

LEARN
ABOUT
US

WORK
WITH
US

NEW
YORK
LIFE

THE COMPANY YOU KEEP®

Supplier Diversity Program

A Guide to Doing Business
with Our Company



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 160 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.

A handwritten signature in black ink that reads "TED". The letters are bold and slightly slanted, with a casual, personal feel.

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

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 firmly believe that having a broad field of qualified suppliers brings a wider range of viewpoints and ideas – and

ultimately, adds value to our organization. As part of our centralized purchasing process, we diligently seek out certified diverse businesses to ensure they are afforded maximum opportunities to participate in all of our procurement processes. We also



We also communicate this policy to our primary suppliers and encourage them to subcontract with certified diverse suppliers.

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

- All our 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 rigorous and competitive bidding process to those suppliers who offer cost-effective solutions and 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, operated and controlled 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 do business with New York Life as 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 your information is received we will contact you if any additional details are required and your business will be kept in our database for future reference and made available whenever a need arises for one or more of the products and services you offer.



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
- Car Service
- Construction and Related Services
- IT Consulting and Services
- Corrugated Paper Products
- Electrical Supplies
- Electricity Providers
- Furniture
- Janitorial Services and Supplies
- Management Consultants
- Office Equipment
- Office Supplies
- Printing
- Promotional Items
- Temporary Labor





**New York Life Insurance Company
New York Life Insurance and Annuity
Corporation (A Delaware Corporation)**

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