

# The 2nd DONE DEALS™ Generation

20 WBCS Sustaining Members did a total of over  
**\$51 MILLION**  
worth of business with WBEs last quarter!

## CATEGORY: MULTI YEAR DEAL

Deborah Horton, Supplier Diversity Manager for the Army & Air Force Exchange Service ([www.aafes.com](http://www.aafes.com)) announces a new done deals with Texas Treats ([www.texas treats.com](http://www.texas treats.com)). A contract was just signed for Texas Treats to sell via the AAFES online mall. "I met Jackie at one of the WBCS evening mixers when I was brand new to this job. Jackie saw me standing alone and made a special effort to greet me and welcome me to the group!" says Horton.

## CATEGORY: MULTI YEAR DEAL

Roland Muller, General Manager of JanTech Staffing Services ([www.jantechstaffing.com](http://www.jantechstaffing.com)) announces a multi-year contract with Pinnacle Technical Resources ([www.Pinnacle1.com](http://www.Pinnacle1.com)).

"JanTech was selected as a primary vendor to support Pinnacle for their contract with Energy Future Holdings (formerly TXU) (<http://www.energyfutureholdings.com>). This was based on our membership in the WBCS and our prior relationship with TXU," says Muller.

"The additional benefits of Jan Tech being a woman owned company and an active member of the WBCS make this a win-win for Pinnacle and EFH with our commitment to Supplier Diversity, says Ben Ezzell with EFH (Luminant).

### *How can my company be featured in a Done Deals™ article?*

Go to [www.wbcswest.org](http://www.wbcswest.org) and enter your deal information on the Done Deals page. All involved parties will be emailed to submit approval before the article is published.

Questions? Email [Dana Luna](mailto:Dana.Luna@wbcswest.org),  
WBCS Consultant at [dluna@wbcswest.org](mailto:dluna@wbcswest.org)

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**BIG**  
picture  
quarter 4 '08

**Alcatel-  
Lucent**

done deals with  
13 WBEs  
[www.alcatel-lucent.com](http://www.alcatel-lucent.com)

**American  
Airlines**

done deals with  
7 WBEs  
[www.aa.com/  
supplierdiversity](http://www.aa.com/supplierdiversity)

**Army & Air  
Force Exchange  
Service**

done deals with  
3 WBEs  
[www.aafes.com](http://www.aafes.com)

**Baylor Health  
Care System**

done deals with  
15 WBEs  
[www.baylorhealth.com](http://www.baylorhealth.com)

**BNSF  
Railway**

done deals with  
10 WBEs  
[www.bnsf.com](http://www.bnsf.com)

**Brinker  
International**

done deals with  
7 WBEs  
[www.brinker.com](http://www.brinker.com)

**Capgemini  
Energy**

done deals with  
5 WBEs  
[www.capgemini.com](http://www.capgemini.com)

**DFW  
International  
Airport**

done deals with  
7 WBEs  
[www.dfwairport.com](http://www.dfwairport.com)

**EDS  
an HP  
Company**

done deals with  
13 WBEs  
[www.hp.com](http://www.hp.com)

**Energy  
Future  
Holdings**

done deals with  
9 WBEs  
[energyfutureholdings.com](http://energyfutureholdings.com)

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## CATEGORY: Ongoing Business Deal

Tiffany Holbrook, Sr. Account Specialist for United One Source ([www.unitedonesource.com](http://www.unitedonesource.com)) announces a ongoing business deal with fellow WBE, Single Source ([www.sscabinetsupplies.com](http://www.sscabinetsupplies.com)). The deal is for 48 cases of 80 gauge stretch film. "I truly enjoy working with Benita at Single Source, she is very supportive of our WBE network. I look forward to a long business relationship with her," says Holbrook.

*Out of 84 WBCS Sustaining Members,  
these listed in the margins on  
page one and two reported their  
quarterly spend numbers with WBCS WBEs.*

*Don't see your company listed?*

*Submit your spend each quarter.  
The Council will email you a reminder!  
[www.wbcswest.org](http://www.wbcswest.org)*

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picture  
quarter 4 '08

FedEx  
Office  
done deals with  
6 WBEs  
[www.fedex.com/us/office](http://www.fedex.com/us/office)

Fluor  
done deals with  
4 WBEs  
[www.fluor.com](http://www.fluor.com)

J.C. Penney  
Company  
done deals with  
26 WBEs  
[www.jcpenney.com/supplierdiversity](http://www.jcpenney.com/supplierdiversity)

Jackson  
Walker, L.L.P.  
done deals with  
1 WBEs  
[www.jw.com](http://www.jw.com)

Lockheed  
Martin  
done deals with  
6 WBEs  
[www.lockheedmartin.com](http://www.lockheedmartin.com)

Oncor  
done deals with  
10 WBEs  
[www.oncor.com](http://www.oncor.com)

Parkland  
Health and  
Hospital  
done deals with  
2 WBEs  
[www.parklandhospital.com](http://www.parklandhospital.com)

Southwest  
Airlines  
done deals with  
9 WBEs  
[www.swa.aecglobal.com](http://www.swa.aecglobal.com)

Texas  
Instruments  
done deals with  
27 WBEs  
[www.ti.com](http://www.ti.com)

Windstream  
Communications  
done deals with  
6 WBEs  
[www.windstream.com](http://www.windstream.com)