



45TH
ANNIVERSARY



MINORITY SUPPLIER DEVELOPMENT

FUELING ECONOMIC GROWTH

2017 NMSDC CONFERENCE+
BUSINESS OPPORTUNITY EXCHANGE

OCTOBER 22 -25 - DETROIT, MICHIGAN

CONFERENCE PROGRAM



Media Partner



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To learn more about Supplier Inclusion and Development at MetLife, contact
MetLifeSupplierDiversity@MetLife.com.



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Joseph R. Hinrichs
Chairman, NMSDC
President, Global Operations
Ford Motor Company

**Watch Joe's
Welcome video**

Welcome

Welcome to Detroit and the 2017 National Minority Supplier Development Council Conference and Business Opportunity Exchange!

The theme of this year's Conference is Minority Supplier Development: Fueling Economic Growth. This theme is especially poignant as the U.S. nears the point where minorities comprise more than 50 percent of the population. The need for strong minority-owned businesses in national and global supply chains continue to be vital to the health of our economy.

NMSDC has grown into one of the country's leading corporate membership organizations with more than 1,400 corporate members, and nearly 12,000 certified minority businesses. Today, NMSDC MBEs have a total economic impact of more than \$400 billion dollars tied to the creation of 2.3 million jobs.

Whether you are a first-time attendee or a seasoned conference veteran, our Conference provides you with the knowledge, information, resources and rich content that are essential for success in today's dynamic economy. The NMSDC Conference is devoted exclusively to minority supplier development, with something for everyone in the community – procurement officers, business owners and diversity professionals.

On behalf of the Board of Directors and staff, we thank the local Host Committee for helping to organize this event. We appreciate your enthusiasm, professionalism and hard work. We also want to thank our numerous supporters across the NMSDC Network for your involvement in the Conference and your commitment to our mutual success and achievements.

Thank you for joining us. We look forward to an incredible four days in Detroit.

Welcome

Welcome to the 2017 NMSDC Conference and Business Opportunity Exchange.

This year, we are thrilled to welcome the Conference to the city that embodies the strength, the resilience and the promise of American business – Detroit.

For the first time in its history, NMSDC's Conference has four Corporate Co-Chairs this year – Fiat Chrysler Automobiles, Ford Motor Company, General Motors and Toyota, America's four leading automakers. The honor of welcoming you is ours. The opportunity it offers is yours.

In the history of American business, Detroit – like the entire state of Michigan – represents the value proposition of shared success and the equal opportunity for enterprise in all fields. The automobile industry takes special pride in leading, in thought and action, in the advance of minority supplier development. As Detroit is in the midst of a renaissance, even in a rapidly evolving corporate environment, the city invigorates the way forward for everyone.

For 45 years, NMSDC has been the leading agent of change in the cause of minority supplier development. The Conference is attracting well in excess of 6,000 procurement executives, supplier diversity professionals and government officials, as well as Asian, Black, Hispanic and Native American business owners and special guests.

Because business is destiny in Detroit, the synergy is unmistakable: NMSDC Conference is an especially inspiring place to be this year. Make the most of it.



Sergio Marchionne
CEO
Fiat Chrysler Automobiles



Jim Hackett
President and CEO
Ford Motor Company



Mary T. Barra
Chairman and CEO
General Motors



James Lentz
CEO
Toyota Motor North America, Inc.



Welcome

We are honored to join our four Corporate Co-Chairs – Fiat Chrysler Automobiles, Ford, General Motors and Toyota – in welcoming you to the 2017 National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Exchange.

Detroit is the city that symbolizes the way forward for American business, and the state of Michigan offers one of the most industrially diverse economies in America – an ideal setting for this year's Conference.

The fact that we, with our corporate partners, comprise an unprecedented seven Conference Co-Chairs tells you a lot about its value and importance.

Complementing the dominant role of the automobile industry, businesses such as ours demonstrate the value proposition that minority supplier development affords today in the entire business spectrum, from sole proprietorships to companies that command a global reach. We populate and support a corporate environment that continues to evolve and broaden. Nowhere is that story told as effectively and as surely as it is in Detroit and throughout Michigan.

The time and place for this year's NMSDC Conference only enhance the value it represents. Take advantage of the possibilities we have to offer. We hope your time with us is instructive, profitable and fun, and that it inspires you with new energy, fresh ideas and an empowered sense of solidarity.

On behalf of NMSDC, we are thrilled you are here. Dream big!



Anjali "Ann" Ramakumaran
CEO and Founder
Ampcus



Ron Shahani
President and CEO
Acro Service Corporation



Thiru Ganesan
President and CEO
Kyba, Inc.





We're both in the business of taking people places.

At FCA US LLC, we're working to enrich not only our products but also our community. As such, we proudly support all those who strive to improve the quality of life wherever and whenever they can. Together we're making a difference.



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At ManpowerGroup®, we connect the ambitions of business to the potential of people for mutual success. Our Supplier Diversity Initiative is committed to developing relationships with diverse suppliers to enhance client solutions and move business forward. That's why we feel privileged to be a member of The National Minority Supplier Development Council. Through our shared advocacy for diversity in business, we promote opportunity and growth in our communities. And together, we'll get further.

Congratulations on a successful 45th Annual National Conference!

manpowergroup.com

Visit us at booth #1057

If you are a certified diversity supplier and interested in registering in our database, please visit suppliertools.manpowergroup.com.

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UNITED STATES DEPARTMENT OF COMMERCE
The Secretary of Commerce
Washington, D.C. 20230

September 5, 2017

On behalf of President Donald Trump and the Department of Commerce, I would like to extend warm greetings to the members and guests of the National Minority Supplier Development Council (NMSDC) as you gather for NMSDC's 2017 Conference and Business Opportunity Exchange.

Our Nation is strengthened by our diverse society and the successful business ventures that visionary entrepreneurs bring to the global marketplace. For the past 39 years, NMSDC and its 23 regional councils across the country have been the leading advocates for inclusion of minority businesses in corporate supply chains.

I am particularly proud that, in 1972, the Department of Commerce's Office of Minority Business Enterprise – the predecessor to the Minority Business Development Agency (MBDA) – provided seed funding to assist in the establishment of the NMSDC. Both then and now, we affirm that the private sector must play an integral role in fostering the growth of minority-owned businesses. Moreover, after 45 years, it is notable that the Department of Commerce and MBDA continue to partner with NMSDC's local affiliates throughout the country to offer and expand business opportunities and services to minority firms.

As our country moves forward under President Trump's leadership, minority businesses will continue to contribute to the Nation's economic renewal. We will rebuild and retool the American economy with the continued support of NMSDC and its corporate members.

Sincerely,

A handwritten signature in black ink that reads "Wilbur Ross".

Wilbur Ross
Secretary of Commerce



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MINORITY SUPPLIER DEVELOPMENT
FUELING
ECONOMIC GROWTH



Christopher A. Garcia
National Deputy Director
U.S. Department of Commerce
Minority Business Development
Agency



UNITED STATES DEPARTMENT OF COMMERCE
Minority Business Development Agency
Washington, D.C. 20230

Ladies and Gentlemen,

On behalf of the U.S. Department of Commerce and the Minority Business Development Agency (MBDA), I am delighted to welcome you to the 2017 National Minority Supplier Development Council Conference (NMSDC) and Business Exchange. This is a special time for MBDA—a time that our Agency looks forward to each year with great anticipation.

We're proud to host our *35th annual National Minority Enterprise Development Week* in conjunction with the 2017 NMSDC Conference in Detroit October 22 – 25. This will be my first MED Week as Acting National Director, and I'm honored to lead this celebration surrounded by our many stakeholders, minority business enterprises, friends and faithful partners like NMSDC.

National MED Week enjoys a rich legacy dating back to 1983, when President Ronald Reagan issued the first Presidential Proclamation to declare MED Week. Now, more than 30 years later, MBDA is privileged to continue to honor our Nation's most prominent and successful minority business owners and advocates.

As the only federal agency solely dedicated to the growth and global competitiveness of U.S. minority-owned businesses, MBDA understands that events like MED Week and the NMSDC Conference provide greater opportunities for minority business enterprises to grow, and in turn fuel the growth of the U.S. economy. Minority businesses make countless contributions to the success and strength of our nation, and we must do all that we can to recognize their achievements.

