

The 2nd DONE DEALS™ Generation

20 WBCS Sustaining Members did a total of over
\$67 MILLION
worth of business with WBEs last quarter!

CATEGORY: MULTI-YEAR CONTRACT DEAL

Shawn Patterson, Branch Director for MDI Group (www.mdigroup.com) announces a multi-year contract with Windstream (www.windstream.com). MDI will provide IT Consulting for Windstream. "MDI Group looks forward to supplying Windstream with additional quality IT Resources in the near future," says Patterson.

CATEGORY: FIRST TIME BUSINESS DEAL

Paula McIntyre, President of My Personal Valet (www.mpvalet.com) announces a first time deal with Lynne Malkoff Promotions (www.LMPspecialties.com). The two WBEs met at the WBCS BusinessWorks event last year. Following the event, Paula received a promotional email and consequently purchased duffle bags from Lynne. The duffle bags were used as a hospitality bag for a My Personal Valet client. "Lynne and her staff were extremely helpful. They made my job so much easier," says McIntyre.

Out of 80 WBCS Sustaining Members, these listed in the margins of page one and two 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

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.hlbllp.com

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

The 2nd DONE DEALS™ Generation

20 WBCS Sustaining Members did a total of over
\$67 MILLION
worth of business with WBEs last quarter!

CATEGORY: ONGOING BUSINESS DEAL

Sue Clancy, President of BIZPHYX, INC. (www.bizphyx.com) announces a done deal with Sustaining Member, AT&T (www.attsupplierdiversity.com). BIZPHYX is providing TL 9000 Consulting for AT&T's suppliers. "We are thrilled to be working with AT&T's diverse suppliers once again towards TL 9000 certification." Jennifer Simcox, Vice President.

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

Do YOU want to be in a Done Deals article?

Go online to
http://wbcsouthwest.org/done_deals_view.aspx
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.)