

The 2nd DONE DEALS™ Generation

22 WBCS Sustaining Members did a total of over
\$120 MILLION
worth of business with WBEs last quarter!

CATEGORY: FIRST TIME BUSINESS DEAL

Deborah Horton, Supplier Diversity Manager for the Army & Air Force Exchange Service (AAFES) (www.aafes.com) announces a first time business deal with WBE, Pinnacle Technical Resources (www.Pinnacle1.com). "Jodi Watkins, Resource Manager for Pinnacle, is proof that persistence pays off. She has been pursuing a relationship with AAFES for several years," says Horton.

Recently, Pinnacle Technical Resources won a contract to provide temporary staffing for the AAFES Military Star call center. "AAFES is very pleased with our services and has extended numerous requests for information for our other services including IT consulting and recruiting, IT solutions, vendor management services, clerical/administrative staffing and payroll services," states Ms. Watkins.

CATEGORY: DEAL—A RESULT OF WBCS CERTIFICATION

Paula Ramirez, Business Developer Manager for 1400 Words (www.1400words.com) has been busy since the company's certification last November. They have a new project with a WBCS Sustaining Member which resulted from being certified.

For Hewlett-Packard Company, 1400 Words will be developing a communication strategy and key messaging deliverables to help HP's Technology Solutions Group (TSG) communicate its commitment to environmental stewardship. In particular, they will bring clarity to TSG's multifaceted "green business" initiative. "We are thrilled to be working with HP Software on this important and high-profile project," says Bowles.

Out of 76 WBCS Sustaining Members, these listed in the margins of page one and two reported their quarterly spend numbers with WBCS WBEs.

Don't see your company listed?

Submit your Q2 '09 WBE spend by **July 30th**
to be included in the next issue

AND to secure your eligibility for the new Done Deals Award!

Email Dana Luna at dluna@wbcsouthwest.org for more information.
www.wbcsouthwest.org

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quarter 1 '09

Alcatel-
Lucent
done deals with
15 WBEs
www.alcatel-lucent.com

American
Airlines
done deals with
6 WBEs
www.aa.com/supplierdiversity

Army & Air
Force Exchange
Service
done deals with
2 WBEs
www.aafes.com

Baylor Health
Care System
done deals with
10 WBEs
www.baylorhealth.com

Bell Nunnally
& Martin
done deals with
1 WBE
www.bellnunnally.com

BNSF
Railway
done deals with
7 WBEs
www.bnsf.com

Brinker
International
done deals with
2 WBEs
www.brinker.com

Capgemini
Energy
done deals with
3 WBEs
www.capgemini.com

City of
Dallas
done deals with
1 WBE
www.dallascityhall.com

DFW
International
Airport
done deals with
7 WBEs
www.dfwairport.com

EDS
an HP
Company
done deals with
9 WBEs
www.hp.com

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CATEGORY: ONGOING BUSINESS DEAL

Wendy Fahle, Owner of W.M. Martin Advertising (www.wmmadv.com) announces an ongoing deal with fellow WBE, T W Design (www.twdesign.com). W.M. Martin Advertising provided promotional materials for a Frito Lay corporate meeting. "Wendy and her team, stepped in and provided excellent service after a last minute change in venue required all hands on deck. We were able to deliver a tremendous client experience on time and on budget with Wendy's help," says Aaron Fox, Director of Marketing for T W Design.

CATEGORY: WBCS DEAL

Brenda Ferrell, with Graphic Network (www.graphicnetwork.com) announces a new deal with fellow WBE, Eve Fields with MEB Construction (www.mebconstruction.org). The two companies met while working on the BusinessWorks silent auction committee together. Graphic Network provided shirt embroidery for MEB. "Eve is a pleasure to work with on the Silent Auction committee and as a customer," says Ferrell.

CATEGORY: WBCS DEAL

Paula Ramirez, Business Developer Manager for 1400 Words (www.1400words.com) announces business with fellow WBE, W.M. Martin Advertising (www.wmmadv.com). "W.M. Martin Advertising provided coolies and word magnets for us to hand out at the WBCS BusinessWorks! event in April. We were introduced to each other by another WBE company, TW Design. Not only was she a WBE but she had the best price for the items," says Ramirez.

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Energy
Future
Holdings
done deals with
11 WBEs
energyfutureholdings.com

FedEx
Office
done deals with
6 WBEs
www.fedex.com/us/office

Fluor
done deals with
4 WBEs
www.fluor.com

J.C. Penney
Company
done deals with
17 WBEs
www.jcpenney.com/supplierdiversity

Jackson
Walker, L.L.P.
done deals with
1 WBE
www.jw.com

Lockheed
Martin
done deals with
8 WBEs
www.lockheedmartin.com

Oncor
done deals with
11 WBEs
www.oncor.com

Southwest
Airlines
done deals with
9 WBEs
www.swa.aeglobal.com

Texas
Instruments
done deals with
25 WBEs
www.ti.com

Wal-Mart
Stores
done deals with
27 WBEs
www.walmartstores.com

Windstream
Communications
done deals with
4 WBEs
www.windstream.com

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