

**CARDINAL HEALTH
MENTOR/PROTÉGÉ PROGRAM**

PROGRAM OVERVIEW:

As part of our commitment to small, disadvantaged and women-owned businesses, Cardinal Health has developed a Mentor-Protégé Program designed to help businesses identify and align their resources to increase their overall equity and to understand the requirements for establishing a business relationship with Cardinal Health. Mentoring within Cardinal Health can be a formal or informal process. A formal mentoring relationship includes a written Mentoring Business Agreement. Cardinal Health will maintain up to eight (8) agreements on an annual basis. Additionally, we offer informal mentoring to small, disadvantaged and women-owned businesses with which we have an established business relationship.

The Mentor-Protégé Program is an optional small business support tool administered by the Small Business Development Department. This program works with select small, disadvantaged or woman-owned businesses to identify key business needs required for success. Additionally, the program is intended to provide select firms with advice, assistance and training.

Working with the small business, Cardinal Health will identify what needs it will support and prepare a formal mentoring agreement to document its commitment to the small business. Additionally, Cardinal Health will name a small business corporate sponsor to help facilitate the success of the formal mentoring agreement.

CERTIFICATION REQUIREMENTS/ELIGIBILITY:

In order to be eligible for the Cardinal Health Mentor-Protégé Program, a business entity must be small and meet the certification requirements outlined by the U.S. Small Business Administration (See www.sba.gov/certifications). The definitions of a small business, small woman-owned and small disadvantaged business as defined in the C.F.R. (Code of Federal Regulations) can be found below:

Small Business:

A business, including its affiliates, which is independently owned and operated, not dominant in the field of operation in which it is bidding on government contracts and qualified as a small business under the criteria in 13 C.F.R. Part 121 and the size standard applicable to this acquisition. The small business must be located and operate primarily in the U.S. Together with its affiliates, it must meet the numerical size standards based on business type or North American Industry Classification System (NAICS) Code.

Small Disadvantaged Business:

A small business that is at least 51 percent unconditionally owned by one or more individuals who are both socially and economically disadvantaged, or a publicly owned business that has a least 51 percent of its stock unconditionally owned by one or more socially (individuals that have been subjected to racial or ethnic prejudice or cultural bias) and economically (individuals whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities) disadvantaged individuals and has its management and daily business controlled by one or more such individuals. The term also means a small business that is at least 51 percent unconditionally owned by an economically disadvantaged Indian tribe or Native Hawaiian Organization, or a publicly owned business that has at least 51 percent of its stock unconditionally owned by one of these entities, that has its management and daily business controlled by members of an economically disadvantaged Indian tribe or Native Hawaiian Organization, and that meets the requirements of 13 C.F.R. 124

Woman-Owned Business:

A small business that is small pursuant to Small Business Administration regulations and which is owned by one or more women; or in the case of any publicly owned business, at least 51 percent of the stock of which is owned by one or more women; and whose management and daily business operations are controlled by one or more women.

SMALL BUSINESS OWNERSHIP GUIDELINES:

Part Ownership:

Part ownership in a SDB/SWOB by a non-disadvantaged entity, including a mentor, is permitted within the program guidelines. However, any property, equipment, supplies, or other services that are sold, rented, or donated to the small business as well as any investment by non-disadvantaged individuals must be reported to the Small Business Development office. Furthermore, any financial investment by the mentor must not create a situation wherein the mentor may assume control over the protégé.

Any change in business ownership status must be reported to the Small Business Development Office within 60 days for a protégé to continue to be eligible for the program.

TYPES OF ASSISTANCE PROVIDED:

Technical and Management Assistance:

Cardinal Health can provide valuable training in the technical aspects of operating many business entities as it houses a multitude of talents within its resource pool. This resource pool includes engineering, accounting, business planning, supply chain and information systems expertise.

Cardinal Health's Mentoring Program Corporate Sponsor:

Each protégé will be assigned a Mentoring Program Corporate Sponsor. This sponsor acts as the champion for the protégé firm assisting them in navigating through various business unit issues. Additionally, the sponsor is responsible for facilitating the success of the formal mentoring agreement.