The United States is entering a new period of economic revival. The White House and the U.S. Department of Commerce are ardently committed to helping all U.S. businesses achieve growth and create more jobs that support our Nation's economic development.

We are grateful to our long-time friend and partner NMSDC, whose invaluable support helps us to ensure that all minority firms have fair and equal access to contracts, capital, and global markets.

Your sincere commitment and dedication to the advancement of the nation's minority-owned businesses remains critical to creating positive change and progress for this generation of minority firms and all those who will follow.

I extend my sincere appreciation to NMSDC for this opportunity and look forward to joining everyone in Detroit for this year's conference.

Sincerely,

Christopher A. Garcia
National Deputy Director





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Toyota's 28th Annual Opportunity Exchange
November 9 | Detroit, Michigan



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A commitment to strengthening the communities we serve is the foundation of SodexoMAGIC. We are dedicated to supporting holistic local and national initiatives, reinvesting, and stimulating economic growth and sustainability. SodexoMAGIC is devoted to the education and enrichment of multicultural markets and improving the quality of life for people residing in diverse areas. We promote positive social change, empower families and help to build strong communities across the country.

SodexoMAGIC is proud to sponsor the 2017 NMSDC Annual Conference, and we congratulate the other organizations like ours that are committed to improving supplier diversity.

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SUPPLIER DIVERSITY INCLUSION MAKES US STRONGER.

At AARP, we believe in the power of diversity. That's why we developed our Supplier Diversity Program to tap into the vast talent and ideas available from minority-owned businesses. We are dedicated to helping underrepresented businesses grow and thrive.

Learn more and get to know us at
www.aarp.org/about-aarp/supplier-diversity

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DiversityComm is proud to sponsor NMSDC!

Visit

www.DiversityComm.net/NMSDC

Join the Conversation!





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For more information, please visit our
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Supplier
Diversity

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Altria Today



Embracing Diversity

We're building a culture where our employees feel included, appreciated and encouraged to contribute. We know that it takes diverse experiences and perspectives to foster innovation and bring ideas forward that will drive our continued success.

From internships to our long-term relationships with minority-owned suppliers, we believe that diversity and inclusion is important to our continued success. We know that what makes us different can make us all stronger.

Take a closer look at Altria.com.

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Commitment Community Commerce



Supplier Inclusion

Creating value through synergy

Walmart  |  Sam's Club



For more information visit corporate.walmart.com/suppliers/
or email us at supplierdiversity@walmart.com



Christopher A. Garcia
National Deputy Director
U.S. Department of Commerce
Minority Business Development
Agency

The Minority Business Development Agency (MBDA) is honored to continue the (MED) Week tradition in conjunction with the National Minority Supplier Development Council at the 2017 NMSDC Conference and Business Opportunity Exchange.

In recognition of the 2017 National MED Week, MBDA will host a series of workshops and seminars focused on federal programs. MBDA will also recognize the National MED Week award winners during the conference.

Celebrating National Minority Enterprise Development Week

Since 1983, every president has issued a Presidential Proclamation designating a National Minority Enterprise Development (MED) Week to recognize the contributions of the minority business community to the U.S. economy. For more than 30 years, MBDA has led the National MED WEEK program to convene minority business leaders, government officials, corporate executives, and thought leaders; honor outstanding MBEs and advocates; promote business opportunities; and report industry trends. This year President Trump has proclaimed National MED Week October 22 -28, 2017.

MBDA Mission

For more than 45 years, the U.S. Department of Commerce, Minority Business Development Agency (MBDA) has led Federal Government efforts to provide support to our nation's fastest growing business sector – Minority Business Enterprises (MBEs). With more than 8 million minority-owned firms operating in the United States, MBDA serves as a catalyst to ensure the continued growth and global competitiveness of MBEs. Our programs and initiatives are focused on providing increased access to capital, contracts, and markets.

MBDA Business Centers

MBDA provides a broad range of business development services to minority business owners through its nationwide network of business centers. Over the past 10 years, MBDA Business Centers have secured more than \$40B in contracts and capital for MBEs in every business sector.



Schedule at a Glance

Unless otherwise noted, activities are held in Cobo Center.

Friday, October 20, 2017

8 a.m. – 4 p.m. EXHIBITOR SETUP

Saturday, October 21, 2017

8 a.m. – 4 p.m. EXHIBITOR SETUP REGISTRATION

9 a.m. – 1 p.m. INTERNATIONAL MBE LUNCHEON (Marriott Renaissance Center)

12 – 4 p.m. AMEP ALUMNI (Marriott Renaissance Center)

12 – 5 p.m. REGISTRATION

NMSDC COMMITTEE MEETINGS (Marriott Renaissance Center)

2:15 – 4:15 p.m. INDUSTRY GROUP CHAIRPERSONS (Marriott Renaissance Center)

Sunday, October 22, 2017

8 a.m. – 4 p.m. REGISTRATION

9 a.m. – 12 p.m. ISM CPSD EXAM 2 (Marriott Renaissance Center)

9 a.m. – 5 p.m. EXHIBITOR SETUP

9 a.m. – 5 p.m. EMERGING YOUNG ENTREPRENEURS (EYE) PROGRAM

10 – 11:30 a.m. SUPPLIER DIVERSITY ADVISORY COMMITTEE (SDAC) (Marriott Renaissance Center)

12 – 2 p.m. CHAIRPERSONS COMMITTEE (Marriott Renaissance Center)

12 – 5 p.m. PRESIDENTS' COMMITTEE (NMSDC AFFILIATE COUNCILS) (Marriott Renaissance Center)

1 – 3:30 p.m. CORPORATE PLUS® FORUM (Marriott Renaissance Center)

1 – 5:00 p.m. MBE OPPORTUNITY ACCELERATOR (NMBEIC GENERAL ASSEMBLY) (Marriott Renaissance Center)

4 – 6:00 p.m. CORPORATE PLUS® RECEPTION (Marriott Renaissance Center)

7 – 10 p.m. WELCOME RECEPTION (Ford Field)

Schedule at a Glance

Monday, October 23, 2017

6:30 a.m. - 5 p.m.	REGISTRATION
7:30 - 8:45 a.m.	POWER BREAKFAST (Doors close and no meals served after 8:00 a.m.)
9 a.m. - 9:15 a.m.	RIBBON-CUTTING CEREMONY
9 a.m. - 5:00 p.m.	EMERGING YOUNG ENTREPRENEURS (EYE) PROGRAM
9 a.m. - 12:15 p.m.	BUSINESS OPPORTUNITY EXCHANGE
9:15 a.m. - 6 p.m.	CONNECT ZONE
12:30 - 1:45 p.m.	KEYNOTE LUNCHEON (Doors close and no meals served after 1:00 p.m.)
2 - 6 p.m.	BUSINESS OPPORTUNITY EXCHANGE
8 - 11 p.m.	MONDAY NIGHT RECEPTION

Tuesday, October 24, 2017

7:00 a.m. - 3 p.m.	REGISTRATION
7:30 - 8:45 a.m.	NETWORKING CONTINENTAL BREAKFAST
9 - 10 a.m.	PLENARY SESSION
10:15 - 12:30 p.m.	NMSDC Corporate2MBE Matchmakers (By Appointment Only)
9 a.m. - 5:00 p.m.	EMERGING YOUNG ENTREPRENEURS (EYE) PROGRAM
10 a.m. - 5:15 p.m.	CONNECT ZONE
10:15 - 11:15 a.m.	CONCURRENT WORKSHOPS
11:30 p.m. - 12:30 p.m.	CONCURRENT WORKSHOPS
12:45 p.m. - 2 p.m.	KEYNOTE LUNCHEON (Doors close and no meals served after 1:15 p.m.)
2:15 p.m. - 5:15 p.m.	SIGNATURE SESSIONS
2:15 p.m. - 5:15 p.m.	CORPORATE2MBE MATCHMAKER SESSIONS APPOINTMENTS (By Invitation Only)

