

Basic Steps of Supplier Mentoring
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Mentoring is a process. This means it can be managed and repeated.

KEY STEPS. A brief overview of the mentoring process is provided below:

1. Determine which opportunities exist in supply chain
2. Define goals for corporate mentor and M/WBE protégé firm
3. Select protégé (mentee) firm
4. Conduct a business and quality management review of protégé firm
5. Pick mentor and protégé firms
6. Protégés pick their mentors
7. Establish a budget, key milestones, and success measurements
8. Prepare mentoring (supplier development) plan
9. Create a network of support resources for company
10. Mentors can be anyone a M/WBE can learn from (not necessarily top executives)
11. Provide a guaranteed level of business for a period of time to provide stability
12. Perform quarterly and annual performance reviews

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