Mentor-Protégé Agreement Development:

Each formal Mentor-Protégé engagement will be evidenced by a formal written agreement that outlines the responsibilities of each party. The plan will list the following:

1. Protégé name, phone number and contact information
2. The objectives of the parties and their roles
3. The duration of the agreement
4. Success criteria
5. Resource identification at the protégé firm
6. Resource identification within Cardinal Health
7. Quarter performance assessment
8. Termination provisions

If you have a business relationship with Cardinal Health, your business is a small-disadvantaged and/or a woman-owned business and you are interested in being considered for the Small Business Mentoring Program, please contact Martha Holmes, Director, Small Business Development at 847-578-6799. Once contacted, Ms. Holmes will send you a Mentor-Protégé Program application. The Small Business Program Steering Committee will review these applications quarterly. As the dispensation of your application is determined, you will be contacted by mail.



Supplier Diversity
 1430 Waukegan Road
 McGaw Park, IL 60085
 847.578-6799 tel
 847.785.6166 fax

Dear Supplier:

Thank you for your interest in the Cardinal Health Mentor-Protégé Program. Please complete the application below and return it to the Small Business Development Department, c/o Martha Holmes, at the address indicated above. If you have any questions regarding our mentoring program, please contact Ms. Holmes at (847) 578-6799. We recommend that you keep a copy of this information for future reference.

MENTOR-PROTÉGÉ APPLICATION

Company Name: _____
 DUNS Number: _____
If you do not know your DUNS number, contact Dun & Bradstreet at 1-800-333-0505 or www.dnb.com.
 Address: _____ Suite/Apt. #: _____
 City: _____ State: _____ Zip: _____
 Phone No.: _____ Fax No.: _____
 Web Site: www. _____ Email: _____
 Contact: _____ Title: _____

Application Date: _____

Please Check Boxes that Apply

Business Form: Corporation Partnership Sole Proprietor Other

Small Business Certification: Small Woman-Owned Small Disadvantaged

Check If You Have Electronic Data Interchange (EDI) Capability:

Principle Products or Services (Please Include a Product Line Card or a Service):

Cardinal Health reserves the right to request verification of the information contained in this application. Your Company should be aware that information provided by you in response may be provided to a department or agency of the United States or to a state agency with which Cardinal Health does business and may be relied upon by said federal department, agency or state agency. In the event any information provided above changes, you are required to promptly notify Cardinal Health and update your responses to this application.

State of Formation: _____



Other Locations: City: _____ State: _____
City: _____ State: _____
City: _____ State: _____

List all individuals or entities that own 10% or more equity or ownership interest in your company:

Year Operation Established: _____
Annual Sales \$: _____ Year: _____
Next Year's Projected Sales \$: _____
Total Number of Employees: _____ Number of Minority Employees: _____

Please state why you feel your firm is a good candidate for the Cardinal Health Mentor-Protégé Program.
(Please print).

Completed By: _____ (Please Sign) _____ (Title)

(Please Print)

Company Name: _____ Date: _____



SMALL BUSINESS CLASSIFICATIONS & DEFINITIONS

GOVERNMENT REGULATIONS: We are required by Public Law 95-507 and applicable Federal Government regulations to identify the size and ownership status of our suppliers. If you are unsure about your status, contact the nearest U.S. Small Business Administration Office (SBA) for guidance or see: <http://www.sba.gov/certifications>

SMALL BUSINESS: A business, including its affiliates, which is independently owned and operated, not dominant in the field of operation in which it is bidding on government contracts and qualified as a small business under the criteria in 13 C.F.R. Part 121 and the size standard applicable to this acquisition. The small business must be located and operate primarily in the U.S. Together with its affiliates, it must meet the numerical size standards based on business type or North American Industry Classification System (NAICS) Code.

SMALL-DISADVANTAGED BUSINESS: A small business that is at least 51 percent unconditionally owned by one or more individuals who are both socially and economically disadvantaged, or a publicly owned business that has a least 51 percent of its stock unconditionally owned by one or more socially (individuals that have been subjected to racial or ethnic prejudice or cultural bias) and economically (individuals whose ability to compete in the free enterprise system has been impaired due to diminished capital and credit opportunities) disadvantaged individuals and has its management and daily business controlled by one or more such individuals. The term also means a small business that is at least 51 percent unconditionally owned by an economically disadvantaged Indian tribe or Native Hawaiian Organization, or a publicly owned business that has at least 51 percent of its stock unconditionally owned by one of these entities, that has its management and daily business controlled by members of an economically disadvantaged Indian tribe or Native Hawaiian Organization, and that meets the requirements of 13 C.F.R. 124.

SMALL WOMAN-OWNED BUSINESS: A small business that is small pursuant to Small Business Administration regulations and which is owned by one or more women; or in the case of any publicly owned business, at least 51 percent of the stock of which is owned by one or more women; and whose management and daily business operations are controlled by one or more women.