



Open The Door To New Opportunities

New York Life's
Supplier Diversity Program





A Message from our Chairman, President and CEO

I would like to invite you and your company to learn more about New York Life's commitment to doing business with diverse suppliers. And in doing so, I hope you take the opportunity to become better acquainted with our company and our people.

You will discover a dedication to integrity and humanity that has, for more than 165 years, been a vital part of our heritage. You will learn that our employees and agents reflect every facet of America's diverse population. (A good many New York Life people are, in fact, first generation Americans who have achieved great success in our business.) In addition, you will see how we have dedicated ourselves to meeting the needs of our nation's ethnic and cultural communities. These are just a few of the reasons why so many people of so many diverse backgrounds all think of New York Life as "the company of my community."

Please accept this invitation to find out how your company can successfully compete for New York Life's business and help us better serve our growing family of employees, agents and customers. We look forward to working with you.

TED

Ted Mathas
Chairman, President and CEO
New York Life Insurance Company



The Key to Opening the Door to Your Success

New York Life believes that one key to preserving a high level of service for our Company is to provide the opportunity for diverse businesses to participate in our procurement processes. Our Supplier Diversity program can open the door for your company to become a valued supplier, making your success and ours a perfect combination.

A Sampling of the Goods and Services We Purchase

The following is a representative, but not all-inclusive list of the products and services we commonly buy:

- Brokerage and Investment Banking Services
- Construction and Related Services
- Electrical Supplies
- Electricity Providers
- IT Consulting and Services
- Printing
- Office Supplies & Equipment
- Car Service
- Corrugated Paper Products
- Furniture
- Janitorial Services and Supplies
- Promotional Items
- Temporary Services

Our Commitment

At New York Life, we strive to provide the highest quality products and services, at the lowest costs, to all of our internal and external customers. We employ a broad field of qualified suppliers with a diverse range of viewpoints and ideas that add value to our organization. As part of our centralized purchasing process, we consciously seek out certified diverse businesses to participate in our procurement processes. We also encourage our primary suppliers to subcontract with certified diverse suppliers.



When you do business with New York Life, you can be certain that:

- All requirements and/or specifications will be clearly communicated.
- The same expectations and business standards will be applied uniformly to all suppliers competing for our business.
- Contracts will be awarded after a fair and competitive bidding process to suppliers who offer cost-effective solutions and the best overall value.

How does my business become a New York Life supplier?

A diverse business is defined as a for-profit enterprise that is owned, controlled and operated by minority group members (e.g., African Americans, Hispanic Americans, Native Americans, Asian Americans) (MBEs), by women (WBEs), or by Lesbian, Gay, Bisexual or Transgender (LGBT) individuals. “Owned” means the business is at least 51 percent owned by such individuals (in the case of a publicly owned entity, at least 51 percent of the stock must be owned by one or more such individuals). “Controlled” means actively exercising power to make policy decisions, and “operated” means active involvement in the daily management of the business.

In order to be considered a diverse supplier, your organization must be certified by the National Minority Supplier Development Council (www.nmsdc.org), the Women’s Business Enterprise National Council (www.wbenc.org) or the National Gay & Lesbian Chamber of Commerce (www.nglcc.org).

We also recommend that you register with us by visiting www.newyorklife.com/supplierdiversity.

Once we receive your information, we will contact you if additional details are required. Your business will be kept in our database for future reference and made available whenever a need arises for any of the products and services you offer.



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