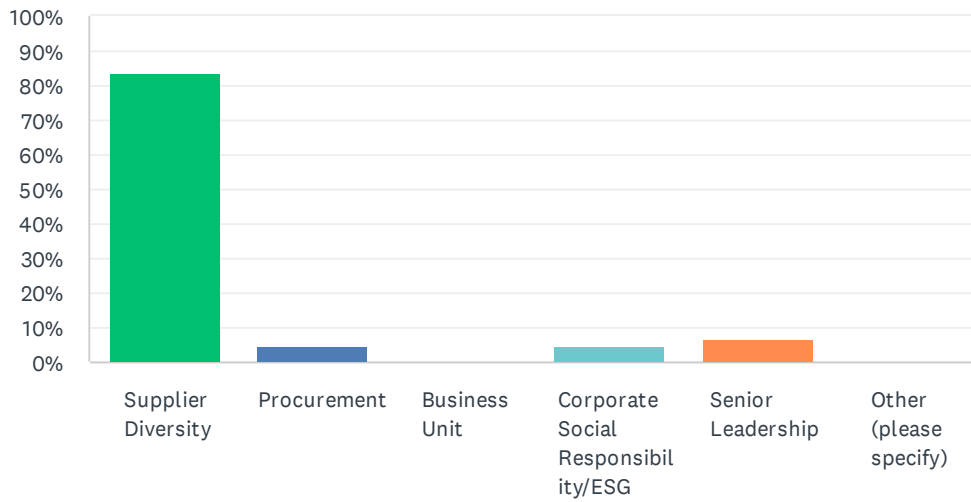
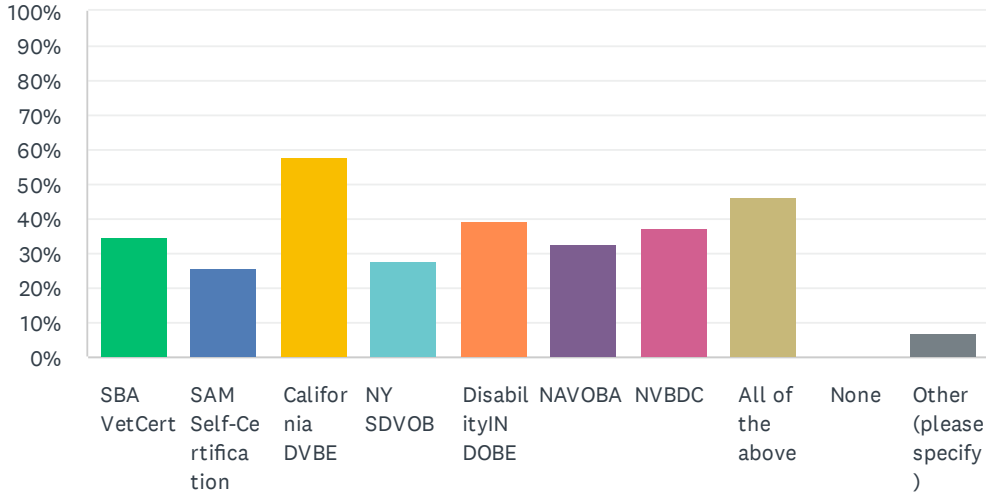


What is your role at your organization?