Wednesday, October 25, 2017

7:00 a.m. - 8:15 a.m.	NETWORKING CONTINENTAL BREAKFAST
7 a.m. - 1 p.m.	REGISTRATION
7: a.m. - 10 a.m.	BCF CORPORATE MEMBERSHIP AND BOARD OF DIRECTORS MEETING
8:30 a.m. - 9:30 A.m.	PLENARY SESSION
9 a.m. - 5:00 p.m.	EMERGING YOUNG ENTREPRENEURS (EYE) PROGRAM
9:30 a.m. - 12:30 p.m.	CONNECT ZONE
9:45 a.m. - 10:45 a.m.	CONCURRENT WORKSHOPS
10:15 a.m. - 12:30 p.m.	NMSDC MBE2MBE MATCHMAKERS (By Appointment Only)
11 a.m. - 12:30 p.m.	NMSDC NATIONAL CORPORATE MEMBERS' MEETING
12:45 - 2 p.m.	KEYNOTE LUNCHEON (Doors close and no meals served after 1:15 p.m.)
2:15 - 3:45 p.m.	NMSDC BOARD OF DIRECTORS' MEETING
6 - 7 p.m.	AWARDS BANQUET RECEPTION
7 - 9:30 p.m.	AWARDS BANQUET
9:30 - 12 a.m.	FAREWELL RECEPTION



\$53 BILLION

Salaries, Wages
& Benefits

\$379 MILLION

Daily Labor Income

2.25 MILLION

People Employed

\$400 BILLION

= Over **\$1.1 Billion** Daily

NMSDC-certified MBEs Generate Annually

(Source: Economic Impact Report 2014)

General Conference Information



Contact NMSDC Guest Services for Assistance

During the conference, we want to ensure that you have the best possible experience. So, let us know how we can help!

- Room too hot or cold?
- Restroom need refreshing?
- Had smooth registration check-in experience?
- Have a suggestion or idea?

Email your questions, comments, concerns and compliments to Conference@NMSDC.org.

Hospitality Desk Hours

The Cobo Center hospitality desk is located in the main concourse between Exhibit Halls B and C. Please visit this desk for any assistance with local directions, hotel shuttles, dinner reservations, paper copies, or if you need to purchase small office supplies. The hours are listed below:

Hospitality Desk Hours

Sunday, October 22nd
9:00am – 5:00pm

Monday, October 23rd
8:00am – 6:00pm

Tuesday, October 24th
8:00am – 6:00pm

Wednesday, October 25th
8:00am – 4:00pm

Cobo Center
1 Washington Blvd.
Detroit, MI 48226
313-877-8777
cobocenter.com

Cobo Center is the headquarters for the 2017 National Minority Supplier Development Council Conference and Business Opportunity Exchange. The Business Opportunity Exchange, meal functions, all educational sessions, The Awards Banquet Reception, Awards Banquet and Farewell Reception will be held at the Convention Center.

The pre- and post-Conference constituent group meetings will be held at the Detroit Marriott at the Renaissance Center. The Welcome to Detroit Reception on Sunday night will be held at Ford Field. The Experience Americana Reception on Monday night will be held at the Henry Ford Museum.

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Conference Identification Badges and Function Tickets



Your barcoded badge is your admission pass for the Business Opportunity Exchange, educational sessions and special events. **You must wear it at all times.**

Conference event barcodes are like cash; guard them carefully. Once a barcode is scanned for entry, it cannot be re-scanned. If your barcoded badge is lost, please check with someone in the NMSDC Conference registration area immediately. We can reprint a barcoded badge if it has not been scanned. If you plan to bring a guest to the Sunday or Monday night reception or the Wednesday evening events, you must purchase a barcoded ticket in advance.

Event tickets are sold on a space-available basis in the NMSDC Conference registration area. There will be no sales at the door.

PLEASE PRESENT YOUR BARCODED BADGE OR TICKETS AT THE DOOR TO GAIN ADMISSION TO EACH EVENT, INCLUDING THE BUSINESS OPPORTUNITY EXCHANGE, EDUCATIONAL SESSIONS AND SPECIAL EVENTS.

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Conference Ribbons



You may notice some conference attendees have a ribbon(s) on their name tag. These will vary in color and indicate our corporate members, Corporate Plus® members, NMSDC-certified suppliers, international attendees, and other categories.

Pick up your own ribbon(s) in the registration area on Hall BC Concourse of Cobo Center. Conference ribbons function as good conversation icebreakers, resulting in interesting and fun discussion among conference attendees.

Shuttle Bus Service



Daily shuttle service will be provided between the Detroit Marriott Renaissance Center and Cobo Center only. Check the transportation schedule onsite to confirm dates, times and frequency. Special event shuttle transportation will be provided for all conference hotels to/from the evening events.

NMSDC Conference Offices



NMSDC Conference offices will be at the Cobo Center. Offices are open from 8 a.m. to 5 p.m. daily, unless otherwise scheduled.

Conference Headquarters Office	Room: Suite 329
Conference Program Office	Room 334
Conference Services Office	Room 321
Development Office	Room 322
Exhibit Manager's Office	Hall BC Concourse
Marketing and Communications Office*	Room 331AB
Volunteer Center	Room 313AB

*The Marketing and Communications Office is open to media representatives.

Radio Communications Equipment Sponsor:



General Conference Information

Connect Zone



Business networking is that much easier in the Connect Zone! This business lounge is the perfect place to continue the conversation with clients and business associates when Conference activities have concluded for the day.

Sidebar in a relaxed and convenient atmosphere. With comfortable seating, mobile charging station, snacks and beverages, the only detail you need to focus on is making the right connections.

The Connect Zone is open on the 1st floor/Atrium level on Monday, October 23, 9:15 a.m. – 6 p.m.; Tuesday, October 24, 10 a.m. – 5:15 p.m.; and Wednesday, October 25, 9:30 a.m. – 12:30 p.m.

Connect Zone Sponsor:



Charging Station Sponsors:



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NMSDC TECHbar and Mobile App Help Desk



Bring your technology questions to experts who can provide answers, advice, and solutions for productivity, travel and other interests.

One of the best parts of the TECHbar is the trunk of tech gadgets and wearable technology that you can touch, try, and compare. Illustrative and interactive 20-minute TECHByte sessions are also offered on various trends and topics. From beginner and intermediate to the technologically advanced everyone is sure to learn something new!

TECHByte session topics include: Top 10 Apps-on-the-Go: Apps that help when you are OOO [Out-of-office]; Communicate & Collaborate with Real-Time Business Apps; and Lead Generation through Social Media; and Beyond an Online Resume: Using LinkedIn for Thought Leadership.

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Internet Access



Cobo Center has free, ultra high speed Wi-Fi available throughout the facility for use. Wi-Fi saturation can make Wi-Fi connectivity unpredictable for all big events. If portions of your booth are relying upon Internet, we highly recommend you order a hard wire connection for uninterrupted connectivity.

CPSM®, CPSD™ C.P.M. AND A.P.P. Credit



The 2017 NMSDC Conference has been approved by the Institute for Supply Management for continuing education hours (CEHs) that may be applied towards recertification for the ISM Certified Professional in Supplier Diversity™ (CPSD™) or the Certified Professional in Supply Management® (CPSM®). Each hour of educational content is equal to one CEH. You may self-document your continuing education hours and submit them to ISM when you submit your application for recertification.

Electronic Devices



DON'T TURN OFF YOUR CELL PHONE.

We encourage you to use your cell phone to enhance your Conference experience. Share your message posts and photos on social media, get event information on the NMSDC mobile app and more.

As a courtesy to Conference participants, we do ask that all electronic devices (cell phones, laptop computers, tablets etc.) be silenced or set to vibrate during the meetings, program sessions and meal functions. If it is necessary to talk on your cell phone, please step outside the meeting room to an area that will not disturb other participants.

Attendee use of live streaming or recording on any electronic device (cell phones, laptop computers, tablets etc.) during any of the official or offsite NMSDC events is prohibited.

Conference Feedback Surveys



Please take time to complete the workshop and plenary session surveys. Links to the Conference surveys can be found on the Conference mobile app under each session description.

A few minutes of your time will provide us with a wealth of information to help us continue bringing you the finest programming possible.

NMSDC Conference Mobile App



Keep the event at your fingertips with the 2017 NMSDC Conference and Business Opportunity Exchange mobile app.

Use the app to view the most current information about the Conference, including schedule, onsite additions and/or changes, speaker bios, and handouts; session evaluation surveys; locate specific exhibitor booths in the Business Opportunity Exchange; mass notification and emergency communications, and log in to create personalized Expo itinerary plans.

Need help with the app?

Visit the NMSDC Mobile App Help Desk and TECHbar, located in the Cobo Center Atrium during the conference.

