

# The 2nd DONE DEALS™ Generation

25 WBCS Sustaining Members did a total of over  
**\$92 MILLION**  
worth of business with WBEs last quarter!

## CATEGORY: FIRST-TIME BUSINESS DEAL •

### WBCS DONE DEAL • PREFERRED SUPPLIER DEAL

Melody Bock, Contract Administrator for Baylor Health Care System ([www.baylorhealth.com](http://www.baylorhealth.com)) announces that WBE, Elan Partners ([www.elanpartners.com](http://www.elanpartners.com)) is providing Baylor with IT staffing needs and consulting resources. The total value for the project is \$90,480.

"Elan Partners has been very quick to respond to all of our resource requests and has met our needs by providing outstanding candidates – some of which are very specialized and difficult to find! The resources they have provided to us are highly skilled, business savvy, team oriented resources with technical depth and breadth like no other agencies we use," says Nancy Hall, Director Enterprise Data Management at Baylor Health Care System.

"At Elan Partners, the partnerships we build with our clients are what allow us to be successful. Nancy Hall has provided us with ongoing support and timely information that has enabled us to seek out the unique talent that Baylor needs," says Janine Lewis, co-owner of Elan Partners.

## CATEGORY: FIRST-TIME BUSINESS DEAL •

### WBCS DONE DEAL • BREAKTHROUGH DEAL

Ann Windham, CEO of Imagine Xhibits ([www.imaginexhibits.com](http://www.imaginexhibits.com)) announces business with fellow WBE, GSATi ([www.gsati.com](http://www.gsati.com)). These two companies met at a WBCS meeting in March. Imagine Xhibits is providing large trade show booth rental and graphics. "Cindy, Jason and their team were a pleasure to work with. Decisions were made swiftly and we were allowed the freedom to design a great rental solution to help GSATi reach their branding objectives," says Windham.

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

*See who will be recognized at the  
Power to Potential event on November 30th.*

Email [dluna@wbcsouthwest.org](mailto:dluna@wbcsouthwest.org) for details.

the  
**BIG**  
picture  
quarter 2 '10

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

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

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

Bank of America  
and  
ML Wealth Mgmt.  
done deals with  
1 WBE  
[www.bankofamerica.com](http://www.bankofamerica.com)

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

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

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

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

Ericsson  
done deals with  
6 WBEs  
[www.ericsson.com](http://www.ericsson.com)

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

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

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## CATEGORY: ONGOING DEAL

Live music, new attractions, great food and families were all accounted for at the BNSF Family Day ([www.bnsf.com](http://www.bnsf.com)) on September 24<sup>th</sup>! This is the second year that BNSF partnered with WBE, etc group ([www.etcgroup.net](http://www.etcgroup.net)) for the event and it drew in a large crowd of 5,000-7,000 attendees.

"With the addition of the Berkshire Hathaway Companies, live music and interactive activities, the event was a great success," says Debbie Frazier, president and owner of etc group. This company has also had the pleasure of assisting BNSF with their Employee of the Year ceremony. Both companies hope to keep growing their supplier relationship.

## Do YOU want to be in a Done Deals article?

Go online to  
[http://wbcsouthwest.org/done\\_deals\\_view.aspx](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.)**

SEPTEMBER '10  
page 2

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

Hartman  
Leito & Bolt  
done deals with  
1 WBE  
[www.hblp.com](http://www.hblp.com)

Hewlett-  
Packard  
done deals with  
7 WBEs  
[www.hp.com](http://www.hp.com)

J.C. Penney  
Company  
done deals with  
36 WBEs  
[jpenneyupplierdiverity.com](http://jpenneyupplierdiverity.com)

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

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

LSG Sky  
Chefs  
done deals with  
6 WBEs  
[www.lsgskychefs.com](http://www.lsgskychefs.com)

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

Raytheon  
done deals with  
1 WBE  
[www.raytheon.com](http://www.raytheon.com)

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

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

Verizon  
done deals with  
2 WBEs  
[www.verizon.com](http://www.verizon.com)

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

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