

The 2nd DONE DEALS™ Generation

20 WBCS Sustaining Members did a total of over
\$69 MILLION
worth of business with WBEs last quarter!

CATEGORY: WBCS DEAL

Shawn Patterson, Branch Director for MDI Group (www.midgroup.com) announces a done deal that is a direct result of purchasing an Executive Luncheon (View from the Top auction) at the WBCS Southwest Women's *businessWORKS!* event in April.

Since August 2009, Sustaining Member, Fluor (www.fluor.com) has solicited the help of MDI in providing top quality, competitively priced IT consultants. MDI has been asked to provide talent on two separate occasions in the last nine months, and successfully filled each position. In both cases, MDI beat out competitors with many years of experience working with Fluor. MDI consultants support Fluor in the roles of IT Security Analyst and IT Business Controls Analyst.

The MDI team visited the Fluor headquarters in Dallas and another Fluor office in California, where many of the CIO's direct reports and team members reside. MDI met with several key members of the IT Executive team and

CATEGORY: WBCS DEAL

Patti Winstanley, President of Aztec Promotional Group, LP (www.aztecworld.com) announces a done deal with Sustaining Member, Dell (www.dell.com)! These companies met through WBCS events. Aztec provided promotional items for the WBENC national conference in Baltimore in June. "Aztec was again happy to be able to work with Dell for giveaway items for the national conference," says Winstanley.

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

*Submit your Q2'10 WBE spend
report by **July 30th***

Email dluna@wbcsouthwest.org for details.

the
BIG
picture
quarter 1 '10

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

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

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

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

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

Ericsson
done deals with
6 WBEs
www.ericsson.com

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

Fluor
done deals with
6 WBEs
www.fluor.com

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

Hartman
Leito & Bolt
done deals with
3 WBEs
www.hilblp.com

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

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CATEGORY: FIRST TIME DEAL • WBCS DEAL

Charlotte Davis, CMP, president of Event Source Professionals, Inc. (www.espinc-usa.com) announces a done deal with Business Interiors (www.businessinteriors.com)! Event Source Professional provided event planning and management for Business Interiors 40th Anniversary Awards event at Lone Star Park on Saturday, June 12, 2010. "Event Source Professionals is grateful for the opportunity to be of service and initiate our first 'Done Deal'. This connection would not have happened if we had not been a part of the Council's *businessWORKS!* expo!" says Davis.

CATEGORY: WBCS DEAL

Jamey Wozniak, owner and president of Joes Hitch, Trailer & Truck Accessories (www.joes-hitchandtrailer.com) announces a new done deal with The TransSynergy Group (www.trans synergy.com) after meeting at the April Southwest Women's *businessWORKS!* event.

Jamey wanted a strategic plan for the entire organization to take her beyond her existing growth strategies. It needed to include a new branding strategy to take her into different markets, and since she doesn't have time or dollars to waste, every marketing decision needed to be "the right one." The TransSynergy Group half-day workshop included her entire management team and created a big picture plan for significant growth. Everybody's on the same page and ready to grow.

"Jamey's team was already successful had great ideas. It helped to have an objective resource asking them the right questions and pushing for new shared vision," Donna Hegdahl, President of The TransSynergy Group.

the
BIG
picture
quarter 1 '10

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

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

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

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

Oncor

done deals with
23 WBEs
www.oncor.com

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

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

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

Windstream
done deals with
6 WBEs
www.windstream.com

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Go online to

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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.)**

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