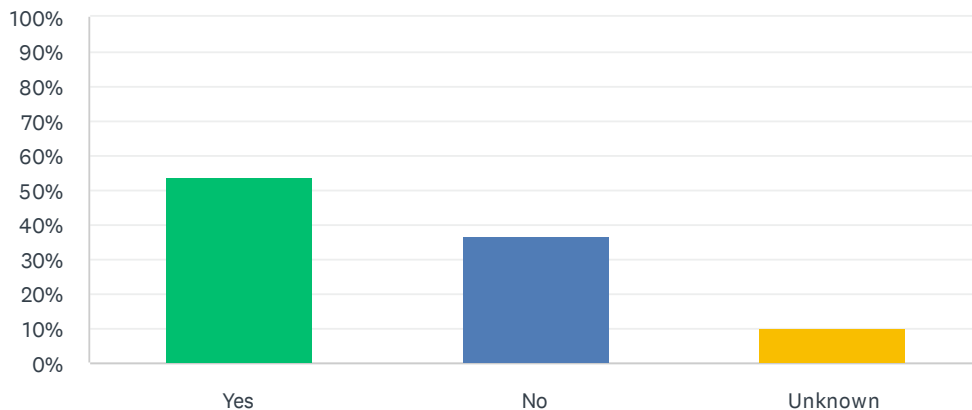
ANSWER CHOICES	RESPONSES
Supplier Diversity	83.72%
Procurement	4.65%
Business Unit	0.00%
Corporate Social Responsibility/ESG	4.65%
Senior Leadership	6.98%
Other (please specify)	0.00%

What certifications do you accept from your Veteran business suppliers? Please check all that apply



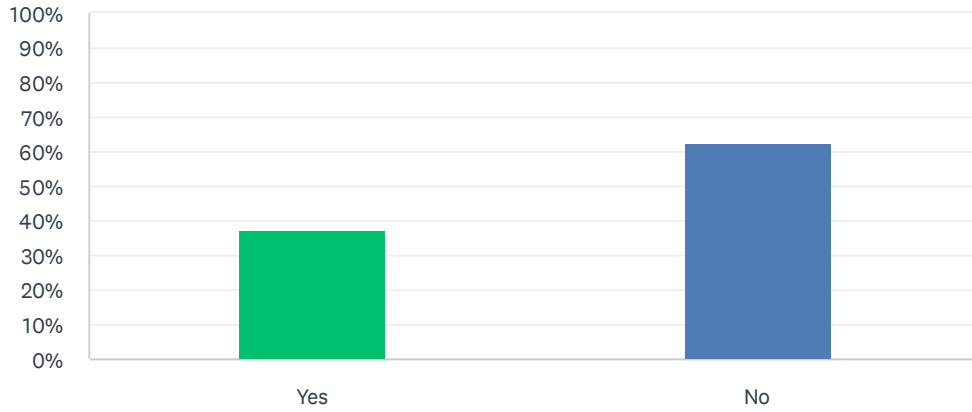
ANSWER CHOICES	RESPONSES
SBA VetCert	34.88%
SAM Self-Certification	25.58%
California DVBE	58.14%
NY SDVOB	27.91%
DisabilityIN DOBE	39.53%
NAVOBA	32.56%
NVBDC	37.21%
All of the above	46.51%
None	0.00%
Other (please specify)	6.98%

Does your organization have a required Veteran business spend goal/target?



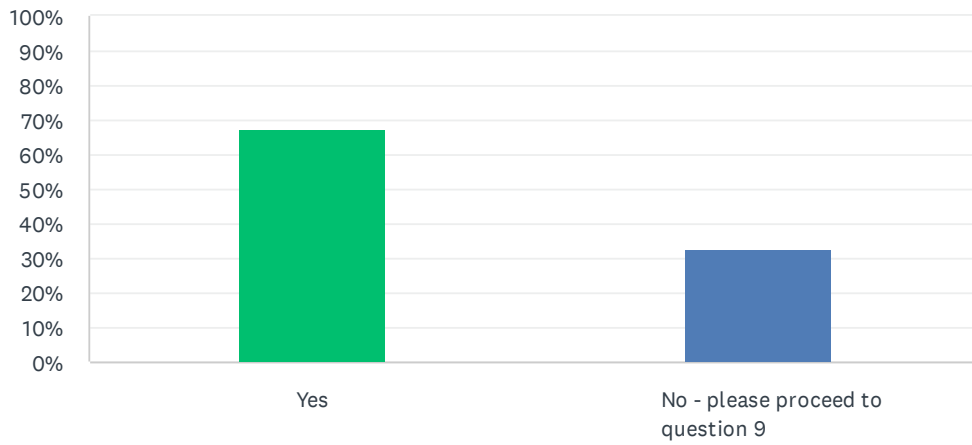
ANSWER CHOICES	RESPONSES
Yes	53.66%
No	36.59%
Unknown	9.76%

Is meeting your Veteran Business goal/target tied to your performance review?



