

The 2nd DONE DEALS™ Generation

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

CATEGORY: FIRST TIME BUSINESS DEAL

Baylor Health Care System (www.baylorhealth.com) announces a first-time business done deal with WBE, Business Interiors (www.businessinteriors.com). Health Texas Provider Network (HTPN) represents the physician arm of Baylor. Business Interiors has provided HTPN with five orders of office, lobby and clinical furniture, with each order exceeding \$5K.

An account executive for Business Interiors, met Pam Steele, Organization Development Director for Baylor (HTPN) at a luncheon back in spring '08. Business Interiors discussed their products and services with Pam, which eventually led to business opportunities with Baylor, starting in June.

It worked to HTPN's advantage as the purchase went against a previously negotiated contract with Business Interiors and Baylor's GPO (Group Purchasing Organization), Novation. This contract gives Baylor increased buying power.

"In our business, we are in constant motion in developing new medical practices across the Metroplex. We are usually meeting a quick deadline and have found a great partner in the 'rush' with Business Interiors. We look forward to many years as partners," says Cheryl Keith, Director of Development for Baylor (HTPN).

Out of 84 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 '09 WBE spend by **April 17th**
to be included in the issue that will premier at BusinessWorks
AND to secure your eligibility for the new Done Deals Award!

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

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quarter 4 '08

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

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

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

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

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

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

Capgemini
Energy
done deals with
5 WBEs
www.capgemini.com

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

EDS
an HP
Company
done deals with
13 WBEs
www.hp.com

Energy
Future
Holdings
done deals with
9 WBEs
energyfutureholdings.com

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CATEGORY: MULTI-YEAR CONTRACT DEAL

Deborah Horton, Supplier Diversity Manager for the Army & Air Force Exchange Service (AAFES) (www.aafes.com) announces a multi-year contract with WBE, Strategic Staffing Solutions (www.strategicstaff.com). The two companies met at the national WBENC conference last summer and the deal was solidified at the WBCS Harvesting Partnerships event. Strategic Staffing Solutions will provide IT staffing.

CATEGORY: WBCS DEAL

Lee Ann Packard, President of Marfield Corporate Stationery (www.marfield.com) announces business with Henslee Schwartz LLP (www.hensleeschwartz.com). "Marfield is thrilled to do business with a fellow WBE and excited that Henslee Schwartz found us through the WBCS," says Packard. Marfield is providing printed business cards and stationery for the firm.

"It is a pleasure to do business with Marfield. They are quick, efficient and produce a quality product," says Nina Scott, COO for Henslee Schwartz.

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FedEx
Office
done deals with
6 WBEs
www.fedex.com/us/office

Fluor
done deals with
4 WBEs
www.fluor.com

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

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

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

Oncor

done deals with
10 WBEs
www.oncor.com

Parkland
Health and
Hospital
done deals with
2 WBEs
www.parklandhospital.com

Southwest
Airlines
done deals with
9 WBEs
www.swa.aecglobal.com

Texas
Instruments
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27 WBEs
www.ti.com

Windstream
Communications
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6 WBEs
www.windstream.com

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