

The 2nd DONE DEALS™ Generation

25 WBCS Sustaining Members did a total of over
\$92 MILLION
worth of business with WBEs last quarter!

CATEGORY: FAST DEAL

Susan Parker, relocation specialist & project manager for Texas Moving Co., Inc. (www.texasmoving.com) announces a transportation deal with Sustaining Member, DISD (www.dallasisd.org)! Texas Moving is providing moving services of newly adopted or surplus textbooks. These two companies met through Council events several years ago.

"This is the third year out of the last four that Texas Moving has won the business with DISD for the Textbook Project," says Parker. She adds, "The DISD project is perfect for an Office & Industrial Mover that does the majority of work on the week-ends. The DISD project allows us to work 8-5 Mon-Thurs while leaving our weekends to our regular and new customers."

"It is always great to work with Texas Moving. They definitely know what DISD needs and they are accomplishing our needs on the Textbook Project," says Tommi Lyle, M/WBE Specialist for DISD.

CATEGORY: WBCS DEAL

Donna Bender, president & CEO of The Donna Bender Company (www.donnaco.com) announces a new done deal with WBE, Integrated Environmental Solutions (www.intenvsol.com). These two companies met through the Council's ACE Committee and also at the BusinessWorks event.

"It was great working with Rae Lynn and IES and to help them develop marketing materials using recycled and reusable products that will promote their Sustainable Company and further build her brand," says Bender.

CATEGORY: FIRST TIME DEAL

Valerie Pelan, president of Integrated Focus (www.integratedfocus.com) and Certified Leadership Coach announces a first time business done deal with Frito-Lay (www.fritolay.com). Integrated Focus provided leadership coaching, performance assessment and behavioral communications.

"I met Valerie of Integrated Focus at a WBCS event and we had a follow-up meeting. Valerie was patient to learn the Frito-Lay culture and establish relationships. Subsequently, a client was referred. We are very pleased with Integrated Focus's service and capability," says Jean Lacefield, Group Manager Supplier Diversity for Frito-Lay, Inc.

the
BIG
picture
quarter 2 '10

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www.alcatel-lucent.com

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and
ML Wealth Mgmt.
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12 WBEs
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Karen Parrish, president of All-Wet Water Company (www.allwetwater.com) and Susan Zablocki, sourcing senior manager with JCPenney (www.jcpenny.com) announce a fantastic new deal! After working on several Council Committees over the years and building a relationship with Connie Magers, All-Wet Water was awarded a large custom labeled bottled water order for a JCPenney event in June.

"We had several opportunities over the years for sourcing water for our Company, but it wasn't until we had a large event here in Dallas with all of our suppliers and Home Office associates that a deal finally came together. I was very confident All-Wet Water could provide the products and services we needed. As expected, they delivered a fantastic product, at a great price and superb quality. We couldn't have done it without them!" says Connie Magers, Procurement Director for JCPenney.

"It is so important to become involved with the Council. Through your involvement and persistence, you will get that 'Deal' you have been waiting for," add Magers.

CATEGORY: WBCS DEAL

Christina Long, marketing manager for Luna Data Solutions (www.lunadatasolutions.com) announces business with fellow WBE, American Innovations (www.aiworldwide.com). "I emailed Suzanne Tappe [Manager, American Innovations] acknowledging my company is also a WBE partner and stated I was interested in working with a like-minded company. Suzanne was more than enthused to utilize Luna Data Solutions as a technical recruiting vendor when she learned our company is also a WBE member," states Long.

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