Download the App:



Search: NMSDC 2017 or keywords:
supplier diversity, NMSDC
Chirpe.com/nmsdc2017

Sponsor:



General Conference Information

Social Media and NMSDC



Share your Conference experience through NMSDC's Conference social media feeds using #NMSDCConference, and stay connected with NMSDC during and after the Conference on Facebook (facebook.com/nmsdchq); Twitter (twitter.com/nmsdchq); LinkedIn (linkedin.com/in/nmsdc) and YouTube (youtube.com/user/NMSDC).



45th Anniversary Timeline



At this year's conference peruse our multi-media 45th anniversary timeline and visit NMSDC's rich legacy as a change-maker for minority businesses in the US.

The timeline takes us back to the 1960's, before the organization's inception, when civil unrest prompted attention by the US President, and up to present day.

Learn about the executive orders that mandated the inclusion of minorities in government contracts and see how our purchasing power has grown by the decades.

Meet the presidents and board of directors of NMSDC who helped continue to develop and grow the organization outside the United States, where our model has been adopted and our efforts to promote minority business has had global reach.

We also have an interactive trivia game created by Scavenger to add to the fun.

Our hope is that attendees will enjoy both the timeline and trivia game as well as learn a thing or two in the process.

Sponsor:



We Are NMSDC



To celebrate our 45th anniversary, the accomplishments of the NMSDC network, and to showcase the economic impact of minority businesses, this year's #WeAreNMSDC campaign highlights the achievements of our corporate members, MBEs and affiliates councils.

"We Are NMSDC" videos that tell our individual and collective stories can be seen throughout the conference.

We hope that you enjoy learning more about the power of the network.

Sponsor:

TimeWarner

Hydration Stations



Mid-morning and afternoon coffee and tea, as well as infused waters are served in the Business Opportunity Exchange lounges on Monday. On Tuesday and Wednesday, they are served in the workshop rooms.

Sponsor:

DELPHI

Innovation for the Real World

Entertainment and Hospitality Suites



NMSDC requests that there be no conflict between individual or company entertainment or other activities and the hours of any official Conference program sessions or activities.

We ask that hospitality suites remain closed during any period when Conference program activities are in progress.

Business Center



Cobo business center is located in the main concourse/lobby near the front entrance to the Cobo business center is located in the main concourse/lobby near the front entrance to the center.

Some of the services available to exhibitors and attendees include: copy, fax, access to a computer, small freight shipment, and office supplies. It is open Monday Through Friday, 8:30 AM until 5:00 PM.

Power Breakfast and Keynote Luncheons



Power Breakfast and Keynote Luncheons Doors close 30 minutes after start time out of respect for the presenters and participants. Latecomers who arrive after 30 minutes past the event start time may not be admitted and will not receive a refund.

Food Allergies/Dietary Restrictions



NMSDC strives to accommodate guests with special diets. Please note that our caterers do not have separate kitchens to prepare allergen-free items or separate dining areas for guests with allergies or intolerances. Therefore, we cannot guarantee that cross-contact with allergens will not occur.

Some of our meals are buffet-style and include enough alternatives to accommodate most dietary requirements and preferences.

For plated meals, a limited number of alternative meals (e.g. vegetarian, vegan, gluten-free, etc.) are available on a first-come, first served basis. Advise your server of any dietary restrictions when you arrive at your table to learn your entrée options.

Responsible Drinking Policy



All NMSDC-sponsored receptions offer non-alcoholic beer and soft drinks in addition to alcoholic beverages. No alcohol will be served to anyone under the age of 21. Attendees that appear to be under 30 will be carded.

Consent to Use of Photographic Images



Registration for attendance at, and/or participation in, NMSDC meetings and other activities constitutes an agreement by the registrant to NMSDC's use and distribution (both now and in the future) of the registrant or attendee's name, likeness, image, voice, comments and/or appearance in any and all media, including the Internet, for any purpose consistent with the NMSDC's mission, without compensation.

General Conference Information

Consent to Use of Photographic Images



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What to Wear



Business attire is the standard meeting dress code. The attire for the Monday night reception is casual chic. The attire for the **Awards Banquet** is black tie. Although we attempt to keep the meeting rooms at a comfortable temperature, we recognize that "comfortable" is a relative term. We recommend that you bring a light jacket, sweater or shawl.

Coat Check Room



A Coat Check Room is available on site for attendee use. Please utilize the Coat Check Room for bags and wheeled carts, especially if you are attending the Business Opportunity Exchange, and coats. Suitcases, wheeled carts, and roller bags are prohibited in the Exhibit Hall.

NMSDC is not responsible for articles checked, contents of articles checked, any item left overnight or lost tickets.

Messages



NMSDC recommends that you inform your office staff and family members about your schedule, hotel telephone and room number, and cell phone number. This will help ensure that you can be reached as quickly as possible in the event of an emergency.

Unauthorized Solicitations



Solicitation in or around Cabo Center premises is prohibited.

Emergencies



The safety and security of Conference participants and staff are the first priority of NMSDC, Cobo Center, all NMSDC official hotels and off-site event venues.

Cobo Center

At Cobo Center, in the case of any life-threatening emergency, immediately call the Cobo Control Room at 313-877-82813. If you call "9-1-1", be sure to call Cobo Center Security immediately thereafter. Building security and NMSDC security need to be notified of all incidents so the necessary reports can be completed. Be prepared to give your location, your name and the nature of the emergency.

NMSDC provides a staffed First Aid room with EMS responders on-site. The NMSDC First Aid room is located in Cobo Center - room 335 and will be available Friday, October 21 through Wednesday, October 25. Do not take escalators or elevators in an emergency evacuation or fire. Use only the emergency stair exits. Follow all directions issued by Cobo Center security personnel, contracted security provider, NMSDC security and/or emergency services personnel.

Safety and Security



All persons, bags, parcels and other items may be subject to screening checks.

Lost and Found



Lost and Found is in the Volunteer Center, room 313AB. After the Conference, any remaining items will be turned over to Convention Center security. They will hold onto lost and found items for 30 days.

Evacuation Procedures



The key to any successful evacuation is for everyone to remain calm and follow the instructions of Convention Center or hotel personnel. In the event that you need to evacuate, follow these instructions:

Cobo Center

In the event of an evacuation, the Emergency Manager/GM will determine which of the following off-site assembly location(s) will be used: Coleman Young Municipal Building; Hart Plaza; or Renaissance Center.

Detroit Marriott Renaissance Center

At the Detroit Marriott Renaissance Center, call Renaissance Center Security (RCS) Control Center [(313) 667-1111 OR 111 from a house phone] and advise them of your location and the nature of the victim's illness/injury. Unless trained, do not attempt to render any first aid before trained assistance arrives.

In the event of a building evacuation, guests are directed to the surface lot at the corner of Atwater/Rivard streets. Security will be positioned through the route. Security staff will be at the assembly location and will make announcements to guests over a loud speaker system.

All Hotels

Please review and follow the security/safety information located in guest rooms.

Acknowledgments



The National Minority Supplier Development Council is a non-profit business membership organization that relies on the generous support of its member corporations and MBEs to underwrite major portions of the Conference. This assures that NMSDC can present the caliber of event that business professionals expect, at a reasonable registration fee that enables maximum participation.

Volunteers

Many thanks to the 2017 Conference volunteers, representing dozens of companies, for demonstrating broad support in the Detroit area for minority supplier development.

NMSDC would like to express sincere gratitude to the following individuals and companies for their help and support during the planning of this year's event.

Environmental Compliance Office Inc (ECO)

Tanya Allen
Forever Fresh

Christie Wong Barrett
Mac Arthur Corp

Terry Beltran
Beltran Media

Calethia A. Binion*
Butzel Long

Jacinto (Jack) Blanco*
YanFeng Global Automotive Interiors

Tamika Brown
Harmon Group

Harrison Janness Business*
MCM Staffing

Caroline Chambers
Comerica Bank

Greg Cheesewright
CompuTECH

Denise Czarnik*
The Orsus Group

Daniel Ellis
Toyota

Mandy Fairchild*
Kelly Services

Keya Grant
West Rock

Xiaojin-Jeff Ge
Steelcase

Pauline Gebon
MetLife

Eric Glenn CPSM, CPSD*
PPG Industries

Joy L. Goberville*



2017 NMSDC CONFERENCE+

BUSINESS OPPORTUNITY EXCHANGE

October 22 • 25 • Detroit, MI



Tina Harmon
Harmon Group

Chuck Hendrix
Toyota

I. Javette Hines
Citi

Tony Hollamon*
Epitec, Inc.

