

Supplier Diversity Opportunity Map



We utilize proprietary supplier diversity dataset to benchmark and monitor an array of business categories for opportunities to include diverse suppliers. These opportunities can shift based on macro market and economic conditions as well as micro business environments. Our clients use this as a guide for developing responsible sourcing strategies.

IT	Real Estate & Facilities	Transportation & Logistics	Human Resources	MRO	Packaging Products	Marketing	Professional Svcs	Corporate
Value Added Resellers	Facility/Property Rent	Truckload	Contingent Labor	Janitorial Supplies	Corrugated	Marketing & Ad Agencies	Legal Svcs	Office Supplies
HW Purchase & Maintenance	Building Construction & Repair	Ocean Freight	Recruiting	Uniform & Uniform Laundry	Pallets & Crates	Media Buy	General Consulting	Corporate Insurance
IT Consulting	Electronic Security & Alarms	Air Freight	Payroll Processing	Equip Rental	Retail Packaging	Market Research	Accounting & Audit	Worker's Comp
Voice & Data	HVAC	Less-than-Truckload	HR Consulting	Adhesives, Sealants, & Tapes	Barcodes & Labels	Digital Marketing	Financial & Risk	Insurance & Benefits
Wireless	Outsourced Facilities Management	Small Parcel	Conferences & Events	Gen Industrial Supplies	Paper Cores	Events & Trade Shows	Contact Center	Printing & Shipping
Cloud Svcs	Janitorial Svcs	Rail	Background Checks & Drug Tests	Equip Maint & Repair	Bags & Sacks	Media Production	Employer Compliance Svcs	Investor Relations
Data Storage	Waste Disposal	Warehousing	Relocation Svcs	Pipes, Valves, & Fittings	Flexible Packaging	Public Relations	Environmental Consulting	Postage & Equip
SW Purchase & Maintenance	Electrical Services	3PL	Training	Medical Supplies	Plastic Containers	Commercial Print	Collection Svcs	Doc Mgmt & Shred
ERP	Utility Management	Courier Svcs	Employee Recognition	Control & Automation	Protective Packaging	Promo Products	Translation Svcs	Medical Insurance
Network Infrastructure	Office Furniture	Freight Brokerage	Job Boards	Power Trans & Bearings	Mailers	Sponsorships	Lobbyists	Financial Research

ABOUT INSIGHT SOURCING GROUP

Insight Sourcing Group is the premier firm in North America exclusively focused on procurement optimization and Procurement Value Creation™. Founded in 2002, ISG's capabilities are designed to accelerate impact through the expertise of its 250+ procurement experts, its market-leading Category Center-of-Excellence model, and practices specializing in Advanced Analytics, Private Equity, Supplier Diversity and Energy Management & Sustainability. For 20 years, its deep bench of sourcing and category experts has executed over 7,000 sourcing projects, and within the last year alone, they have achieved over \$2 billion in savings for clients with an average 7:1 one-year ROI. www.insightsourcing.com

Legend	
	High SD Opportunity (15%+)
	Moderate SD Opportunity (5-15%+)
	Constrained (<5%)