about/businesses/siemens-healthineers.html>

Mobility:

<https://new.siemens.com/us/en/company/about/businesses/mobility.html>

Portfolio Companies:

<https://new.siemens.com/us/en/company/about/businesses/portfolio-companies.html>

Real Estate:

<https://new.siemens.com/us/en/company/about/businesses/real-estate.html>

Smart Infrastructure:

<https://new.siemens.com/us/en/company/about/businesses/smart-infrastructure.html>

Supply Chain Management:

<https://new.siemens.com/global/en/company/about/corporate-functions/supply-chain-management.html>

Technology:

<https://new.siemens.com/us/en/company/siemens-in-the-usa/princeton.html>

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Supply Chain Management

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