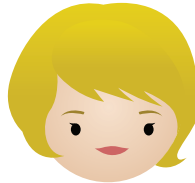
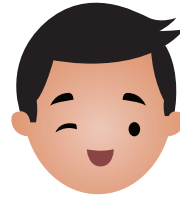
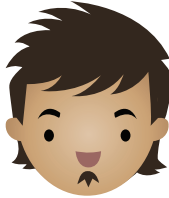


CONGRATULATIONS ON BECOMING A NEWLY CERTIFIED
MINORITY BUSINESS ENTERPRISE WITH SCMBDC!

Things You Need to Know...





Corporate Representatives and successful MBE's have partnered to provide you valuable information on how MBE's can maximize opportunities from their Certification status.

MEET VIRGINIA GOMEZ



*Vice President
SCMBDC*

“Visit our website to learn and understand more about SCMBDC offerings.”

- 3 Major Annual Networking Events
- Access to our Corporate Member Database
- Business Development University
- MBE Health Insurance Program

MEET VIRGINIA GOMEZ



*Vice President
SCMBDC*

*"Introduce yourself to the
supplier diversity community."*

Participate in our "30-Second MBE" initiative, an ongoing video collection of newly SCMBDC certified MBEs introducing their company in 30 seconds or less. Distributed via email to corporate members and other MBEs monthly.

MEET JESSE HERNANDEZ



*President
Speedy Prints
Class 1 MBE*

“Manage your expectations”

MBEs are not awarded contracts based solely on their certification. Contracts are awarded based on your company’s ability to solve a particular problem or fulfill a need for a product/service. Earning a contract is a marathon, not a sprint.

MEET SANDRA SIMPSON



*President & CEO
Simpson Law Group
Class 2 MBE*

”Stay informed”

Make sure you and key employees are subscribed to SCMBDC’s Weekly Email Brief, *Connections* Newsletter, and Social Media outlets to receive details about upcoming events and business opportunities.

MEET MATT CHEN



*Partner
Liu&Chen Construction
Class 3 MBE*

“Relationships are the DNA of business opportunities”

Maximize your contracting opportunities at SCMBDC events. Conduct due diligence in preparation to meet with Corporate Representatives who could benefit from your product or service. Research competitors and be smart.

MEET LEN ISAACS

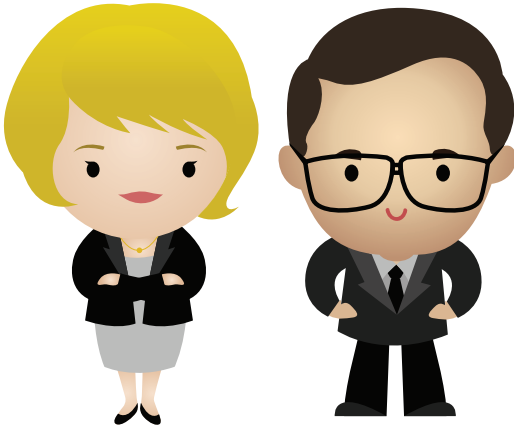


President & CEO
Isaacs Corporation
Class 4 MBE

“Learn how to
network effectively”

Be prepared with your company pitch to potential clients. Avoid distractions and make eye contact. Hand out business cards and follow up immediately and quarterly. Be persistent but patient.

MEET THE CORPORATE REPS



"Register as a supplier on our corporate website."

"Do not 'cold' call us"

"Have, update and maintain your website"

"Network with other MBE's"

Collaborate with other MBE's for possible joint ventures and other strategic alliances for 1st, 2nd and/or 3rd tier subcontracting opportunities.

