



5TH ANNUAL INSURANCE DIVERSITY SUMMIT

HOSTED BY THE CALIFORNIA DEPARTMENT OF INSURANCE

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WEDNESDAY, DECEMBER 7, 2016
CALIFORNIA STATE UNIVERSITY, LOS ANGELES

BREAKOUT – DIVERSE SUPPLIERS: BUSINESS-TO-BUSINESS (B2B), PANELIST



Pamela Isom – Testimonial

There is a quote which reads, “There are those who dream success, and those who wake up and work hard at it”. This is the quote which comes to mind when I think about the Insurance Diversity Managers. The Diversity Managers from AllState/Esurance, CSAAA, BlueShield and State Farm are incredibly committed to engaging diverse Suppliers long before AB53. The advantage of AB 53 for my firm, is it enabled the insurance industries to mentor and target companies like mine to grow and develop our service offering for a new industry group.

Our biggest and proudest moment is with AllState/Esurance. Though AllState is based in Chicago, IL, the Diversity Manager, Margaret Klingsport, traveled consistently to CA to source CA Diverse Suppliers for Allstate’s Supply Chain. Through six to ten networking & matchmaker meetings, Allstate was able to learn about the safety training, products and services we offer to mitigate injury, illness and loss of life. Each time a RFP opportunity would arise, AllState would always invite ICE Safety Solutions to bid. Though we did not win the first bid presented, it was a HUGE win to be invited to bid by a Chicago-based corporation. Finally, after 2 years, we were invited to bid on a Cardiopulmonary Resuscitation (CPR) and Automated External Defibrillator (AED) training RFP and we WON!

Being a California based Minority/Woman Business Enterprise and having the honor to provide Scope of Work for a Chicago-based insurance company like AllState is a DREAM COME TRUE. Without Allstate’s patience, persistence and passion for exceeding the requirements of AB53 and their longstanding Supplier Diversity Program we would never had the opportunity to bid and proudly serve the top insurance companies in the US!

<http://www.insurance.ca.gov/diversity/>

California Department of Insurance
Community Programs & Policy Initiatives
Insurance Diversity Initiative

Most recently, three of our end-users from the AllState Corporate Real Estate/Facility team from Chicago came to visit our CA based operations. They stated, "With ICE Safety Solutions exceeding CPR and AED compliance has taken our stress level from an 8 to down to a 2! We know every Automated External Defibrillator is in compliance and reduces the risk of cardiac arrest on our workplace,"

Thank you the California Insurance Industry for your trust and confidence in diverse suppliers!

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