

PROJECT ONE OPPORTUNITY NETWORK ENHANCEMENT 2.1 ROLL MEETING



AGENDA

- WELCOME
- OPENING REMARKS
- PROJECT ONE 2.1 OVERVIEW
- REQUIREMENTS, EXPECTATIONS, RESULTS
- MBDA BUSINESS CENTER
- BIZ EQUITY
- NEXT STEPS
- Q&A



PROJECT ONE 2.1 OVERVIEW

LOUIS GREEN

President and CEO

Michigan Minority Supplier Development

Council

(MMSDC)



HISTORICAL PRESEPECTIVE

- Established 14 Years ago in 1998
- Market driven program designed to enhance business relationships between Corporate Members and Minority Business Enterprises through the implementation of business modules
- Catalyst for sparking business relationships
- Defining effective procurement policies
- Vendor assessment



2.1 NEW VISION

World Class
Corporations
And
Minority Business
Enterprises





 Strategic/Preferred/Core Sourcing Opportunities

MBE Capacity Building

 Corporate Supplier Diversity Program Development



Strategic Sourcing

- Defined Strategic Opportunities
- MBE Strategic Matching
 - Product or Service Specific
- Develop Strategic Supplier Relationships



MBE Capacity Building

- Assessment
- Core Curriculum
 - Finance
 - Economics
 - SWOT/Strategic Planning
 - Negotiation
 - Quality Improvement
 - Human Capital



Corporate Development

- Supplier Diversity Assessment
- Core Curriculum
 - NMSDC 8 Best Practices Rational
 - RGMA Scale
 - Business Case and ROI
 - Benefits of MBE Development
 - Continuous Improvement
 - 2nd Tier Development-Multiplier Effect



MBE REQUIREMENTS CORPORATE EXPECTATIONS and RESULTS

JAMES B. FRANKLIN III

Vice President, Member Service
and Project ONE Coordinator

MMSDC



MBE REQUIREMENTS

- Basic clients of the MBDA Business Center-Michigan
- Participate in assessments and Core Curriculum Sessions
- MBE to MBE business opportunity leads
- Achieve annual six percent (6%) MBE to MBE spend
- Report Annual and Quarterly MBE spend to MMSDC
- MMPC & Opportunity Fair: booth or higher sponsorship
- Maintain 70% module attendance



CORPORATE EXPECTATIONS

- Prepare and submit a bi-annual Strategic Sourcing Opportunity List
- Participate in Supplier Diversity Assessment and Core Curriculum Sessions
- Report Annual and Quarterly MBE spend Reports to MMSDC
- Report MBE Spend and referrals to Module
- Mentored supplier relations: individual meetings, distribution of opportunities or referrals
- MMPC and Opportunity Fair: booth or higher sponsorship
- Maintain 70% Module attendance



Results

Corporations

- More visibility for your supplier diversity efforts internally and externally
- Reduce risk with stronger MBE suppliers
- Measurable ROI

MBEs

- Increased Capacity
- Job Creation and Retention
- Specific B2B invitations
- Advanced Contract opportunities for program graduates
 - C-Suite Level connections

MBDA Business Center Detroit

Project ONE Introduction





Serving Minority Businesses Since 1969

- The only federal agency dedicated to fostering the growth and global competitiveness of minority owned firms
- In 2010:
 - MBDA helped minority firms access nearly \$4
 billion in contracts and capital.
 - As a result of MBDA's programs and services more than 6,000 new jobs were created and thousands more retained.
- MBDA funds a nationwide network of technical assistance programs titled MBDA Business Centers



NO LIMITS





SALESFORCE





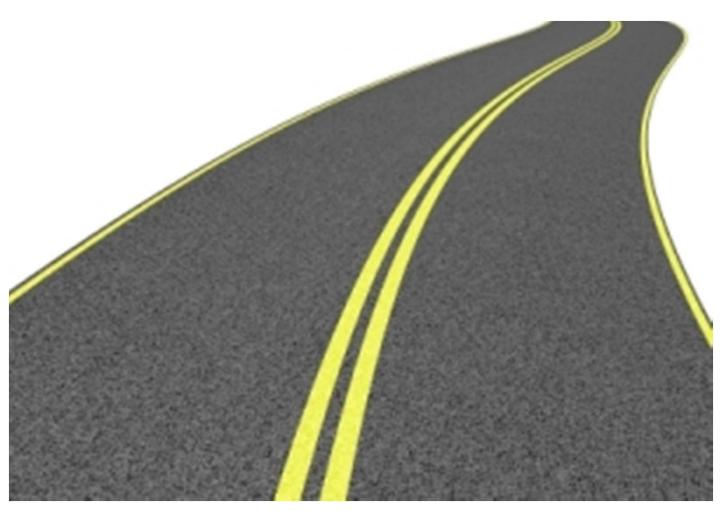
Connecting clients and opening doors

- New Customers
- Joint Ventures
- Strategic Alliances





PATHWAYS TO SUCCESS





Individualized Pathways

- Certifications
 - -8A
 - GSA Schedule
 - HUB Zone
 - Veteran
 - DBE/AC DBE
- MBE Certification across NMSDC Councils



Individualized Pathways

- B2B Sessions
- Customized bids
- Provide leads on specific contracts



Access to Capital







Access to Capital

- Traditional Banking
- Non-Traditional Sources of Financing
 - ICI Program
 - BCF Fund
 - -SBA





BIZ EQUITY

LOUIS GREEN President and CEO MMSDC



BizEquity

BizEquity Valuations

Based on your inputs, we have computed the following estimated valuations:

Expected Business Valuation: The Expected Business Value is the most likely estimated value of this business.	\$301,807
Optimistic Business Value: The Optimistic Business Value is the most likely estimated value of this	\$331,988
business if you believe it will outperform the local industry.	
Pessimistic Business Value:	\$211,265
The Pessimistic Business Value is the most likely estimated value of this business if it were to face unexpected difficulties.	
Liquidation Business Value:	\$63,050
The Liquidation Value is based on the information you provided on the market values of your business's Fixed Assets and Total Debt.	\$00,000

Financial Snapshot

Estimated fair market value for Beta International Corporation

\$301,000

Estimated 2008 Cash Flow	\$77,000
Return on Equity (ROE)	110.30%
Customer Concentration 2 customers accounting for \$75,000 of Revenues or 30% during 2008	LOW
Pretax Income	Below Industry Avg
Cash-Flow-to-Revenue Ratio	Above Industry Avg



- Corporate Participants- Complete
 - Survey-Strategic Opportunity List
- MBEs- Complete MBDA Business Center and New Project ONE Applications
- MBE Assessment
- Corporate Assessment
- MBE Matching and Module Referrals



Contact Us

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