

Minority- and Women-Owned Business (M/WOB) Program

As a corporation, Fannie Mae is guided by a set of values that permeate every aspect of our business. Our corporate philosophy on diversity is based on the recognition and respect for the unique attributes of each individual. Fannie Mae is dedicated to increasing opportunities for minorities and women. In fact, we were recognized by Fortune Magazine for our commitment to ensure that our diversity philosophy applies not only to our workplace, but also to the suppliers with whom we do business.

"Fannie Mae has made sure the companies it does business with also reflect the racial composition of the country at large. Nearly 20% of its outside vendors and 15% of the lending institutions it did mortgage business with were owned by minorities or women."

...Fortune Magazine

In 1991 Fannie Mae embarked on an aggressive initiative to increase business opportunities for minority- and women-owned companies. This initiative, the Minority- and Women-Owned Business (M/WOB) Program provides a conduit between certified minority- and women-owned suppliers and Fannie Mae to support our internal needs and requirements. At the start of this initiative, 14% of Fannie Mae's contracting for products, goods and services went to M/WOB vendors. Today, that percentage has increased to more than 20% annually.

Doing Business with Fannie Mae

The Contract and Procurement Services organization is responsible for the procurement of all goods and services including hardware, software, consulting services, office supplies, and furniture to support Fannie Mae's internal business operations. Fannie Mae spends an estimated \$500 million on goods and services each year and we seek vendors capable of providing the following:

- Value: Provides products and services at the lowest possible price without compromising quality.
- Quality: Utilizes the latest in technology to deliver a product that allows Fannie Mae to maintain a competitive advantage.
- Responsiveness: Delivers the product in a timely manner to meet project/product deadlines.

The objective of the Contract and Procurement team is to procure goods and services to help Fannie Mae achieve its mission. The commodity team is responsible for developing RFPs, vendor selection, contract negotiations, the award of contracts and various post-award contract administration actions.

Information about the program can be obtained via e-mail to: mwob_program@fanniemae.com, or send your company's portfolio to: M/WOB Program Office, 4000 Wisconsin Avenue, N.W. Mailstop: 2H-4N-05, Washington, D.C. 20016. We will review your information and keep it on file for one year. You will be contacted by one of our Commodity professionals should an applicable business opportunity arise.