

The 2nd DONE DEALS™ Generation

21 WBCS Sustaining Members did a total of over
\$65 MILLION
worth of business with WBEs last quarter!

CATEGORY: MEGA DEAL

Sarah Blazek, Program Manager for Pinnacle Technical Resources (www.pinnacle1.com) announces a MEGA deal with Sustaining Member, Energy Future Holdings (www.energyfutureholdings.com). Pinnacle is providing services in staffing, payroll and managed services.

"Pinnacle is excited to partner with Energy Future Holdings Corp (EFH) and its affiliates (TXU Energy, Luminant and Oncor). The energy industry is new to Pinnacle, and partnering with a company as seasoned and successful as EFH is an honor. Pinnacle looks forward to providing EFH its four pillars of success, which are cost savings, compliance, transparency of data and refocus of internal resources." Craig McGinnis, Director of Client Delivery for Pinnacle.

the
BIG
picture
quarter 3 '09

Alcatel-Lucent
done deals with
12 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
21 WBEs
www.baylorhealth.com

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

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

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

Energy Future Holdings
done deals with
10 WBEs
energyfutureholdings.com

Ericsson
done deals with
3 WBEs
www.ericsson.com

Fluor
done deals with
8 WBEs
www.fluor.com

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

**CONGRATULATIONS TO OUR DONE DEALS WINNERS
ANNOUNCED AT THE
WBCS POWER TO POTENTIAL EVENT ON
NOVEMBER 16, 2009!**

Women Working Together Award
Eve Fields, MEB Construction and
Gail Warrior-Lawrence, The Warrior Group

Sustaining Champion Award
Jim Schultz, Fluor

Sustaining Members Reporting WBE Spend ALL YEAR!

Alcatel-Lucent	Fluor
American Airlines	HP Enterprise Services
Army & Air Force Exchange Service	J.C. Penney Company, Inc.
Baylor Health Care System	Jackson Walker LLP
BNSF Railway	Lockheed Martin Aeronautics
Brinker International	Oncor
DFW International Airport	Texas Instruments
Energy Future Holdings	

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CATEGORY: MULTI-YEAR CONTRACT

Beckie Hoyt, Procurement Specialist with Energy Future Holdings (www.energyfutureholdings.com) announces a multi-year contract with WBE, CFj Manufacturing (www.cfjmfg.com) for providing promotional items.

Anticipated items include: t-shirts, golf shirts, pens, coffee tumblers, table cloths, hats, rain jackets, golf balls, etc. CFj will have the opportunity to provide specialty items for unique promotional programs as well. These companies have done business over the past few years, but this contract was awarded through a RFP.

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quarter 3 '09

HP Enterprise
Services
done deals with
8 WBEs
www.hp.com

IBM
done deals with
1 WBE
www.ibm.com

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

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

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

Oncor
done deals with
21 WBEs
www.oncor.com

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

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

University
of North Texas
done deals with
31 WBEs
www.unt.edu

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

Out of 79 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 Q4 '09 WBE spend by **January 29th.**

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