Agenda

Welcome

Toyota’s Commitment

Toyota Organizational Overview

Toyota’s Outreach Efforts

Becoming a Toyota Supplier

Closing
Toyota’s Commitment

Stacia Kato, Vendor Management Consultant, TFS
The Toyota Way
Executive Commitment

“Diversity and inclusion are long-standing priorities for Toyota, grounded in our core value of respect for people. Besides being the right thing to do, diversity and inclusion deliver critical business benefits. If our company wants to continue building cars and trucks for the way our customers live, we need to reflect the diversity of our team members, suppliers, dealer partners, customers and the communities we serve.”

Jim Lentz, President and CEO, Toyota
Executive Commitment

“One thing that has not and will not change is our commitment to diversity and inclusion in every aspect of our business. Embracing diversity and inclusion, particularly during this period of change makes us more aware of different perspectives so we can be more proactive in how we approach challenges. A diverse and inclusive culture also prepares us to be open to new perspectives and be more agile, resilient and innovative in our approach to problem solving.”

Mike Groff, President & CEO, Toyota Financial Services
Business Partnership Philosophy

*Long-term Strategy*

- Fair competition based on open-door policy
- Mutual growth based on mutual trust
- Promoting localization in view of good corporate citizenship
Minority Business Enterprise
A business that is at least 51% owned, managed, and controlled by one or more minority persons

A minority person is defined as:

- African American
- Asian American
- Hispanic American
- Native American
Women’s Business Enterprise
A business that is at least 51% owned, managed, and controlled by one or more women
Organizational Structure

Aaron Emi, Supplier Diversity Analyst, TMNA
Toyota Motor North America
Toyota Financial Services
Tiered Supply Chain

Tier 1 suppliers

Tier 2 suppliers

TOYOTA
Procurement Types

**Direct**
- Materials and components used in the production of the vehicle
- Deliverables defined by detailed specifications
- Costs influenced by materials and economies of scale
- Toyota’s production lifecycle and business philosophy support long-term Tier I relationships
- Newer suppliers enter at Tier II+

**Indirect**
- Include products & services needed to sell Toyota’s vehicles
- Deliverables defined by statements of work
- Costs influenced by time and business costs
- Project-based work is often awarded through RFPs
- Outreach efforts focus on both Tier I and Tier II opportunities
Outreach Efforts

Aaron Emi, Supplier Diversity Analyst, TMNA
Stacia Kato, Vendor Management Consultant, TFS
**Outreach Efforts are...**

Events and programs to connect with supplier and business communities

**Outreach Efforts are not...**

A guarantee for business with Toyota
FOCUS
Direct Procurement (Manufacturing)

WHEN
November 2017

WHERE
Detroit, Michigan

LEARN MORE
toyotaopportunityexchange.com
POWER OF EXCHANGE
POWER OF EXCHANGE

FOCUS
Indirect Procurement
(Sales and Distribution, Financial Services)

WHEN
Summer 2017

WHERE
Plano, Texas

LEARN MORE
toyotapowerofexchange.com
Business Mentorship Program
Business Mentorship Program

FOCUS
Community Outreach

WHEN
Annual Program

WHERE
Plano, Texas

CONTACT
stacia.k.kato@toyota.com
PANEL DISCUSSION

Becoming a Toyota Supplier
Chuck Hendrix  
Senior Manager, Supplier Diversity  
TOYOTA

Monetta Stephens  
Senior Manager, Supplier Diversity  
TOYOTA

Mike Viello  
National Procurement Manager  
TOYOTA FINANCIAL SERVICES
Questions?
Appendix
Key Characteristics of Toyota Suppliers
Know your audience.
Practice your pitch.
Be aware of regulatory and compliance obligations of financial services companies and understand their impact on supplier registration.
Ensure you are certified with NMSDC (MBEs) and WBENC (WBEs).
Visualize your value-add to align with end customer expectations.
Develop joint ventures and strategic alliances.
Thank you