

# 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](http://www.energyfutureholdings.com)) announces a multi-year contract with WBE, CFj Manufacturing ([www.cfjmfg.com](http://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.

the  
**BIG**  
picture  
quarter 3 '09

HP Enterprise  
Services  
done deals with  
8 WBEs  
[www.hp.com](http://www.hp.com)

IBM  
done deals with  
1 WBE  
[www.ibm.com](http://www.ibm.com)

J.C. Penney  
Company  
done deals with  
21 WBEs  
[www.jcpenney.com/supplierdiversity](http://www.jcpenney.com/supplierdiversity)

Jackson  
Walker, L.L.P.  
done deals with  
1 WBE  
[www.jw.com](http://www.jw.com)

Lockheed  
Martin  
done deals with  
3 WBEs  
[www.lockheedmartin.com](http://www.lockheedmartin.com)

Oncor  
done deals with  
21 WBEs  
[www.oncor.com](http://www.oncor.com)

Sanmina-SCI  
Corporation  
done deals with  
3 WBEs  
[www.sanmina-sci.com](http://www.sanmina-sci.com)

Texas  
Instruments  
done deals with  
25 WBEs  
[www.ti.com](http://www.ti.com)

University  
of North Texas  
done deals with  
31 WBEs  
[www.unt.edu](http://www.unt.edu)

Wal-Mart  
Stores  
done deals with  
18 WBEs  
[www.walmartstores.com](http://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](mailto:dluna@wbcsouthwest.org) for more information.  
[www.wbcsouthwest.org](http://www.wbcsouthwest.org)