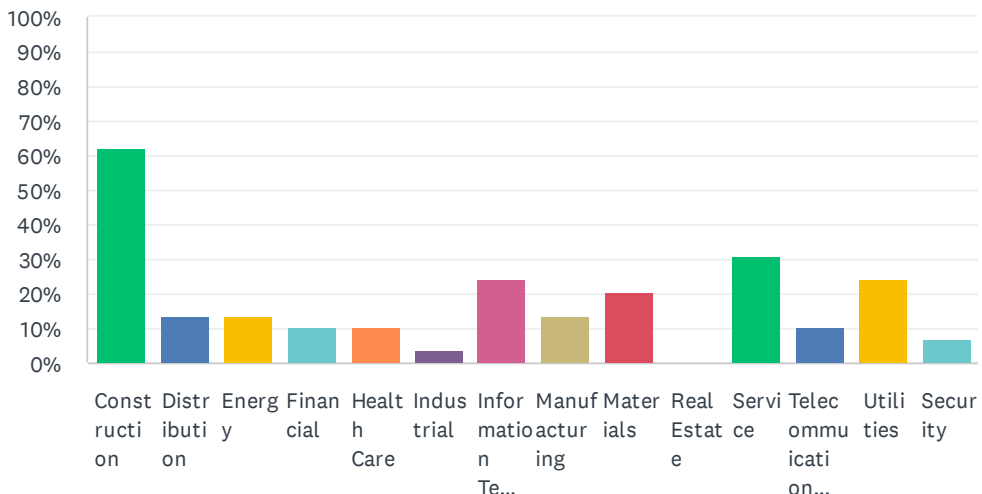
ANSWER CHOICES	RESPONSES
Yes	37.21%
No	62.79%

Do you have any upcoming contracting opportunities?



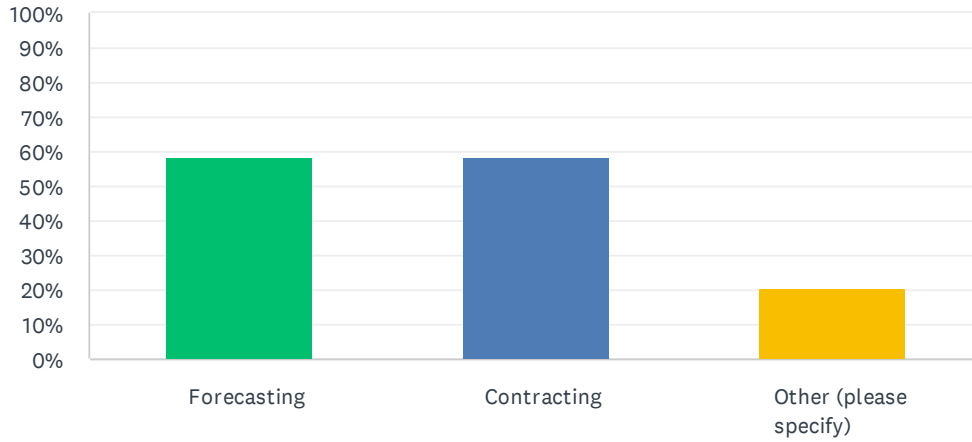
ANSWER CHOICES	RESPONSES
Yes	67.44%
No - please proceed to question 9	32.56%

If you answered yes:What industry do those upcoming opportunities fall in?



