

How To Do Business With H-E-B





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What is a Local, Small and Minority Supplier?

H-E-B supports small businesses and businesses that are 51 percent or more owned, operated, and managed by someone who fits in one or more of the following categories:

Woman who is a US citizen or permanent legal resident of the United States

Minority who is a US citizen or permanent legal resident of the United States

Veteran who is a US citizen or permanent legal resident of the United States

Disabled person who is a US citizen or permanent legal resident of the United States

Disadvantaged person who is a US citizen or permanent legal resident of the United States

LGBT person who is a US citizen or permanent legal resident of the United States

SMALL / DISADVANTAGED businesses that are located in a HUBZone. These businesses must operate and employ individuals residing in a Historically Underutilized Business Zone (HUBZone), as defined by the US Small Business Administration (SBA)

LOCAL small suppliers located in the communities



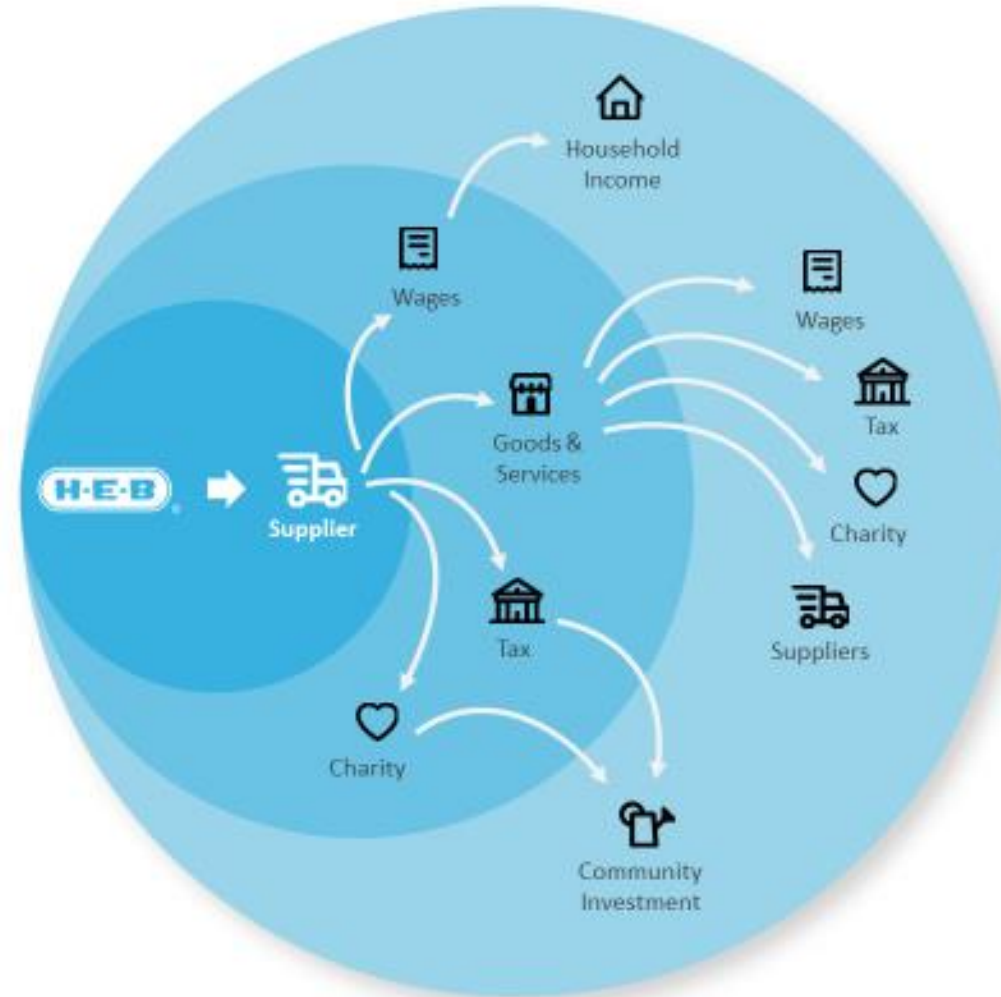
H-E-B CULTURE

Supplier Economic Impact

Economic Impact

- Four strong direct impacts
- Many more resulting indirect impacts

“ We believe that successful small businesses creates a strong economy in Texas. ”



H-E-B Suppliers Pay It Forward

TO MUCH IS GIVEN MUCH IS REQUIRED

Donating to Local Charities

- Financial Contributions
- Product Donations
- Time/Volunteer Work

They also coach and mentor other small businesses.

82% of H-E-B suppliers currently support charitable organizations or community initiatives.

“Our business currently supports our local schools, churches and other non-profits in our community.”

KNOW YOUR CUSTOMER AND NETWORK

Strategic Programs Sponsored by HEB

- **Construction Outreach** – with a focus on local General Contractors and subcontractors
- **Quest for Texas Best**
 - Host meetings in 22 cities
 - Partner with 200+ Chambers, Minority Business Councils and Advocacy Groups across the state.
- **Maestro Entrepreneur Center Webinar Wednesdays**

Webinar Wednesdays is sponsored by H-E-B to educate SWMBEs with information and valuable resources that assist in becoming sustainable viable businesses throughout Texas. Conducted in English and Spanish

- **Annual H-E-B Opportunity Exchange**
 - Provides a **platform to educate** local, small, and diverse suppliers interested in doing business with H-E-B.



Supplier Checklist

- Company name, DBA name, Federal Tax ID, Dun and Bradstreet number
- Parent company name and Federal Tax ID
- Year established, revenue for the last 3 years, legal structure
- NAICS/SIC codes, commodity/category codes, product/service description
- Capability Statements
- Diversity certificate information, ethnicity, gender, ownership (only applies if minority and certified by a 3rd party organization)
- Do you have a UPC (GS1 approved)
- Do you have a MSDS (material safety data sheet)
- Do you have a finished package
- Do you have certification of insurance
- Are you using a distributor
- What is your shipping, building, manufacturing capacity

How to Submit to Become a Supplier

supplier.heb.com

