



Northwest Minority Supplier Development Council

Creating Value Through Business Engagements

Corporations Public Agencies Minority Business Enterprises

Leverage Supplier Diversity to expand your market
from the Public Sector to the Private Sector



Presentation Topics

- About the Northwest Minority Supplier Development Council (Northwest MSDC)
- 8(a) and the Private Sector
 - Shared Purpose
 - Certification Similarities
 - Major Differences
- Natural Migration to the Private Sector



Northwest
Minority Supplier
Development Council

About Northwest MSDC

VISION

To be the primary catalyst for economic development and wealth creation for our stakeholders

MISSION

To identify and develop education and business opportunities for MBEs, Corporations and Public Agencies that result in increased stakeholder value.

VALUES

- Diversity and inclusion are business imperatives
- Commitment to deliver on the organization's mission
- Maintain integrity, trust and respect for all stakeholders



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ABOUT NORTHWEST MSDC (cont'd)

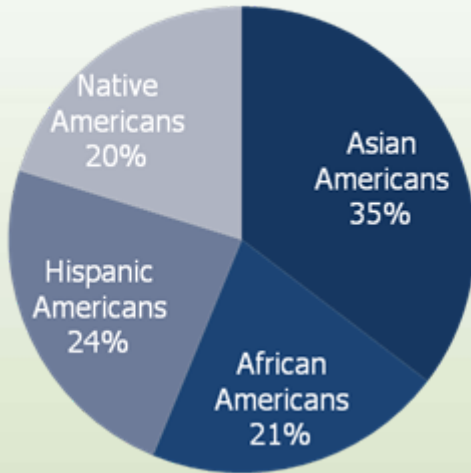
The Northwest Minority Supplier Development Council is a 501 (c)(3) nonprofit organization dedicated to creating, developing and promoting business opportunities between major private sector corporations, public agencies and minority-owned businesses. Northwest MSDC is a regional affiliate of the National Minority Supplier Development Council, a non-profit organization founded in 1972 with 37 councils and matches more than 16,000 Minority Business Enterprises (MBEs) with over 3,500 corporate members. Serving the states of Alaska, Idaho, Montana, Oregon and Washington, the Northwest MSDC covers the largest geographical footprint among the national regional councils.



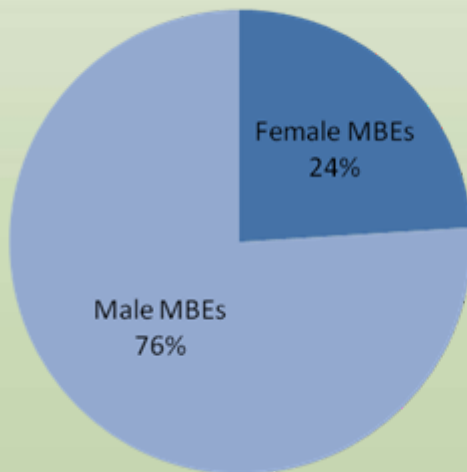
Northwest MSDC 2011

TOP 8 NORTHWEST MSDC BUSINESS SEGMENTS

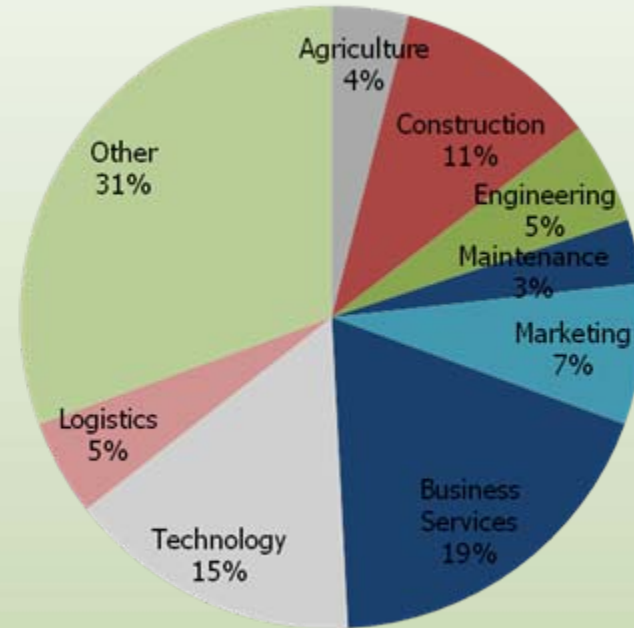
MBES BY RACE



MBES BY GENDER



- Business Services
- Technology
- Construction
- Marketing
- Engineering
- Logistics
- Agriculture
- Maintenance





Shared Purpose

- SBA 8(a)
 - Business Development
 - Mentoring
 - Procurement assistance
 - Business counseling
 - Training
 - Financial Assistance
 - Surety bonding
 - Other management & technical assistance
 - Americans Compete in the American Economy
- National Minority Supplier Development Council (NMSDC)
 - Business Development
 - Provide a direct link between Corporate America and Minority Business Enterprises
- Northwest MSDC
 - Business Development
 - Provide a direct link between Corporate America and Minority Business Enterprises
 - Economic Development of Ethnic Minority Business Community
 - Ethnic Minority Community competes in the American Economy



Certification Similarities

- “Certification to participate” is the threshold
 - US Citizen
 - 51% ownership and management of business
- Application review process begins upon receipt of complete application
 - Complexity of application drives approval cycle
 - 8(a) – 90 day approval cycle
 - Northwest MSDC – 45 to 60 day approval cycle
 - Meet 21 to 23 key certification elements



Shared Benefits

- Opens the door to major government contracting
- Direct Link between Corporate America and Minority Business Enterprises
- Competitive advantage
- Access to multiple funding vehicles
- Development & growth garners new opportunities
- Effort Input – Performance Output



Major Differences

- SBA is the Prime Contractor vs. Northwest MSDC is the Facilitator
- 8(a) Program vs. Private sector process
- Legislative requirements vs. Voluntary participation
- Certification narrative
- Must possess reasonable prospects for success in competing in the private sector
 - Must be in business for a minimum of 2 full years immediately prior to the date of 8(a) application
- Contracting Assistance
 - Goaling Programs
 - “Sole Source “ contracting
 - “Set Aside” contracting
- Access to Bonding Programs through the SBA



Natural Migration to Private Sector “Bridge the Gap”

- Federal 8(a) = Private Sector Supplier Diversity
- Qualifications are transferable to the Private Sector
- Roadmap leads to private sector



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