

The 2nd DONE DEALS™ Generation

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

the
BIG
picture
quarter 3 '09

**CATEGORY: MEGA DEAL •
PREFERRED SUPPLIER • MULTI-YEAR DEAL**

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

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

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

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

Energy
Future
Holdings
done deals with
10 WBEs
energyfutureholdings.com

Marisa Trevino, Procurement Specialist with Energy Future Holdings (www.energyfutureholdings.com) and WBE, CESCO, Inc. (www.cesco-inc.com) announce that CESCO was recently re-selected as a global provider of equipment and services to the EFH family of companies. CESCO has served as the prime contractor with Xerox as the sub providing Facilities Management, equipment and service to the EFH family of companies for over ten years. During that time CESCO has provided significant cost savings initiatives to the company. They have also been instrumental in the successful management of all the equipment changes within EFH, TXU, Luminant and Oncor.

"CESCO has earned partnership status distancing themselves from all their competition in a sourcing initiative to continue in providing Xerox Copiers and Multi-Function Devices. The new three-year multi-million dollar contract will provide enhancements in technology and networking capabilities to EFH's aging fleet of devices while continuing the exceptional level of service," says Trevino.

Army & Air
Force Exchange
Service
done deals with
5 WBEs
www.aafes.com

**CATEGORY: MEGA DEAL •
WBCS DEAL • FIRST TIME BUSINESS DEAL**

Ericsson
done deals with
3 WBEs
www.ericson.com

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

Tricia Clary, CEO of Clary E&I Services (www.claryei.com) announces a Mega Deal with sustaining member, Shell (www.shell.com). The two companies met at the annual WBCS Business Trade Show in 2007 in Arlington. Dennis Castro, with Shell selected to meet with Clary E&I Services as part of the Supplier to Buyer meetings.

"Since that meeting we have stayed in contact with Mr. Castro, by phone and by email just to keep our name in the front of his mind. Just when we thought we may never get work with Shell, the call came for us to submit numbers for a project. We completed the project and have now secured a one-year contract to provide electrical and instrumentation services," comments Clary.

"We want to thank Dennis Castro for his hard work and diligence in assisting Clary E&I Services in acquiring this contract," adds Clary.

Fluor
done deals with
8 WBEs
www.fluor.com

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

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

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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

CATEGORY: WBCS DEAL • RESULT OF CERTIFICATION DEAL

Kassie Collins, Office Services Specialist for Fluor Corporation (www.fluor.com) announces a GREEN new Done Deal with WBE, Advanced Business Graphics (www.ABGI.com). ABGI was selected after an RFP was sent out to four WBCS WBEs from the directory. ABGI provided Fluor with 200 Anniversary Books to commemorate the 25-year contract celebration between Fluor and Luminant.

"ABGI has great representation in Dolores! She took ample time discussing the job and teaching me about different green options and binding techniques. Dolores is what I call a green expert. But, the best part is that she explores ways to be green AND stay within budget guidelines," says Collins.

CATEGORY: MOYE TOP 10 DEAL • "FAST DEAL" • "ACE" DEAL

Jan Moye, Principal for Moye Consulting (www.moyeconsulting.com) announces a great new deal with sustaining member URS Corporation (www.urscorp.com). As a member of the URS Team, Moye is providing planning, programming and schematic design services for technology systems for DFW Airport Terminal Development Plan. "This program promises innovative technology solutions to enhance the traveling public's experience at DFW Airport," says Moye.

CATEGORY: WBCS DEAL

Betty Taylor, President of The Communications Department (bjtwhcsb@aol.com) announces a new done deal with Lynne Malkoff and her company, LMP Specialties (www.lmpspecialties.com).

"Lynne and I met at a WBCS networking session that a fellow WBE put together last summer. I'd talked with her there, visited her showroom, at the time without a project in mind. Then my company was asked to produce an awards event for the New Philharmonic Orchestra of Irving, presenting their first 'Grace Note Awards' to five area musical groups," says Taylor.

Lynne's company created a lovely, simple cube design, resting on one corner, with the "grace notes" and wording of the award etched inside. The awards were shipped at an affordable cost for the non-profit client - within two weeks!

"She not only produced the awards, but Lynne personally attended the concert and awards ceremony. We will certainly use LMP Specialties again on larger projects," concludes Taylor.

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