Reginald Humphrey
General Motors

Jackie Jackson
Walbridge

Belinda Jefferson
Hercules and Hercules

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Kelly Services

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Kathe Tocco*
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Roy Smith Company

* Volunteer Committee

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"We work closely with many P&G brands across various categories, often from the inception of a new campaign, through creative development, championing the brand communication process to customers in order to inspire sales."

Culture.

"P&G's culture of diversity and inclusion develops & empowers leaders to fulfill their potential. Creation, innovation, and a charge to disrupt the status quo, create trusted partnerships that improve lives."



Partnership.

"For two decades, we have partnered to jointly create value through innovation, speed-to-market, flexibility and quality."



Purchases

Powered by PS

supplierdiversity.pg.com

Partners Make the Difference

NMSDC wishes to thank the following corporate members and certified MBEs for their generous support of the 2017 Conference and Business Opportunity Exchange:





Leading Provider of Workforce Solutions

- 20+ years in the industry
- Serving clients across the U.S. in all 50 states
- Direct Sourcing and Pre-Identified Programs
- Brand Leveraged Talent Solutions
- Certified MWBE Corporate Plus® firm

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CONFERENCE PROGRAM



Conference Program



NMSDC Mobile App

Download the Conference Mobile App for the most current information and live updates.



[Search: NMSDC 2017 or key words: supplier diversity, NMSDC or Chirpe.com/nmsdc2017]

Sponsor:



Emerging Young Entrepreneurs (EYE) Program

Sunday, October 22 – Wednesday, October 25

252

Created in partnership with McPherson | Berry and MetLife, this unique four-day program will be taking place during the NMSDC Conference and Business Opportunity Exchange, to provide a pipeline of minority millennial entrepreneurs to become certified, innovative, and successful MBEs. Participants are engaged pre- and post-conference to continue the development and to track progress. (Prior, separate registration required.)

Speaker

LaSonya Berry
Chief Executive Officer
McPherson, Berry & Associates

Title Sponsor:



Sponsors:





2017 NMSDC CONFERENCE+ BUSINESS OPPORTUNITY EXCHANGE

October 22 - 25 • Detroit, MI



Unless otherwise noted, activities are held at the Cobo Center. The Detroit Marriott at the Renaissance (DMRC) is the location of the NMSDC Committee and Industry Group Meetings, the Awards Banquet Reception and Dinner and the Farewell Reception.

The Detroit Marriott at the Renaissance = DMRC

Friday, October 20, 2017

8 a.m. - 4 p.m.

Exhibitor Setup

Hall BC



Share with us! Snap It, Tag It, Post It! [#NMSDCConference](#) [Twitter](#) [Instagram](#) [Facebook](#) [LinkedIn](#) [@NMSDCHQ](#)



Saturday, October 22, 2017

8 a.m. – 4 p.m.

Exhibitor Setup

Hall BC

9 a.m. – 1 p.m.

International MBE Forum and Luncheon

DMRC-Mackinac

Title Sponsor:



For 45 years minority business development has been the focus of the NMSDC and the automotive industry in Detroit. In recent years that focus has proven to be a critical measure of success for U.S. businesses and for corporations with global operations as well. Many Fortune 100 corporations have either started supplier diversity initiatives in global markets or are contemplating starting one, which makes collaboration more important now than ever before. This year we will focus on refueling the NMSDC international network – including councils, corporations, MBEs (US & Global) – and learn from experts on how we can work together to fuel growth in an International Economy.

Expect:

- International Council Presidents share insights into their markets
- UN Women & Global Impact
- Globalization: Opportunities and Risks
- Going global through partnerships and transformation
- Meet and greet: Corps and Corp Plus US companies meet with International delegates

Speakers:

Pauline Gebon
 Global Head, Supplier
 Inclusion and Development
 MetLife

Christopher A. Garcia
 Acting National Director
 U.S. Department of Commerce
 Minority Business
 Development Agency

I. Javette Hines
 Director, Global Head,
 Supply Chain Development,
 Inclusion and Sustainability



Saturday (Continued)

9:15 - 10:00 a.m.

P1

International MBE Forum and Luncheon
Globalization - Opportunities and Risk

DMRC-Mackinac

Moderator:

I. Javette Hines
Director, Global Head, Supply Chain Development,
Inclusion and Sustainability

Speakers:

Ryan DeBorger
Strategic Partnership Program and Enterprise
Supply Chain Canada Head O&T Infrastructure
Enterprise Supply Chain (ESC) Citi

Brian Webster
Associate Director, Global Category
Manager
Teva Pharmaceutical Industries Ltd.

Zebib Michal Kidane
Procurement Analyst
Division of Management and Administration
UN Women

Dave Zaccagnini
Global Procurement Operations
MetLife



Saturday (Continued)

10:15 – 11:00 a.m.

International MBE Forum and Luncheon

DMRC-Mackinac

P2

Nuances of doing business in different countries (delegates from each International Affiliate)

Title Sponsor:



Moderator:

Elizabeth A. Vazquez
 CEO and Co-Founder
 WEConnect International

Panelists:

Laura Berry
 CEO
 Supply Nation

Gary Joseph
 CEO
 South African Supplier Diversity Council

Cassandra Dorrington
 President & CEO
 Canadian Aboriginal and
 Minority Supplier Council

Mayank Shah
 Chief Executive Officer
 MSDUK

11:15 a.m. – 12:10p.m.

Meet and greet - Corporate and Corporate Plus® U.S. companies
 meet with International delegates.

DMRC-Mackinac

Title Sponsor:





Saturday (Continued)

12:10 – 12:55 p.m.

International MBE Forum and Luncheon

DMRC-Mackinac

P3

This year NMSDC celebrates 45 years of minority business development. We have evolved and expanded our reach into other countries and new partnerships.

Come take a journey with us as panelists share the journey of business growth and development beyond the United States. Learn from Corporate Members who have expanded their supply chain scope for inclusion beyond the United States, Certified NMSDC Suppliers who now have the expertise of a “global” firm, and from NGOs invested in the sustainable growth and development of an inclusive supply chain.

Moderator:

Terrez M. Thompson
Vice President, Global Supplier
Diversity
The Coca-Cola Company

Panelists:

Shaleta Dunn
Director, Diverse Talent & Supplier Programs
ManpowerGroup

Sam Hummel
CEO
Sustainable Purchasing Leadership Council

Eve Lerman
Senior International Trade Specialist
Eastern Michigan
U.S. Commercial Service

Elisabete Miranda
President
CQ Fluency

Avis Yates Rivers
CEO
Technology Concepts
Group International



Saturday (Continued)

12 – 4 p.m.

NMSDC Kellogg AMEP Alumni. Building Billion Dollar Businesses

DMRC-Richard AB

NMSDC Kellogg AMEP is designed to help minority-owned businesses accelerate their business growth with timely information, tools and training. This session is designed to re-connect AMEP Alumni and look at ways to collaborate for growth and opportunities. This session takes a practical look at collaborative efforts to build billion dollar minority-owned businesses.

The session examines value management, megatrends, supply chain needs, collaborative verticals, the role of equity/capital, and more.

Open only to MBEs who have completed the NMSDC Kellogg AMEP.

Speakers:

Suj Chandrasekhar
 Founder and Principal
 Strategic Insights

James Lowry
 CEO/Senior Advisor and
 Kellogg Academic Advisor
 James H. Lowry and Associates/Boston Consulting Group

12 – 5 p.m.

Registration

Lobby BC

NMSDC Committee Meetings (Invitation Only)

2:15 – 4:15 p.m.

