



Company Background:

3M is an innovative company consisting of four core business groups:

- **Health Care** – This group spans the continuum of care and includes medical solutions, oral care, separation and purification sciences, health information systems, drug delivery systems, and food safety.
- **Safety & Industrial** – This business group serves the industrial, electrical and safety markets. It consists of personal safety, adhesives and tapes, abrasives, closure and masking systems, electrical markets, automotive aftermarket, and roofing granules.
- **Transportation & Electronics** – This group focuses on transportation and electronic original equipment manufacturer customers. This group is made up of electronics (display materials and systems, electronic materials solutions), automotive and aerospace, commercial solutions, advanced materials, and transportation safety.
- **Consumer** – This business group consists of home improvement, stationery and office supplies, home care, and consumer health care.

Top Health Care Questions:

- Capability statements including NAICS, CAGE, DUNS and Socio-economic certificates.
- Do you have regional and/or national coverage?
- Do you have your own warehouse?
- Submit Monthly Chargebacks & Tracing via EDI1867.
- Product must be ordered electronically from 3M health Care customer Service (EDI 850, 3M Order Center, or Print to 3M).
- Full line distributors pay invoices Net 90.
- Which group Purchasing Organizations are you an authorized distributor?

Corporate Questions

The 3M Supplier Responsibility Code outlines 3M's basic expectations for our suppliers in the areas of Management Systems, Labor, Health and Safety, Environment and Ethics.

- Can your company demonstrate that your business operates in full compliance with laws, rules and regulations of the locations in which your business operates?
- What do you have in place to ensure that your business fosters a safe workplace?
- What do you have in place that ensures that your business upholds the human rights of workers and treating them with dignity and respect?
- 3M has environmental standards. Are you willing to integrate environmental responsibility into your operations to safeguard the health and safety of workers and the public?
- Does your business have standards around ethics?
- Do you have systems in place to protect confidential information?
- Has your business ever had tax liens or been delinquent in filing taxes?
- Any pending/past judgements or liens against your business?
- If required, does your business have insurance?
- If in the business of manufacturing, does your company have a quality manual?
- 3M has a "No Counterfeit Material" requirement. Do you have processes in place to ensure that counterfeit material will not be sold to 3M?
- Does your business have traceability of components down to the lowest tier supplier?

Applicable NAICS Codes:

Category	NAICs	Description
Health Care	334510	Medical cleaning equipment, ultrasonic, manufacturing
Health Care	339112	Surgical and Medical Instrument Manufacturing
Health Care	339113	Surgical Appliance and Supplies Manufacturing
Health Care	339114	Dental Equipment and Supplies Manufacturing
Health Care	423450	Medical Dressings, tapes and supplies (except household first aid kits and non-surgical bandages) merchant wholesalers
Health Care	532490	Medical equipment (except home health furniture and equipment) rental or leasing
Health Care	622110	General Medical & Surgical Hospitals
Health Care IT	518210	Data Processing, Hosting, and Related Services
Health Care IT	541511	Custom Computer Programming Services
Health Care IT	541512	Computer Systems Design Services
Facility Services	561210	Janitorial Services & Supplies
Emergency Relief	624230	Disaster Services (Respirator Masks)

In addition to the above NAICS, 3M also purchases the below categories.

- Assembly, Packaging & Filling Goods & Services
- Capital Equipment and Construction
- Chemicals
- Cloth & Fibers
- Converting, Tape & Abrasives G&S
- Electronics & Metals
- Energy
- Fleet & Travel
- IT
- Logistics
- Molding Goods & Services
- MRO/Site Services
- Packaging
- Papers
- Polymers
- Professional Services Human Resources, R&D & Legal
- Professional Services Marketing & Finance