

The 2nd DONE DEALS™ Generation

27 WBCS Sustaining Members did a total of over
\$119 MILLION
worth of business with WBEs last quarter!

**CATEGORY: WBCS DONE DEAL •
WBE BREAKTHROUGH DONE DEAL • STRATEGIC ALLIANCE**

Lee Ann Packard, president & CEO of [Marfield Corporate Stationery](#) announces done deals with FIVE WBEs! Marfield is reaping the rewards of using their WBCS certification to market their products and services to fellow WBEs. Marfield provided printed business cards and stationery products for [Two Sisters Bakery](#) and [Élan Partners](#). For PerroneRX, LLC, they provided custom printed presentation folders.

For [The TransSynergy Group](#), Marfield provided printing services. "I met Donna through the Council and she bought product for her company's new location and for a client of hers who needed her to handle the printing along with her marketing services," says Packard.

"I love working with Marfield. They share my commitment to quality, which is extremely important in printing projects," says Donna Hegdahl, president of The TransSynergy Group.

Finally, in a deal with [Ultimate Health Matters](#), Marfield provided quality design and printing of marketing materials. "Lee Ann and her group are exceptionally responsive and easy to work with. I enjoyed the whole experience and will continue to work with Marfield on future needs," says Jana Long, partner for Ultimate Health Matters.

CATEGORY: WBCS DONE DEAL

Helen Wathen, vice president for [Merrill Lynch/Bank of America](#) announces business with [The Donna Bender Company](#), providing desk cell phone holders.

"Donna and I met at the WBCS *businessWORKS!* in 2010 and have done several deals together since then. She has fresh ideas in a market that can sometimes get stale. I love the way she follows up and follows through!" says Wathen.

the
BIG
picture
quarter 2 '11

Alcatel-
Lucent
done deals with
11 WBEs
[www.alcatel-lucent.com](#)

American
Airlines
done deals with
5 WBEs
[www.aa.com/supplierdiversity](#)

Army & Air Force
Exchange Service
done deals with
8 WBEs
[www.shopmyexchange.com](#)

Baylor Health
Care System
done deals with
16 WBEs
[www.baylorhealth.com](#)

BNSF
Railway
done deals with
13 WBEs
[www.bnsf.com](#)

Brinker
International
done deals with
5 WBEs
[www.brinkerdiversity.com](#)

City of Dallas
done deals with
7 WBEs
[bids.dallascityhall.com](#)

DCCCD
done deals with
5 WBEs
[www.dcccd.edu/BusinessDiversity](#)

DFW
International
Airport
done deals with
15 WBEs
[www.dfwairport.com](#)

Energy
Future
Holdings
done deals with
23 WBEs
[energyfutureholdings.com](#)

Ericsson
done deals with
9 WBEs
[www.ericsson.com](#)

FedEx
Office
done deals with
4 WBEs
[www.fedex.com/us/office](#)

Fluor
done deals with
9 WBEs
[www.fluor.com](#)

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CATEGORY: WBCS DONE DEAL • FIRST TIME BUSINESS DONE DEAL • NEW WBE BREAKTHROUGH DONE DEAL • RESULT OF CERTIFICATION DONE DEAL

Sue Abrams, owner of [Sue Abrams Productions](#), announces a brand new deal with fellow WBE, [Cleves Research](#). These two companies met as a result of being exhibitors at the WBCS *businessWORKS!* event last spring. Sue Abrams Productions produced a sales video for Cleves Research.

“Sue Abrams Productions’ video allows us to sell our background research capabilities without hiring an extra salesperson. It’s been a very effective tool,” says Sharon Sutilla, Cleves Research.

DONE DEALS REPORTING

Out of 80 WBCS Sustaining Members, these listed in the margins of page one and two reported their quarterly spend numbers with WBCS WBEs.

Sustaining Members...report your spend and be a part of this list!

*Submit your quarterly WBE spend report by **October 21st** so you will be recognized at the **Power to Potential** event on November 8th.*

*Also, new streamlined Done Deals reporting tools are in the works! Hear more about it at **Power to Potential**.*

Email dluna@wbcsouthwest.org for details or visit www.wbcsouthwest.org for more information!

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

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

J.C. Penney Company
done deals with
24 WBEs
jcpennysupplierdiversity.com

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

LSG Sky Chefs
done deals with
2 WBEs
www.lsgskychefs.com

Merrill Lynch/
Bank of America
done deals with
1 WBE
www.ml.com

Oncor
done deals with
8 WBEs
www.oncor.com

Parkland Foundation
done deals with
10 WBEs
www.parklandhospital.com

Raytheon
done deals with
1 WBE
www.raytheon.com

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

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

Verizon
done deals with
2 WBEs
www.verizon.com

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

Xerox
done deals with
17 WBEs
www.xerox.com