

Supporting one goal in many ways

Aetna's Supplier Diversity Program

At Aetna,[†] diversity supports our company goals and impacts our business results. We recognize the importance of specific market focus in our strategic approach and business model for our workforce, in the marketplace, and in supplier relationships.

Aetna: who we are

Aetna offers a broad range of traditional and consumer-directed health insurance products and related services, including medical, pharmacy, dental, behavioral health, group life and disability plans, and medical management capabilities and health care management services for Medicaid plans.

Our company is dedicated to helping members achieve health and financial security by providing access to safe, high-quality health care. At the same time, we work to protect members' finances against health-related risks. We're committed to providing members with the information and resources to make better-informed decisions about their health care needs.

Supplier Diversity Advisory Council

As part of our commitment, we've developed our Supplier Diversity Advisory Council. This council helps Aetna business areas meet their supplier diversity targets. Council members, who represent various Aetna business areas, identify priorities that can maintain the company as an industry leader in supplier diversity.

Growing together
is good business
for us all

Through initiatives such as this council, Aetna is continuing to expand and diversify its supplier base. We work with small businesses and minority- and women-owned businesses, in addition to gay, lesbian, bisexual and transgender-owned businesses. Through our Procurement department, we seek to integrate supplier diversity at every opportunity.

Our supplier diversity program

Between 2003 and 2007, we purchased \$250 million in goods and services directly from certified women-owned and minority-owned suppliers across the United States. During this same period, in addition to our direct supplier relationships, we facilitated more than \$108 million in subcontracted purchases through our second-tier program.

In 2007, we made direct purchases totaling \$50 million from minority and women-owned businesses. We also purchased another \$36 million from these businesses through our second-tier program.



Expanding our Supplier Diversity Program

In response to the changing marketplace, Aetna has expanded its Supplier diversity program to include: small businesses and GLBT-owned businesses (gay, lesbian, bisexual, transgender), in addition to minority-owned and women-owned businesses.

To qualify for participation in the Supplier Diversity program, businesses must be:

- Minority-owned businesses that are at least 51 percent owned, controlled, operated and managed by US citizens who are members of a ethnic/racial minority group.
- Women-owned businesses that are at least 51 percent owned, controlled, operated and managed by one or more women.
- Small businesses registered with the US Small Business Administration (SBA) under any of the following categories: small business, small disadvantaged business, disadvantaged business, disabled veteran-owned business, veteran-owned business, HUBZone or 8(a) program.
- GLBT-owned businesses that are at least 51 percent owned, controlled, operated, and managed by one or more, gay, lesbian, bisexual or transgender individuals.

To ensure the credibility of our Supplier Diversity Program, we require that all of these suppliers provide appropriate certifications or registrations. Minority, women-owned, and GLBT businesses must be certified through an approved third party, while small businesses must be self-certified by the SBA.

Approved Certification Agencies:

- National Minority Supplier Development Council* or its regional affiliate councils
- Women's Business Enterprise National Council*
- National Gay and Lesbian Chamber of Commerce (NGLCC)*
- Small Business Administration
- Various State or Local (county, city) Government Agencies

To learn more about certification, please contact:

[National Minority Supplier Development Council \(NMSDC\)](#)

1040 Avenue of the Americas,
Second Floor
New York, NY 10018
Tel: 1-212-944-2430
Fax: 1-212-719-9611
www.nmsdc.org

[Connecticut Minority Supplier Development Council \(CMSDC\)](#)

4133 Whitney Avenue
Building 4, Box 2
Hamden, CT 06518
Tel: 1-203-288-9744
Fax: 1-203-288-9310
www.cmsdc.org

[Women's Business Enterprise National Council \(WBENC\)](#)

1120 Connecticut Avenue, NW
Suite 1000
Washington, DC 20036
Tel: 1-202-872-5515
Fax: 1-202-872-5505
www.wbenc.org

[National Gay & Lesbian Chamber of Commerce \(NGLCC\)](#)

Dupont Circle
2000 P Street, NW Suite 300
Washington, DC 20036
Tel: 1-202-419-0440
Fax: 1-202-419-0443
E-mail: info@nglcc.org
www.nglcc.org

[SBA Regional Office](#)

10 Causeway Street, Suite 812
Boston, MA 02222
Tel: 617-565-8416 or
1-800-U-ASK-SBA
Fax: 1-617-565-8420
E-mail: answerdesk@sba.gov
www.sba.gov

To learn more about Aetna's Supplier Diversity Program please contact:

Aetna, Inc.
151 Farmington Avenue, RW51
Hartford, CT 06156
Tel: 1-860-273-1000
Fax: 1-860-273-7232
E-mail: supplierdiversity@aetna.com
www.aetna.com/about/aetna/sd/program.html

*Aetna is a member of these organizations.

‡Aetna is the brand name used for products and services provided by one or more of the Aetna group of subsidiary companies, including Aetna Life Insurance Company and its affiliates (Aetna).