

# Procurement Diversity Quarterly Connection

Vol.3 No.2  
December 2020

## Director's Note

## Opening Virtual Doors of Opportunity

Greetings,

First off, I want to thank all that participated and attended the Virtual Construction Summit last week. It's difficult to give shout outs to every person, department, and business, but please know how much I appreciate everyone's eagerness to support diverse businesses. We couldn't do it without you.

Secondly, a lot has happened in 2020. I want to commend each and every one of you for showing such professionalism, compassion, and resiliency over the past year; this proves we will get through this season together.

Most importantly, I hope your holiday season is filled with health and happiness. Please take care of yourself and your loved ones. And as always, remember we are here for you.

Kind Regards,  
Sharla



Who would have thought we would be attending one of the most anticipated, largest university- sponsored events for construction contractors and diverse vendors in the state virtually? No one. But that's what happened. On December 9, 2020, the seventh annual Construction Summit traditionally an in-person, half-day event was converted to a two-hour virtual experience

The University of Illinois President Timothy L. Killeen kicked off the event with a welcome video acknowledging the unforeseen pressure on the economy which has disproportionately affected small businesses owned by minorities. Killeen encouraged university staff to "open our doors wider than ever and create a welcoming environment for diverse businesses to work with us," he proclaimed.

*"The Construction Summit is an event to welcome you to do business with us. It is designed to provide you with meaningful advice, answer questions and provide opportunities to interact with our staff in an effort to ultimately benefit financially by participating on our many construction projects across the State."*- Killeen  
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The Office of Procurement Diversity along with EX3 Labs for technical support and help from various partners were able to provide virtually (no pun intended) over 200 attendees access to university staff, prime contractors, and partners such as Capital Development Board. Presenters shared information including how to do business with the university and insights on projects and opportunities in the pipeline.

## Contact Us

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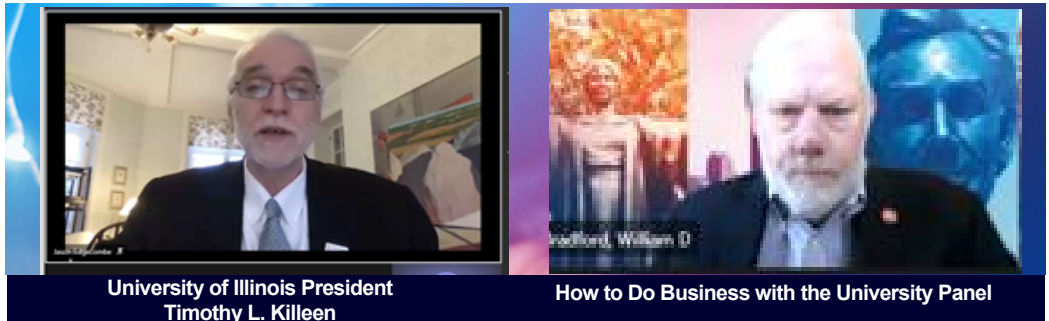
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[Click photo to open/play video](#)



University of Illinois President  
Timothy L. Killeen

How to Do Business with the University Panel

## In the Spotlight

### SLG INNOVATION

#### SLG Innovation - Exciting New IPHEC Award and Partnership

SLG Innovation in conjunction with Kivu Consulting was recently awarded a five year - \$27 million contract by the Illinois Public Higher Education Cooperative (IPHEC-) for IPHEC2110 Incident Response, Security Assessment & Digital Forensic Services.

SLG Innovation, Inc. (SLG) is an Information Technology Services company dedicated to serving clients in both the Higher Education, State & Local and Federal Government sectors. SLG was founded in 2010 in Chicago, Illinois and is certified with the Business Enterprise Program (BEP) with the State of Illinois.

Ed Burns, President and CEO of SLG Innovation, founded the company after nearly 11 years at a \$1.3 billion publicly traded global IT consulting firm. He served as the President of the Healthcare and Government Division. Ed has over 33 years of experience in the IT services industry. [Continued on Page 3.](#)

## Procurement & Purchases

### Vendor with a Special Niche - Sykesmore, LLC



With decades of experience in engineering-related areas including corrosion control, mold remediation, nondestructive testing, and thermal imaging, Owner and Founder Lake Lattimore decided to start a business which would utilize his skills and knowledge and provide a service to the local community.

Certified MBE, Sykesmore, LLC provides thermographic imaging services. Its primary application is conditions assessment of building envelopes for general tightness. In addition, the technology and experience that Sykesmore provides includes but is not limited to seasonal cooling and heating loss, rodent damage control, water leaks and moisture detection, and condition assessment for the building owner/manager.

Potential customers include facility managers and decision makers responsible for addressing the end results of energy conservation, and heating/cooling cost effectiveness and the comfort of building occupants. A survey by Sykesmore will identify and prioritize any building envelope leaks responsible for conditioned air losses both inside and outside of a structure.

Commercial and public buildings managers and energy conservation offices may find that this is a good time to have Sykesmore's thermal imaging team look at the buildings they manage, as the buildings are less occupied than usual and the access required by the inspection team is not disrupting the normal activities within the building.

