

The 2nd DONE DEALS™ Generation

25 WBCS Sustaining Members did a total of over
\$98 MILLION
worth of business with WBEs last quarter!

CATEGORY: FIRST-TIME BUSINESS DEAL

Deborah L. Horton, supplier diversity manager for Army & Air Force Exchange Service (www.shopmyexchange.com) announces a new contract with Avizion Technologies Group (www.aviztech.com). Pam Morris with Avizion met Deborah at a WBCS function in early 2009 and then completed the Exchange on-line application. Since then, RFQs were submitted and in November 2010 a contract was executed with potential ongoing IT staffing opportunities.

"We look forward to reporting a MEGA Done deal in the future. Avizion Technologies was very persistent in pursuing opportunities with the Exchange. This is a prime example of how hard work and perseverance can open doors and make it a win-win for WBEs and Sustaining Members!" exclaims Horton.

CATEGORY: WBCS DONE DEAL

Sheree L. Hukill, managing partner for Integrated Concepts (www.iconceptsync.com) announces business with Travel Leaders/Bentley Hedges Travel (www.travelleaders.com/oklahomacityok/index.htm). These two WBEs met at WBCS events. Travel Leaders is providing travel services to Integrated Concepts. "We look forward to working with Travel Leaders as the travel agent for the OTT-NOW project, an Office on Violence Against Women Rural Domestic Violence grant program," says Hukill.

CATEGORY: WBCS DONE DEAL

Deborah Cooper, president of Mona Lisa West Agency (www.monalisawest.com) announces a new done deal with fellow WBE, Breitling Consulting (www.breitlingconsulting.com). Cooper met Amanda K. Breitling, president of Breitling Consulting while attending workshops and networking activities during the Council's Harvesting Partnerships event this year. Both principals discussed the importance of presentation, branding and corporate identity. Mona Lisa is providing corporate identity/company logo design for Breitling.

"The Mona Lisa West Agency is proud to be a part of helping Breitling Consulting stand above their competition by delivering a logo design that will convey their services with great impact and understanding among their peers," says Cooper.

CATEGORY: PREFERRED SUPPLIER • MULTI-YEAR CONTRACT

Lee Ann Packard, president & CEO of Marfield Corporate Stationery (www.marfield.com) announces business with WBCS Sustaining Members! In a multi-year contract with Dallas County Community College District (www.dcccd.edu), Marfield is providing printing services. "We provided a bid and won a three year contract," states Packard.

In another deal, Marfield provided executive stationery for American Airlines (www.aa.com). "Years ago I made a cold call on American Airlines and earned the business as a local source for engraved stationery," adds Packard. Recently, upon an inquiry from American Airlines, Marfield recommended recycled paper at a reduced cost for executive stationery.

the
BIG
picture
quarter 3 '10

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

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

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

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

Brinker
International
done deals with
3 WBEs
www.brinkerdiversity.com

City of
Dallas
done deals with
2 WBEs
www.dallascityhall.com

Dallas Area
Rapid Transit
done deals with
1 WBE
www.dart.org

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

Energy
Future
Holdings
done deals with
13 WBEs
energyfutureholdings.com

Ericsson
done deals with
6 WBEs
www.ericsson.com

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

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\$92 MILLION
worth of business with WBEs last quarter!

CATEGORY: WBCS DEAL

Patti Winstanley, president of Aztec Promotional Group (www.aztecworld.com) announces business with fellow WBE, Lee Ann Packard president and CEO of Marfield Corporate Stationery (www.marfield.com). "Lee Ann and I met at a WBCS event and have become friends," states Winstanley. Aztec provided screen printed t-shirts for Marfield's safety day, and Marfield provided Aztec with custom thank you notes. "Lee Ann is knowledgeable about the printing industry and when we wanted to upgrade our stationery, she helped us pick the correct products for our business," concludes Winstanley.

CATEGORY: WBCS DEAL • FAST DEAL

Keeli Jernigan, CEO & president of Trans-Expedite (www.trans-expedite.com) met WBE, Rosa Santana with Integrated Human Capital (www.ihcus.com) through a mutual acquaintance in El Paso. IHC provided temporary employees for Trans-Expedite. "They are a company we can count on," states Lou Bonilla-Jones, PHR, HR Manager for Trans-Expedite.

Additionally, Trans-Expedite did business with WBE, Wynne Sedan & Limousine Group (www.golimo.com) after meeting at a WBCS meeting. Wynne provided transportation services for their key customers and management for an entire weekend in Dallas, Texas. "They did a great job!" states Jernigan.

CATEGORY: WBE BREAKTHROUGH DEAL • WBCS DEAL • PREFERRED SUPPLIER DEAL

Lynne Malkoff, president of Lynne Malkoff Promotions (www.LMPspecialties.com) announces several done deals! In a brand new deal, LMP provided straw beach mats for WBE, Magic Moments Parties & Events (www.magicmomentsevents.com). These items were used as promotional gifts at a series of sales luncheons that Magic Moments recently held for potential clients. "This is not the first time that we have used her company and enjoy the variety of innovative products that they offer," says Courtney Jordan-Rai, Magic Moments Parties and Events.

In a deal resulting from meeting at WBCS events, LMP provides calendars yearly for fellow WBE, Marfield (www.marfield.com).

LMP is a preferred supplier for Sustaining Member, Fluor (www.fluor.com) and recently provided a 22-piece auto safety kit. Fluor purchased 700 auto safety kits for their "6 Million Safe Work Hours" safety award.

Out of 82 WBCS Sustaining Members, these listed in the margins of page one and two reported their quarterly spend numbers with WBCS WBEs.

Visit www.wbcswest.org for more information!

First Preston Management
done deals with
3 WBEs
www.firstpreston.com

Fluor
done deals with
6 WBEs
www.fluor.com

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

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

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

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

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

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

Oncor
done deals with
18 WBEs
www.oncor.com

Parkland Hospital
done deals with
4 WBEs
www.parklandhospital.com

Raytheon
done deals with
2 WBEs
www.raytheon.com

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

Tyson Foods
done deals with
7 WBEs
www.tyson.com

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