Industry Group Chairpersons (Invitation Only)

DMRC-Michelangelo



2017 NMSDC CONFERENCE+ BUSINESS OPPORTUNITY EXCHANGE

October 22 • 25 • Detroit, MI



Sunday, October 23, 2017

8 a.m. – 4 p.m.	Exhibitor Setup	Hall BC
9 a.m. – 12 p.m.	ISM Exam	DMRC-Michelangelo
<p>Designed for professionals tasked with creating diverse supplier initiatives as well as strategic diversity initiatives, the Certified Professional in Supplier Diversity® (CPSD™) Certification gives you exemplary skills and recognition as an expert in supplier diversity as well as deepen your knowledge in all aspects of supply management. The CPSD is a professional designation offered by the Institute for Supply Management (ISM) and offers a study day before giving professionals the opportunity to take the CPSD™ exam.</p> <p>Proctor: Tom Martin, Director, Instructional Design and Delivery Institute for Supply Management®</p>		
9 a.m. – 12 p.m.	MBE “Boot Camp” Session - Classes I and II	Mackinac West
<p>One of the important challenges facing MBEs is their ability to collaborate with other businesses to successfully win larger contracts. MBEs must be open to building capacity through collaborative relationships that meet the needs of corporations. This three-hour session explores the principles of successful collaboration. We will use two interactive small group exercises to help participants understand these principles. Participants will gain insight into how to establish successful collaborations and joint ventures with other enterprises. Seats are limited and are available on a first-come, first-served basis.</p> <p>Speaker: Fred McKinney, Ph.D., Managing Director MBE Programs Tuck School of Business at Dartmouth</p>		



Sunday (Continued)

9 a.m. – 12:00 p.m.

MBE “Boot Camp” Session Classes III and IV

Mackinac East

MBEs prosper and grow to scale when they successfully create and deliver real value for their customers. This three-hour session is all about your business. We’ll focus on whether you’re choosing the right customers, how to follow a strategy that makes sense for your company, and how to manage the enterprise in a way that brings you profitability and repeat business. You will be given a diagnostic questionnaire that allows you to evaluate the strengths of your business and the areas that need improvement. Seats are limited and are available on a first-come, first-served basis.

Speaker:

Leonard Greenhalgh, Ph.D.
 Professor of Management
 Director, Programs for Minority- and Women-Owned Businesses
 Director, Native American Business Programs
 Tuck School of Business at Dartmouth Hanover

9 a.m. – 5 p.m.

Registration

Lobby BC

10 – 11:30 a.m.

Supplier Diversity Advisory Committee

DMRC-Joliet AB

12 – 2 p.m.

Chairpersons Committee

DMRC-Greco

12 – 5 p.m.

Presidents’ Committee (NMSDC Affiliate Councils)

DMRC-Cadillac B



Sunday (Continued)

1 – 3:30 p.m.

Corporate Plus® Forum (Fueling Corporate Plus® Relationships)
(Corporate Plus Members Only)

DMRC-Ambassador 3

Sponsor



Speakers:

Eric Ellis
President and CEO
Integrity Development Corp.

Beverly Jennings
Head, Office of Supplier
Diversity & Inclusion
Johnson & Johnson

Mitchell Ward
CEO
MW Logistics LLC

1 – 5 p.m.

**MBE Opportunity Accelerator: Where MBEs Connect
to Corporate Business Opportunities**

430A

This FREE, high-impact annual event is the perfect way to start an exciting and productive week in Detroit. Held every year the day before the official opening of the conference, the "Opportunity Accelerator" brings together MBEs, corporations, NMSDC leadership and subject matter experts for what is always a highly anticipated half-day focused on the information, trends, tips, and opportunities that will move your company forward ... faster.

Seats are limited and are available on a first-come, first-served basis.

Moderator:

Clifford A. Bailey
CEO
TechSoft Systems

Speakers:

Dr. Suj Chandrasekhar
Founder and Principal
Strategic Insights

Louis Green
Interim President
NMSDC

Conference Program



Sunday (Continued)

4 – 6 p.m.

Corporate Plus® Reception
(Corporate Plus Members by Invitation Only)

Ambassador Ballroom
Salon 2

Sponsor:

The Coca-Cola Company

7:00 p.m. – 10:00 p.m.

Welcome to Detroit Reception

Ford Field

"The 2017 NMSDC Conference and Business Opportunity Exchange kicks off with a welcome at Ford Field, home of the Detroit Lions.

The Welcome to Detroit Reception is a great time to reconnect with familiar colleagues and to meet new business associates. Business attire is recommended."

Sponsor:

 **DELTA**

2017 NMSDC CONFERENCE+ BUSINESS OPPORTUNITY EXCHANGE

October 22 - 25 • Detroit, MI



Monday, October 23, 2017

6:30 a.m. – 5 p.m.

Registration
YOUR CONFERENCE EVENT BARCODE IS REQUIRED TO GAIN
ADMITTANCE TO THE BUSINESS OPPORTUNITY EXCHANGE

Lobby BC

7:30 a.m. – 8:45 a.m.

Power Breakfast
Doors close and no meals served after 8:00 a.m.

Hall D

Welcome Remarks:

Christopher A. Garcia
Acting National Director
U.S. Department of Commerce
Minority Business Development Agency

Sigmund E. Huber
Director - Global Supplier Relations
and Risk Management
FCA - Global

Steven Kiefer
Senior Vice President
Global Purchasing and Supply Chain
General Motors

Speaker:

Chance Lee Rush
Motivational Speaker
Member of three affiliated tribes (Hidatsa)
of North Dakota

Sponsor:



9 a.m.

Business Opportunity Exchange Ribbon-Cutting Ceremony

Hall B Entrance

9 a.m. – 12:15 p.m.

Business Opportunity Exchange

Hall B

Business Opportunity Sponsors:



Business Opportunity Directory Sponsor:



**Business Opportunity
Lounge Sponsor:**



Headshot Studio Sponsor:



Conference Program



Monday, October 23, 2017

9:15 a.m. – 6 p.m.

Connect Zone

140

Sponsor:



12:30 – 1:45 p.m.

Luncheon Fireside Chat

Hall D

Doors close and no meals served after 1:00 p.m.

Welcome Remarks:

Joseph R. Hinrichs
 Global Operations
 Ford Motor Company

Robert Young
 Group Vice President of the Purchasing, Supplier
 Engineering Development and Cost Planning
 Toyota Motor North America

Sponsors:



2 – 6 p.m.

Business Opportunity Exchange

Hall B

8 – 11:00 p.m.

Experience Americana Reception

The Henry Ford Museum
 of American Innovation

Join fellow NMSDC friends and colleagues in a world where past innovations fuel the imagination of generations to come. The Monday night reception will be a vibrant exploration of genius in all its forms. The Henry Ford Museum of American Innovation allows you to experience the strides of America's greatest minds. Step inside the bus where Rosa Parks took a stand by taking a seat or play pilot as you explore flight innovations. Experience Americana as you mix, mingle, nosh and inbibel!

Sponsors:



2017 NMSDC CONFERENCE+

BUSINESS OPPORTUNITY EXCHANGE

October 22 - 25 • Detroit, MI



Tuesday, October 24, 2017

7 a.m. – 3 p.m.

Registration

Lobby BC

7:30 a.m. – 8:45 a.m.

Networking Continental Breakfast

140

Sponsor:

9 – 10:00 a.m.



Plenary Session (Journey to Fueling Company Growth)

Grand Riverview Ballroom B

Join us for an exclusive, in-depth conversation with three minority women CEOs who each successfully built their own billion dollar businesses. Moderated by CPO Arnold Sowa of MetLife, this special session will take the time to hear how each of these remarkable women not only got their businesses off the ground, but also outline the key steps taken to grow them from Class I to Class V suppliers.

Learn from the experiences of the NMSDC biggest success stories, and try to understand how you can apply lessons from their growth to your business.

Moderator:

Arnold Sowa
Senior Vice President & Chief Procurement Officer
MetLife

Panelist:

Carmen Castillo
President and CEO
SDI International Corp.

Sponsors:



Janice Bryant - Howroyd
CEO
The ACT • 1 Group

Andra M. Rush
CEO
Detroit Manufacturing Systems, LLC.

10 a.m. – 5:15 p.m.

Connect Zone

140

Sponsor:



Conference Program



Tuesday, October 24, 2017

CONCURRENT WORKSHOPS

10:15 - 11:15 a.m.

T1

Adapting to Digital

430A

In this session EY will discuss how your business needs to evolve to address changing customer expectations and stay competitive. We will provide 5 key principles to help you navigate the age of digital disruption to create meaningful digital experiences, build successful services, and leverage your existing technology.

Speaker:

Andrea Boone
Executive Director, FSO Digital
Ernst & Young LLP

10:15 - 11:15 a.m.

