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## **Issue 27**

**March 15, 2019**

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U.S. Postal Service Suppliers,

You are receiving this newsletter as you have registered your interest to do business with the U.S. Postal Service (USPS) or your email is on file as a point of contact for a current or past contract. Please share this newsletter with your colleagues within your company as it contains important supplier related information about the Postal Service.

We hope you find the recently-released information in the following articles helpful as part of our objective to keep our suppliers fully informed of all the major initiatives affecting them.

**This issue is simultaneously being sent to USPS Supply Management employees for their information.**

Thank you!

**Supply Management Vice President Susan M. Brownell Announces Retirement**  
*Mark A. Guilfoil Named Acting Vice President*



After a commendable 34-year career with the federal government, including 27 years with the Postal Service, Susan Brownell, Vice President of Supply Management (SM), has announced her plan to retire at the end of March.

Susan was named Vice President, SM in March 2006. In this role, Susan was responsible for orchestrating the Postal Service's supplier relationships with more than \$13 billion in annual expenditures and managing over \$6 billion in Postal assets. She built a culture of excellence keenly focused on developing people, strengthening relationships, and embracing innovation.

During her tenure, Susan championed category management approaches and robust strategic planning processes to execute on SM's Vision of "Delivering Supply Management Excellence!" Through the execution of strategic initiatives, cross-functional teams implemented continuous improvements, streamlined and automated processes, and deployed new technology and innovations.

Susan placed a high value on the relationship with our suppliers and promoted cross-functional collaboration with internal stakeholders to forge positive supplier relationships. She was the driving force behind the Postal Supplier Council, the annual Supplier Performance Awards program, and the Supply Chain Advisory Council. Her advocacy for supplier diversity and sustainability has garnered numerous awards for the Postal Service.

In a message from Postmaster General Megan A. Brennan, Megan said that Susan will be remembered as a trusted leader and valuable voice in the development and implementation of world-class supply chain management strategies at the Postal Service. She noted that Susan has made her imprint on just about every major acquisition made by the Postal Service for more than a decade and that her work will have a lasting, positive impact on the USPS for generations to come.



Mark A. Guilfoil has been named Acting Vice President, Supply Management effective April 1, 2019. Mark has been an executive since 2002, serving in his current position as the Manager, Supply Management Infrastructure, since December 2017. In this role, he provides strategic oversight of Supply Management's purchasing policies, contract compliance, audit response management, budget, professional development and financial management, and the Purchasing Shared Service Centers. Prior to his current position, Mark served as the Manager, Mail & Operational Equipment Portfolio, supporting contracting activities in mail processing technology, vehicles, mail transport equipment, and operational supplies.

Mark holds a Bachelor of Arts degree in Economics from Valparaiso University in Indiana, and a J.D. degree from the University of Missouri-Columbia. Additionally, he has studied at Cambridge University, Cambridge, England, and the University of London Faculty of Laws, London, England.

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## **U.S. Postal Service Receives Supplier Diversity Award**

*Named Top Government Agency for Offering Opportunities to Diverse Businesses*



The Postal Service has once again been named the top government agency for providing opportunities to companies owned by minorities and women.

The award is bestowed by Omnikal, the largest, inclusive business organization in the country. More than 2.1 million business owners voted in Omnikal's online poll to determine its annual list of organizations that demonstrate a commitment to multicultural suppliers.

Business owners who participate in the poll consider volume, consistency and the quality of the initiatives offered to multicultural suppliers.

"We recognize supplier diversity as an essential part of our procurement strategy and we believe it strengthens our competitiveness in the marketplace," said Postal Service Vice President of Supply Management Susan M. Brownell. "The Postal Service is honored to receive this award and we remain focused on maintaining a competitive and sustainable supplier base reflective of the diversity of the American supplier community that is helping us resolve business challenges with agility, ingenuity, and new perspectives."

USPS has topped the list for 8 consecutive years and ranked among the top federal agencies in the category for the last 19 years.

Other agencies at the top of the winners list include the Small Business Administration, Department of Homeland Security, Department of Defense, and U.S. Army.

The top companies and agencies will be honored at a ceremony May 16 in New York City.

The list and additional information may be accessed on the [OMNIKAL website](#).

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## **USPS Among Most Admired Employers**

*Also Ranked First in Job Performance Among Government Agencies*



The Postal Service has tied for fifth place in a ranking of the 15 most admired employers that was compiled by Morning Consult, a market research company based in Washington, DC.

USPS shared the fifth-place slot with chocolate-maker Hershey and video-streaming service Netflix, with 57 percent of those surveyed saying they would be proud to work at the Postal Service and the two companies.

Technology giants Google and Amazon shared the first-place slot, scoring 60 percent. Another technology giant, Microsoft, landed third on the list, with a score of 59 percent. Entertainment and media company Walt Disney was fourth, with a score of 58 percent.

The other companies in the top 15 rankings in the 2018 Morning Consult survey are Samsung Electronics (56 percent), FedEx (55 percent), Sony (55 percent), UPS (55 percent), YouTube (55 percent), Coca-Cola (54 percent), Universal Studios (54 percent) and National Geographic (53 percent).

This is the latest survey or study that measures esteem for USPS.

In a 2018 Gallup poll, consumers ranked the Postal Service first in job performance among government agencies. Other surveys in recent years have named USPS a national leader in employing veterans and providing opportunities for multicultural businesses.

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#### ARE YOU REGISTERED TO DO BUSINESS WITH THE U.S. POSTAL SERVICE?

Over 19,000 suppliers have registered since our launch of the Supplier Registration site in July 2009.

All suppliers interested in doing business with the U.S. Postal Service should register their company in the Postal Service Supplier Registration system.

For more information, please go to <http://about.usps.com/suppliers/becoming/registration.htm>.

#### CONTACT US!

We value your questions and feedback to this newsletter. Please feel free to reply to this message with your feedback or mail to:

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