

The 2nd DONE DEALS™ Generation

22 WBCS Sustaining Members did a total of over
\$80 MILLION
worth of business with WBEs last quarter!

CATEGORY: ONGOING BUSINESS DEAL

Tanya Conovaloff, Director of Accounts for CS Creative (www.cs-creative.com) announces an ongoing business deal with Texas Instruments (www.ti.com)!

"We began our relationship with Texas Instruments approximately 13 years ago working on design, marketing and advertising projects. In 2004 we had the opportunity to place a full-time CS Creative designer onsite at TI as a contractor. Since then we have continued to expand not only our project work with TI, but the number of marketing resources working on-site with them.

"2010 has started off on a positive business note for us, especially with our relationship with Texas Instruments. We've been able to help with varied advertising and marketing projects as well as work in anticipation of an upcoming national conference. Additionally, we've placed another full-time person on-site in the global internet marketing department and several part-time contractors in various marketing departments. All of this 2010 activity is a terrific testimony to an upswing in business for us and TI. It's always a thrill for us to be able to help support our client's marketing efforts in so many areas," says Conovaloff.

Do YOU want to be in a Done Deals article?

Go online to
http://wbcsouthwest.org/done_deals_view.aspx
and click on "**Submit Your Done Deal Today**".

It only takes a few minutes! Your article will be emailed to you and the company you are doing business with BEFORE publication.

**Don't miss out on this great chance to publicize your company!
(Both WBEs AND Sustaining Members can submit.)**

the
BIG
picture
quarter 4 '09

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

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

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

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

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

Brinker
International
done deals with
7 WBEs
www.brinkerdiversity.com

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

Energy
Future
Holdings
done deals with
13 WBEs
energyfutureholdings.com

Ericsson
done deals with
6 WBEs
www.ericsson.com

FedEx Office
done deals with
4 WBEs
www.fedex.com

Fluor
done deals with
3 WBEs
www.fluor.com

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**CATEGORY: FIRST TIME BUSINESS DEAL • "ACE" DEAL
• GMA'S TOP TEN DEALS**

Ghader A Mirak, AIA, principal of GMA International Inc, Architects, Interiors, Planners (www.gmainet.com) announces a new done deal with Sustaining Member, Dallas Independent School District (www.disd.org). GMA responded to an RFQ from DISD 2008 Phase-I Bond Program.

As an Associate Architect, GMA was selected to work on design of the new Early College High School Project in south Dallas. In 2009 and 2010, GMA worked with SHW Group (Prime Architect) and provided architectural services in design development, and construction document phases of the Project. Construction will start in 2010 and finish by summer 2011.

Out of 80 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 Q1 '10 WBE spend report by **April 30th.***

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

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Frito-Lay
done deals with
11 WBEs
www.fritolay.com

Hewlett-Packard
done deals with
5 WBEs
www.hp.com

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

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

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

Oncor

done deals with
15 WBEs
www.oncor.com

Raytheon
done deals with
2 WBEs
www.raytheon.com

Sanmina-SCI
Corporation
done deals with
3 WBEs
www.sanmina-sci.com

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

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

Windstream
done deals with
6 WBEs
www.windstream.com