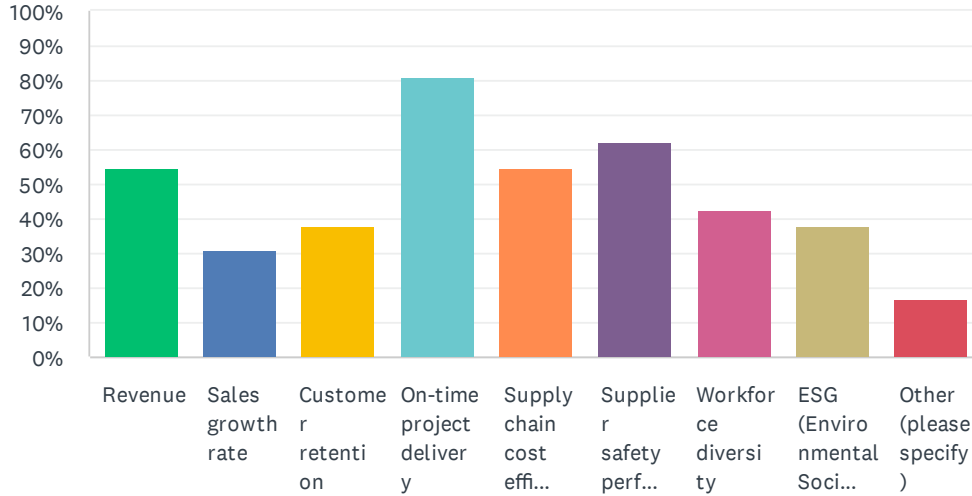
ANSWER CHOICES	RESPONSES
Construction	62.07%
Distribution	13.79%
Energy	13.79%
Financial	10.34%
Health Care	10.34%
Industrial	3.45%
Information Technology	24.14%
Manufacturing	13.79%
Materials	20.69%
Real Estate	0.00%
Service	31.03%
Telecommunication Services	10.34%
Utilities	24.14%
Security	6.90%

If you answered yes:What stage is your organization currently in for contracting opportunities?



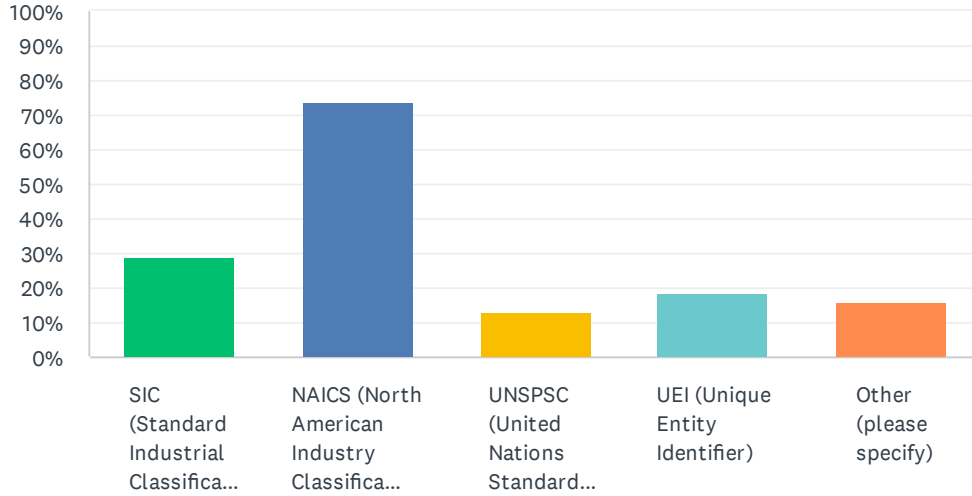
ANSWER CHOICES	RESPONSES
Forecasting	58.62%
Contracting	58.62%
Other (please specify)	20.69%

What KPIs (Key Performance Indicators) are important to your organization to know about your Veteran suppliers?



