

SOUTHWESTERN NEWS

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UT SOUTHWESTERN MAKES LARGE GAIN IN BUSINESS WITH WOMEN- AND MINORITY-OWNED FIRMS

DALLAS — February 4, 1997 — UT Southwestern Medical Center at Dallas' business with minority- and woman-owned firms jumped 35.5 percent in the last year.

UT Southwestern's purchases from minority- or woman-owned businesses equaled \$14.2 million last year, said Joe Behrens, director of purchasing. The overall purchasing volume for the medical center in 1996 was \$77.5 million. Transactions with these historically underutilized businesses (HUBS) made up 18 percent of that total.

Behrens said a UT Southwestern-sponsored partnership program between Dallas-area small business owners and major suppliers of medical goods and support services helped push the tally up. Five major supply companies are involved in the program.

Computers and laboratory equipment, the areas with a growth of 29.7 percent and 26.7 percent, respectively, accounted for more than 50 percent of the total purchases from HUBS. Other purchase areas' percentages of growth from 1995 to 1996 were: physical plant, 22.3 percent; office supplies, 6.3 percent; temporary employment services, 5.2 percent; furniture, 4.5 percent; repair services, 3.1 percent; and medical supplies, 2.2 percent.

UT Southwestern's HUB program has shown a tremendous growth since its inception in 1992, Behrens said. Since then, UT Southwestern has seen business transactions with HUBs rise 578 percent. Total HUB purchases in 1992 were about \$4.8 million.

"We began this program with the full support of the entire campus, and that cooperation is now bearing fruit," said Abby Freeman, vice president for human services administration and minority affairs. "With continued support from the entire campus, we can meet the goals set in our strategic plan."

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The partnership program, which distributes procurement dollars to smaller women- and minority-owned businesses, is expected to play a large part in the continued growth of the HUB initiative. The J.J. Nita Burgoon Co., a Fort Worth-based medical equipment supplier, is a good example of how UT Southwestern's partnership of small firms and big companies can stimulate the local economy by creating new jobs and diversifying the work force.

The Burgoon Co. quadrupled its revenues in one year, doubled its employees from three to six, opened an additional office in Galveston and plans to expand further.

"The reasons for our growth can be directly related to the strategic partnership philosophy developed by UT Southwestern's Office of Purchasing in association with Austin-Tetra," said Nita Burgoon. The Austin-Tetra Group, a private minority-owned firm, is a partner in finding the prime suppliers and matching them with the smaller women- and minority-owned firms.

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