Contact Lake Lattimore at [lake@sykesmorellc.com](mailto:lake@sykesmorellc.com) or 217-766-6943 for more information.

#### Examples of Technology:

An example of what can be achieved with Therrnal MSX Technology.

It identified the sources of cold air infiltration, sloppy workmanship, missing and sagging insulation in the walls and ceiling cavities.



An example of Thermal Blending which blends high resolution images with infrared data in a clear, crisp picture.

Details of heat patterns stand out for further investigation and analysis.

## Resources

**Illinois Department of Commerce & Economic Opportunity (DCEO) - COVID-19 help for businesses, workers, and residents:**  
<https://www2.illinois.gov/dceo/Pages/default.aspx>

**Illinois Procurement Bulletin of Higher Education**-Download solicitations, receive email notifications for upcoming opportunities: [https://www.procure.stateuniv.state.il.us/dsp\\_index.cfm](https://www.procure.stateuniv.state.il.us/dsp_index.cfm)



## SLG Innovation

(Cont. from Page 2)

SLG has a long history serving the University of Illinois. The following are examples of contracts:

- SLG was selected by the University of Illinois - Contract # KRS102 to provide Temporary Information Personnel and Consulting Services.
- SLG is assisting the University of Illinois Division Specialized Care (DSCC) implement their Children Business Intelligence Data Warehouse system.
- SLG is supporting the EPIC Service Desk for the University of Illinois Hospital and Health Sciences System.

Burns also shared a few words of wisdom to help other small business owners with their journey:

- Partnerships are critical, especially in these difficult times. Do not wait on a RFP to form partnerships. These need to be cultivated early and often.
- Team with other small businesses. Together we can pursue larger engagements and compete with the large firms.
- In your sales pursuits, consider chasing program areas not just technology. Focus on subject matter areas such as education, healthcare and/or law and justice.
- Last, follow the dollars. These are tough economic times for all organizations. We focus on programs that are federally funded and/or mandated.

Excellent advice we can all appreciate.

For additional information, please visit [www.slginnovation.com](http://www.slginnovation.com) or reach out to: Ed Burns, President & CEO at [edburns@slginnovation.com](mailto:edburns@slginnovation.com) or 630-803-2009.

## Virtual Construction Summit

(Cont. from Page 1)

Other university leaders participating in the event included Special Advisor to the President, Michael Bass. Bass gave an optimistic forecast of opportunities to do business with diverse businesses stating that in the fiscal year 2020, the university recorded its highest level of spending with diverse businesses in history, topping \$113 million. He ended by re-pledging his commitment to ensuring that businesses have every opportunity to succeed with the university.

Capital Programs and Facilities and Services staff served on a panel to discuss How to Do Business with the University to share information on how to successfully bid on University projects.

Next, participants were introduced to current and upcoming construction projects by University staff, Capital Development Board, and developers such as Ankura, who is overseeing the \$194 million Public Private Partnership (P3) project for the UI Health Outpatient Surgery Center in Chicago.

The event was overwhelmingly positive and attendees found it very beneficial. "The event was better than I expected. I enjoyed it very much and think that you should offer a virtual option even when we go back to in-person gatherings..."- Anonymous

## Events

### Illinois Black Chamber of Commerce - December 15-16

**SURVIVING THE PANDEMICS**  
Illinois State Black Chamber of Commerce  
**VIRTUAL STATE CONVENTION**  
Symposiums | MatchMaking | Awards | Workshops  
DECEMBER 15-16, 2020

**DAY 1** SETTING THE NARRATIVE  
Symposiums

**DAY 2** MOVING THE AGENDA  
Symposiums

**10am BLACK MEDIA**  
Co-Chair: Dr. Black Media Equity  
Dorothy Leavell - Publisher/Editor, The Crusader  
Carl West - TBT News Service/MG Media

**11:25 ENERGY-UTILITIES**  
Stephanie Hickman - Energy Committee Chair, 25-year veteran executive of the utility industry, Ovener-Trice Construction Energy & Utility CEO's

**1 pm THE FUTURE OF CORPORATE RESPONSIBILITY**  
John Harmon, Sr. IOM President & CEO African American Chamber of Commerce of New Jersey, Board Member U.S. Chamber of Commerce-Corporate Diversity Committee Chair

**10am CONSTRUCTION CONTRACTING**  
Rosa Williams - Construction Committee Chair, President-CEO Biwa Construction  
Rod Young - Construction Committee Co-Chair

**11:45 CONTRACTING WITH STATE AGENCIES**  
University of Illinois Systems, Capital Board, O'Hare Airport & more!

**1 pm BLACK MAYORS FORUM**  
Richard Irvin - Aurora  
Sam Cunningham - Waukegan  
Leven Rockingham - North Chicago

**2:20 RE-IMAGINING HEALTHCARE**  
Dr. Jeffrey Sterling - Healthcare Committee Chair, President-CEO Sterling Initiatives

**LIVE MATCHMAKING!**

**CLICK HERE**  
for your limited FREE registration to  
**#ILBCC2020StateConference**

**ILBCC2020**  
STATE CONFERENCE