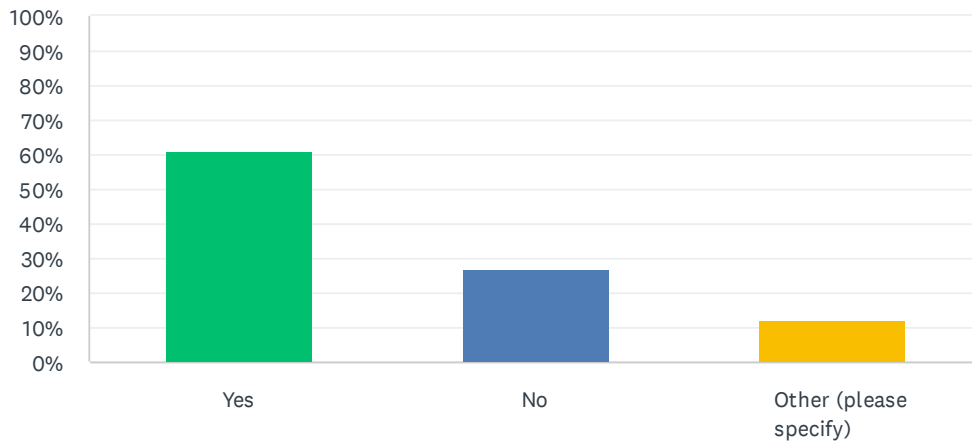
ANSWER CHOICES	RESPONSES
Revenue	54.76%
Sales growth rate	30.95%
Customer retention	38.10%
On-time project delivery	80.95%
Supply chain cost efficiency	54.76%
Supplier safety performance	61.90%
Workforce diversity	42.86%
ESG (Environmental Social Governance) program	38.10%
Other (please specify)	16.67%

Do you currently use any of these classification/identifier codes to locate Veteran businesses? Check all that apply



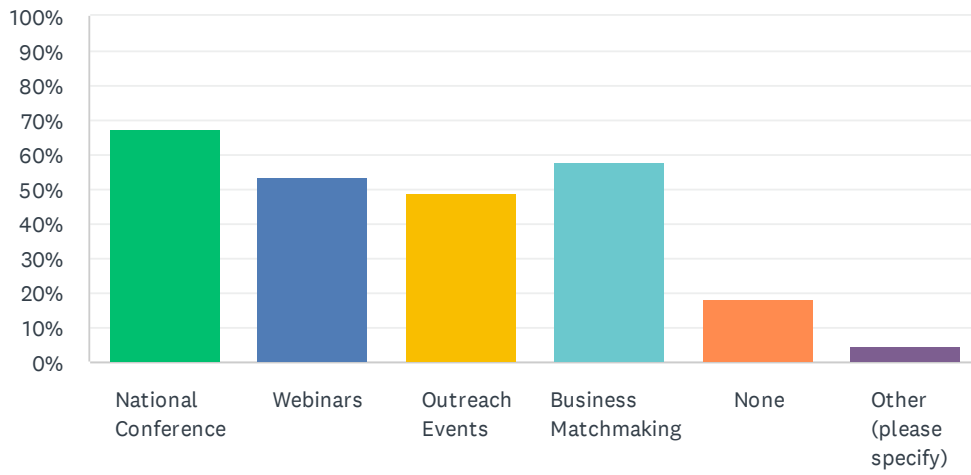
ANSWER CHOICES	RESPONSES
SIC (Standard Industrial Classification)	28.95%
NAICS (North American Industry Classification System)	73.68%
UNSPSC (United Nations Standard Products and Services Code)	13.16%
UEI (Unique Entity Identifier)	18.42%
Other (please specify)	15.79%

Does your organization have a Veteran ERG?



ANSWER CHOICES	RESPONSES
Yes	60.98%
No	26.83%
Other (please specify)	12.20%

Please let us know if you have attended any VIB Network events



ANSWER CHOICES	RESPONSES
National Conference	67.44%
Webinars	53.49%
Outreach Events	48.84%
Business Matchmaking	58.14%
None	18.60%
Other (please specify)	4.65%