



What Amgen Looks for in a Supplier

Quality	<ul style="list-style-type: none"> Amgen sets high standards of performance for itself and the products we manufacture. We expect the same from our suppliers
Cost Savings	<ul style="list-style-type: none"> We value suppliers who continually look for ways to help us lower our cost through savings in all areas
Innovation	<ul style="list-style-type: none"> We look for suppliers who are willing to work toward continuous improvement and who provide more efficient products and services
Technology	<ul style="list-style-type: none"> We look for suppliers who take advantage of the use of technology to maintain a competitive edge

How to Register with Amgen

Business Plan and Marketing Plan?	<ul style="list-style-type: none"> Develop your Business Plan and Marketing Plan
Business Size and Classification	<ul style="list-style-type: none"> Amgen values doing business with small and/or diverse business. Please verify if your company qualifies as a small business by visiting the U.S. Small Business Administration website/ Table of Small Business Size Standards. Please see resources in page 2.
DUNS Number	<ul style="list-style-type: none"> Obtain your company DUNS Number (unique nine digit identification number) free of charge. Please see resources in page 2.
Central Contractor Registration	<ul style="list-style-type: none"> Register in the Central Contractor Registration (CCR) website. Please see resources in page 2
Register with Amgen's	<ul style="list-style-type: none"> Download and complete a Potential Supplier Information Form located in the Amgen.com website at www.amgen.com/partners/suppliers
	<ul style="list-style-type: none"> Email the completed form to potential-supplier-registration@amgen.com

What to Expect from Amgen

Upon receipt of your completed Potential Supplier Information Forum	<ul style="list-style-type: none"> Your information will be reviewed, logged and forwarded to the appropriate Sourcing professional at Amgen The Sourcing professional will go through a screening process to determine if a match exists between capabilities and business requirements
If there is a current need	<ul style="list-style-type: none"> If we determine your company's capabilities are aligned with our business requirements, your company will be invited to competitively bid for a business award
If there is no current need	<ul style="list-style-type: none"> If your company is not contacted for a potential procurement opportunity, either the opportunity has not yet occurred or we do not have a need for the product or services your company provides

Amgen's Supplier Diversity (SD) Program

What is Supplier Diversity?	<ul style="list-style-type: none"> Supplier Diversity is defined as a proactive business process that seeks to ensure large, small and diverse businesses have equal access to sourcing opportunities at Amgen
Mission	<ul style="list-style-type: none"> Our Supplier Diversity mission is much more than providing equal opportunity to large, small and diverse businesses. Amgen sponsors supplier development programs to enhance opportunities for businesses to increase productivity, promote innovation and develop higher quality business solutions in a way to enhance contributions to economic growth
Objective	<ul style="list-style-type: none"> Use of a diverse supplier base which is reflective of the marketplace Encourage economic development and competition Be a leader in good corporate citizenship
Who Manages Amgen's Supplier Diversity Program?	<ul style="list-style-type: none"> The Small Business Liaison Officer (SBLO) oversees the success of the program The SBLO is an advocate for doing business with Amgen and matches suppliers with the appropriate sourcing professional(s)



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Diversity Definitions	
Disadvantaged Business	<ul style="list-style-type: none"> At least 51% owned, managed and controlled by one or more socially and economically disadvantaged individuals There is no disadvantaged certificate process to complete, simply self-certify
Woman Owned Business	<ul style="list-style-type: none"> A for-profit enterprise, regardless of size Physically located in the United States or its trust territories and owned At least 51% owned and controlled by a woman or women, who control the management and daily operations of the business WBENC certification process is preferred <i>(Please see resources section)</i>
Minority Owned Business	<ul style="list-style-type: none"> A for-profit enterprise, regardless of size Physically located in the United States or its trust territories and owned At least 51% owned and managed by a "Minority Group member" who is African-American, Asian American, Hispanic or Native American NMSDC certification process is preferred <i>(Please see resources section)</i>
Veteran-Owned Business	<ul style="list-style-type: none"> At least 51% owned by a veteran There is no veteran-owned certificate process to complete, simply self-certify
Service-Disabled Veteran-Owned Business (SDVOB)	<ul style="list-style-type: none"> At least 51% owned by a service disabled veteran There is no SDVOSB certificate process to complete, simply self-certify
Historically Underutilized Business Zone (HUBZone)	<ul style="list-style-type: none"> At least 51% owned and controlled by U.S. Citizen, or a Community Development Corporation, or an agricultural cooperative or an Indian tribe; Principal office is located within a 'Historically Underutilized Business Zone'; At least 35% of employees must reside in a HUBZone SBA HUBZone certification process is required
<p><u>Self Certification</u> means that you are certifying that you have read and understood the eligibility criteria and are certifying that you qualify.</p>	

Make Use of Resources: Helpful Websites

U.S. Small Business Administration	<p>The SBA provides financial, technical and management assistance to help Americans start, run, and grow their business.</p> <ul style="list-style-type: none"> U.S. Small Business Administration www.sba.gov Table of Small Business Size Standards www.sba.gov/idc/groups/public/documents/sba_homepage/serv_sstd_tablepdf.pdf
Central Contractor Registration (CCR)	<p>To further help small business market and promote their goods and services to large organizations the Central Contracting Registration site is dedicated to serving small and diverse businesses. Amgen accesses this system to locate potential small business.</p> <ul style="list-style-type: none"> Central contractor Registration Site (CCR) www.ccr.gov
D-U-N-S® Number	<p>The D-U-N-S® Number is required to register your company with Amgen.</p> <ul style="list-style-type: none"> To request your D-U-N-S® Number visit: http://fedgov.dnb.com/webform
Other Resources	<p>Other resources for diverse businesses:</p> <ul style="list-style-type: none"> California Small Business Programs www.ca.gov National Minority Supplier Development Council (NMSDC) www.nmsdc.org National Association of Women Business Owners (NAWBO) www.nawbo.org Women's Business Enterprise National Council (WBENC) www.wbenc.org