T2

Information/CyberSecurity: One of our Most Serious Economic and National Security Challenges

410A

Recent cyber events continue to reinforce one of the core principles of robust cybersecurity programs, i.e. "a chain will only be as strong as its weakest link." During this interactive presentation, the Federal Reserve System, Chief Information Security Officer will discuss recent cyber threat developments in the supply chain, legislative developments impacting vendors, and offer best practice tips.

Moderator:

Melissa Butler
Assistant Vice President
Federal Reserve Bank of Richmond

Speaker:

Devon Bryan
Executive Vice President and Chief
Information Security Officer
Federal Reserve System



Tuesday, October 24, 2017

10:15 - 11:15 a.m.

T3

Supply Chain of the Future: A Self Organizing Network Including All Tiers

410B

This panel explores how Industry 4.0 technologies enable new forms of collaboration within companies and across all tiers of supply networks. Industry 4.0 refers to a variety of technologies such as Internet of Things (IoT), big data, cloud computing, cybersecurity and additive manufacturing. Supply chains are under increasing pressure to reduce costs and compress schedules. Most of the costs are in Tiers 2 through 5, which have fewer resources and are typically not connected digitally to others. Industry 4.0 technologies create opportunities for competitive advantage for the smaller players by allowing them to establish self-organizing networks with anyone.

We examine how MBEs and Corporate members can exploit Industry 4.0 technologies. Examples include supply network agility and efficiency, product/service innovations, working together on larger opportunities, and developing stronger customer-supplier relationships.

Moderator:

Adam Garfein, Ph.D
Vice President of Business Development
Menawat & Co

Panelists:

Christie Wong Barrett
CEO
Mac Arthur Corporation

Michael Bolger
Vice President of Strategic Planning
SET Enterprises, Inc.

Lawrence E. Brown, PMP
Executive Director
American Lightweight Materials Manufacturing
Innovation Institute (ALMMII)

Pavan Muzumdar
Chief Operating Officer
Automation Alley

Conference Program



Tuesday, October 24, 2017

CONCURRENT WORKSHOPS

10:15 - 11:15 a.m.

T4

**Innovation and Design Thinking:
Better Collaboration Internally and with Suppliers**

420A

In this session, Dell's Global Operations group will describe its innovation journey, discussing the mindsets, tools, and management, as well as the infrastructure required to build innovation into a true capability and competitive advantage for the business.

Speaker:

Rick Menchaca
Global Commodity Manager
Dell, Inc.

Sponsor:





Tuesday, October 24, 2017

10:15 - 11:15 a.m.

T5

Going Global: New Markets for Minority Business Enterprises (Powered by MBDA)

310



Roughly three quarters of world purchasing power and over 95% of world consumers are outside America's borders and American products, services, and solutions are in high demand around the world. Minority business enterprises (MBEs) are uniquely qualified and equipped to not only succeed at exporting but to also act as strategic partners for others entering global markets. In this session you will learn what you need to do to become "export-ready," and about the myriad of federal government programs and resources ready to work with you. Accomplished MBEs will share their perspective on how to compete effectively in the global marketplace and challenge you to go global!

Moderator:

Sharon T. Freeman
President
All American Small Business Exporters Association

Panelists:

Ed Ekel
Regional Director
Detroit Ex-Im Bank of the United States

Patricia Hanes
Director
MBDA Chicago Export Center

Eve Lerman
Sr. International Trade Specialist
U.S. Commercial Service - East Michigan

James Wallace, Sr.
President
Monnex Precision Inc./MTK Logistics

Conference Program



Tuesday, October 24, 2017

CONCURRENT WORKSHOPS

10:15 - 11:15 a.m.

T6

Gen Now: Understanding the Multi-gen Workforce and the Intersection with Supplier Diversity Development

420B

Businesses and organizations across the world are grappling with an unfolding skills dilemma that is challenging the way we manage and plan the workforce and workplace of the future. People are remaining in the workforce longer than they used to, yet there is a growing shortage of skilled talent. Today's young workers, a.k.a. the Millennials, are bringing an entirely new set of expectations to our doorstep. This session will explore workforce trends associated with the aging and declining workforce, educate colleagues on the role and importance of today's multi-gen workforce. There will also be added emphasis on Gen Y and the impact that generational diversity has on recruiting and retaining talent within workplaces/organizations/supply chains.

Moderator:

Jason S. Morga
Vice President, Americas Marketing
and Creative Services
Kelly Services®

Panelists:

LaTasha James
Social Media Community Manager
Kelly Services®

Jose Villa
President
Sensis

Nancy J. Lewis
President
Progressive Techniques, Inc.



Tuesday, October 24, 2017

10:15 - 11:45 a.m.

CPO Forum (By Invitation Only)

251C

T7

Moderator:

John Sack
Chief Procurement Officer
Citigroup Inc.

Panelists:

Jamie Saliba
Global Vice President/General Manager
TAPFIN NA/Group Operations

Deborah Stanton
Executive Director
Institute for Supply Management

Guy Schweppe
Senior Vice President Global Operations
Dell Inc.

Stacey Taylor
Vice President, Purchasing
MGM Resorts International

10:15 - 12:30 p.m.

Corporate2MBE MatchMakers

330AB

CORPORATE2MBE MATCHMAKERS

These are one-on-one appointments that are opportunities for corporations to share more about their specific business needs and to learn more about prospective suppliers that are eager to meet those needs. These pre-schedule appointments take place at assigned tables in our Matchmaker Room.

Sponsor:



Conference Program



Tuesday (Continued)

11:30 a.m. - 12:30 p.m.

Exploring Joint Ventures

320

T8

As one of the fastest vehicles for growth, joint ventures are a lucrative opportunity for minority business enterprises and majority-owned corporations to achieve their business goals.

This two-part session will first, explore the guidelines recently developed by a national cross-functional task force of key thought leaders assembled by the Michigan Minority Supplier Development Council. These guidelines define best practices for strong, certifiable joint ventures. The resulting guidelines define how to create legitimate joint ventures that mutually benefit both the MBE and the non-diverse partner. The second session will feature MBEs and corporate members sharing how they've leveraged well-structured JVs to drive billions of dollars in business.

10:15 - 11:15 a.m.

Exploring Joint Ventures

320

T8 - Part 1

Introducing the Joint Venture Best Practice Guidelines: Presenting task force findings, definitions and recommendations on the right way to leverages joint ventures for growth.

Presenters:

Leonard Greenhalgh, Ph.D.
 Professor of Management
 Director, Programs for Minority- and Women-Owned Businesses
 Director, Native American Business Programs
 Tuck School of Business at Dartmouth Hanover

Ralph Moore
 President
 RGMA & Associates

Leamon Sowell
 President and Managing Partner
 Sowell Law Partners



Tuesday, October 24, 2017

11:30 a.m. - 12:30 p.m.

Exploring Joint Ventures

320

TB - Part 2

Strong JVs: Corporate and MBE Perspectives: Learning from the corporate members and MBEs that have created strong mutually-beneficial partnerships to achieve corporate business goals, and the MBEs who leveraged the opportunity to grow their businesses.

Moderator:

Leonard Greenhalgh, Ph.D.
Professor of Management
Director, Programs for Minority- and Women-Owned Businesses
Director, Native American Business Programs
Tuck School of Business at Dartmouth Hanover

Presenters:

Byron Foster
Executive Vice President
Adient

Ron Hall, Jr.
President and CEO
Bridgewater Interiors

Burt Jordan
Vice President, Global Vehicle Purchasing and
Supplier Diversity
Ford Motor Company

Andra M. Rush
Chief Executive Officer
Detroit Manufacturing Systems, LLC.

Conference Program



Tuesday, October 24, 2017

CONCURRENT WORKSHOPS

11:30 a.m. - 12:30 p.m.

Practical Considerations for Going Global

410A

T9

This session will feature interactive discussion on what every business should consider before entering a new foreign market, including:

- Why Going Global Is Strategic
- Case Studies
- Framework for Success
- Getting Started
- Going Global Resources

Moderator:

Avis Yates Rivers
 CEO
 Technology Concepts
 Group International

Panelists:

Gary Joseph
 CEO
 South African Supplier Diversity Council

Christine Rice
 CEO
 VisionPRO

Diego Martin
 Corporate Services & Development
 Director
 Puerto Rico MSDC

Elizabeth A. Vazquez
 CEO and Co-Founder
 WEConnect International



Tuesday, October 24, 2017

11:30 a.m. - 12:30 p.m.

