

# The 2nd DONE DEALS™ Generation

26 WBCS Sustaining Members did a total of over  
**\$240 MILLION**  
worth of business with WBEs last quarter!

**CATEGORY: PINNACLE TOP 10 DEAL •  
PREFERRED SUPPLIER • ONGOING BUSINESS DEAL**

Nina Vaca, CEO of Pinnacle Technical Resources ([www.Pinnacle1.com](http://www.Pinnacle1.com)) announces a Done Deal that is in their top 10 of all deals! Pinnacle is providing IT resources to Hewlett Packard ([www.hp.com](http://www.hp.com)) and has been for three years.

"We are one of only three priority preferred supplier for HP. We provide them with IT contract labor. This is historical in that HP has chosen to go with three priority suppliers and one of them is woman owned," says Vaca.

"This deal has been historical and instrumental in our companies growth," she adds.

**CATEGORY: FIRST TIME BUSINESS DEAL •  
RESULT OF CERTIFICATION DEAL**

Lisa Goucher, partner with HG Litigation Services ([www.hglitigation.com](http://www.hglitigation.com)) announces first time business with Sustaining Member, DART ([www.dart.org](http://www.dart.org)). HG Litigation is providing court reporting services. "We received the offer to bid almost immediately after we became a WBE. We prepared the bid and submitted it and received their work shortly after," says Heather R. Cerda, Marketing Coordinator for HG.

"The DART paralegals have been a pleasure to work with. They are very appreciative of our services and courteous with their requests. It's been our pleasure to work closely with them since March," says Cerda.

*Out of 78 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 Q3 '09 WBE spend by **October 27th**  
to be included in the next issue  
AND to secure your eligibility for the new Done Deals Award!

Email Dana Luna at [dluna@wbcsouthwest.org](mailto:dluna@wbcsouthwest.org) for more information.  
[www.wbcsouthwest.org](http://www.wbcsouthwest.org)

the  
**BIG**  
picture  
quarter 2 '09

Alcatel-  
Lucent  
done deals with  
14 WBEs  
[www.alcatel-lucent.com](http://www.alcatel-lucent.com)

American  
Airlines  
done deals with  
7 WBEs  
[www.aa.com/supplierdiversity](http://www.aa.com/supplierdiversity)

Army & Air  
Force Exchange  
Service  
done deals with  
4 WBEs  
[www.aafes.com](http://www.aafes.com)

Baylor Health  
Care System  
done deals with  
17 WBEs  
[www.baylorhealth.com](http://www.baylorhealth.com)

Bell Nunnally  
& Martin  
done deals with  
1 WBE  
[www.bellnunnally.com](http://www.bellnunnally.com)

BNSF  
Railway  
done deals with  
8 WBEs  
[www.bnsf.com](http://www.bnsf.com)

Brinker  
International  
done deals with  
9 WBEs  
[www.brinker.com](http://www.brinker.com)

Dallas Area  
Rapid Transit  
done deals with  
38 WBEs  
[www.dart.org](http://www.dart.org)

Dell  
done deals with  
1+ WBEs  
[www.dell.com](http://www.dell.com)

DFW  
International  
Airport  
done deals with  
12 WBEs  
[www.dfwairport.com](http://www.dfwairport.com)

EDS,  
an HP  
Company  
done deals with  
13 WBEs  
[www.hp.com](http://www.hp.com)

Energy  
Future  
Holdings  
done deals with  
24 WBEs  
[energyfutureholdings.com](http://energyfutureholdings.com)

FedEx  
Office  
done deals with  
7 WBEs  
[www.fedex.com/us/office](http://www.fedex.com/us/office)

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## CATEGORY: PREFERRED SUPPLIER DEAL

Lynne Malkoff, President of Lynne Malkoff Promotions ([www.LMPspecialties.com](http://www.LMPspecialties.com)) and Jim Schultz, Director for Fluor ([www.fluor.com](http://www.fluor.com)) announce a great new deal!

“Fluor needed a memento to celebrate the 25 year partnership of Fluor and Luminant. Fluor signed a contract with Luminant in 1984 and has provided maintenance and small capital support for their power plant fleet. I approached Lynne because she has been very creative in the past with other logo items we needed such as camouflage back packs and gun shell bags for a hunting outing and great looking shirts for a golf outing. She created a design for the 3-inch commemorative coin that turned out very well. We initially ordered 100 coins based on the art work she provided. Lynne took the initiative to have a sample produced and the result was better than expected. So, we ended up ordering an additional 125 coins,” says Shultz.

The total value of the order is approximately \$9,000.

## CATEGORY: WBCS DEAL

Dana Cappelletti, Business Development Manager for Imap Global Logistics ([www.imapgl.com](http://www.imapgl.com))

reports deals with two fellow WBEs. Imap has provided domestic transportation for both Telecopy ([www.telecopy.com](http://www.telecopy.com)) and Lynne Malkoff Promotions ([www.lmpspecialties.com](http://www.lmpspecialties.com)).

“Lynne is a true supporter of the council and fellow WBEs. She is committed to total customer satisfaction. It is an honor to be a trusted partner of Lynne Malkoff Promotions,” says Cappelletti.

“I was thrilled when Marsha called to see if Imap could provide transportation services for a client order. Marsha and I met to discuss how Imap can support Telecopy through cost effective shipping solutions, and are looking forward to growing our business partnership,” adds Cappelletti.

“Dana gave us a wonderful price on shipping DVD’s. We also had an emergency rush order, which she did a great job in delivering,” says Marsha Davidson, Telecopy.

the  
**BIG**  
picture  
quarter 2 ‘09

Fluor  
done deals with  
6 WBEs  
[www.fluor.com](http://www.fluor.com)

Frito-Lay  
done deals with  
12 WBEs  
[www.fritolay.com](http://www.fritolay.com)

Hartman  
Leito & Bolt  
done deals with  
2 WBEs  
[www.htblp.com](http://www.htblp.com)

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

J.C. Penney  
Company  
done deals with  
20 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  
5 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)

Southwest  
Airlines  
done deals with  
9 WBEs  
[www.swa.aeglobal.com](http://www.swa.aeglobal.com)

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

Wal-Mart  
Stores  
done deals with  
30 WBEs  
[www.walmartstores.com](http://www.walmartstores.com)

Windstream  
Communications  
done deals with  
6 WBEs  
[www.windstream.com](http://www.windstream.com)