T10

Sustainable Purchasing

410B

Join us in a robust discussion of sustainability and its global impact. Hear leaders speak about key considerations that corporations must begin to understand regarding traditional CSR assessments, gain perspective on supplier engagement, and hear more about trends, challenges, and considerations regarding supply chain accountability.

Moderator:

I. Javette Hines
Director, Global Head, Supply Chain
Development, Inclusion and Sustainability

Speaker:

Sam Hummel
CEO
Sustainable Purchasing
Leadership Council

Joan Kerr
Director
Pacific Gas & Electric

Ben Ngobi
Global Procurement Sustainability Lead
Accenture

Conference Program



Tuesday, October 24, 2017

CONCURRENT WORKSHOPS

11:30 a.m. - 12:30 p.m.

T11

Casino Gaming's Commitment to a Diversified Workforce

430A

Casino gaming operates in 40 states and serves as an invaluable partner to the small business community. The industry drives job creation, boosts revenues and enhances business relationships. During this panel discussion, gaming industry procurement leaders will discuss the benefits and opportunities that extend across a range of industries supported by gaming.

Panelist:

Renee Boyce
President, CEO and Founder,
My Next Career Path Staffing, LLC

Shaundell Newsome
Founder
Sumnu Marketing

Jessica Rosman
Vice President of Procurement
Caesars

Stacey Taylor
SVP and Chief Procurement Officer Global Procurement
MGM Resorts

Jacci Woods
VP Public Relations
and Community Affairs
Motor City Casino Hotel



Tuesday, October 24, 2017

11:30 a.m. - 12:30 p.m.

T12

Procurement Without Bias

420A

Bias is present in all areas of business and personal life. One area where bias can greatly affect MBE's is in procurement. Join us for a presentation and lively discussion on recognizing, reducing and how to address bias in procurement. We will talk about the most commonly encountered procurement biases, explore why and how bias creeps into the procurement process and how it affects decision making. We will also explore how MBE's can address bias and what can corporations do to reduce bias in procurement operations.

Speaker:

Keith Hines
Director, US Procurement
PricewaterhouseCoopers

Conference Program



Tuesday, October 24, 2017

11:30 a.m. - 12:30 p.m.

T13



Winning Federal Contracts (Powered by MBDA)

310B

The United States Federal government is the largest purchaser of products and services in the world—more than \$100 billion. The premier gateway into the federal market is through U.S. General Services Administration schedules (GSA Schedules) and with the Office of Small and Disadvantaged Business Utilization (OSDBU) in each federal agency. This session will explain how to market your goods and services to federal agencies and walk you through the process of getting on the GSA Schedule for the Federal Government acquisitions. You will also hear directly from an accomplished federal contractor and learn the best practices of capture management. If you are not doing business with the government and your company is able to deliver a quality product or service on time and at a competitive price – this workshop is for you!

Moderator:

Jacob Brody
Managing Director
Accenture Federal Services

Panelists:

Gail Bassette
Project Director
MBDA Federal Procurement Center

Lane Coleman
CEO
Strikegroup, LLC

Maureen Cruz
Small Business Specialist
U. S. General Services Administration Office of
Small Business Utilization

Constance Payne Logan
Project Director
U.S. Small Business Administration



2017 NMSDC CONFERENCE+

BUSINESS OPPORTUNITY EXCHANGE
October 22 - 25 • Detroit, MI



Tuesday, October 24, 2017

12:45 - 2:00 p.m.

Keynote Luncheon - Transformational Leadership
Doors close and no meals served after 1:15 p.m.

Hall D

Moderator

Janice Bryant Howroyd
CEO
ACT•1 Group

Panelist:

George S. Corona
President and CEO
Kelly Services

Thiru Ganesan
President and CEO
Kyyba, Inc.

Ron Shahani
President and Chief Executive
Officer
Arco Services Corporation

2:15 p.m. - 5:15 p.m.

SIGNATURE SESSIONS

SS1

**Are You Leading OR Managing? -
STEPS for Business Success While Doing Both**

430A

Combining outstanding management skills with leadership qualities can generate improvements in business. This workshop will explore the differences between leaders and managers and how specific behaviors of both can influence business growth and success. Participants will be provided with practical "STEPS" to maximize their effectiveness, endurance and stamina as leaders and managers.

Speaker:

Linda Spradley Dunn
CEO and Founder
Odyssey Media

Sponsor:

The Coca-Cola Company

Conference Program



Tuesday, October 24, 2017

2:15 - 3:45 p.m.

SS2

**TSMSDC Centers of Excellence (COE) -
"Designed for Results" ... in Partnership with Ingersoll Rand and NMSDC**

420A

The TSMSDC COE, launched by the TriState Minority Supplier Development Council in conjunction with Ingersoll Rand, and NMSDC, is an educational platform to address a unique and value-added mentor-protégé program. It is designed to develop business relationships among 21 minority businesses and 10 corporations. The program offers knowledge sharing, benchmarking, procurement, and modeling the NMSDC Best Practices. Additionally, COE provides data, monitoring/tracking, and establishes the tools to position minority businesses to compete nationally and globally. The desired mutual outcome is that corporate mentors will enhance their supplier diversity processes, and their MBE protégés will build capacity for growth, sustainability, and success.

Moderator:

Cheri Henderson
President & CEO
TriState MSDC

Speakers:

Marilyn Clark
Manager, Economic Development
Fayette County Public Schools

N. Marcella McCullough
Sr. Manager, Supplier Diversity,
Nissan North America

Jackie LaJoie
Supplier Diversity Manager
Ingersoll Rand

Dawn Mason
Managing Director Purchasing
CoreCivic

Susan Marston
Regional VP, Kentucky and
West Virginia TSMSDC

KeeKee Mathis
Supplier Diversity Manager
Volkswagen Group of America



Tuesday, October 24, 2017

SS3

How Small Business Can Leverage Technology to Act Big

430B

Strategic technology decisions can help businesses scale, acting big through greater productivity, improved cyber security, and incredible virtual experiences. Learn how leading high-tech corporations are making cutting-edge technologies accessible to SMBs and how you can tap into them for greater competitive advantages.

Speakers:

Erik Day
Vice President and General Manager
North America Small Business
Dell Technologies

Jim Gordon
General Manager of Data Center and
Client Security Platforms
Intel

Demma Rodriguez
Head of Technical Infrastructure Diversity
Engineering (TIDE)
Google, Inc.

Sponsor:



Conference Program



Tuesday, October 24, 2017

2:15 - 3:45 p.m.

SS4
P1

**Financial Services Industry Group - Master Class
Chief Procurement Officers**

320

Supplier risk, compliance, and sustainability strategies, when combined with supplier optimization initiatives, hold both challenge and opportunity for minority businesses attempting to remain competitive in corporate supply chains. A panel of five Chief Procurement Officers will provide insight, strategies, and hot growth opportunities for MBEs within financial services.

Moderator:

Jim Gorzalski
Chief Procurement Officer
Capital One

Panelists:

Kimberly Proffitt
AVP, Supplier Facing Services
Nationwide

Arnold Sowa
Senior Vice President & Chief
Procurement Officer
MetLife

John Sack
Chief Procurement Officer
Source-to-Pay Global Process Owner
Citigroup

Al Williams
Chief Procurement Officer
Barclays



Tuesday, October 24, 2017

4:00 - 5:15 p.m.

SS4

**Financial Services Industry Group - Master Class
Access to Capital**

320

P2

Whether early stage or mature, minority businesses must continue to create value for their clients and shareholders.

A panel of financial services professionals will outline why the ability to generate positive cash flows will ultimately determine the extent to which the company will attract debt or equity capital and/or successfully integrate a newly acquired or merged business. Whether MBE or Supplier Diversity Professional, you'll be better informed on one of the greatest challenges in Supplier Diversity - gaining access to capital.

Moderator:

Harvey Butler
Global Head of Supplier Diversity
Barclays

Panelists:

Frantz Alphonse
Co-Founder and Sr. Managing
Director
APC Holdings

Robert L Greene
President & CEO
National Association of
Investment Companies (NAIC)

Mark Harrison
President
Totem Enterprises

Alfonzo Llorens
Partner
Gordon & Rees, Scully, Mansukhani

Conference Program



Tuesday, October 24, 2017

2:15 - 4:15 p.m.

SS5

Protecting Your Business Enterprise

420B

From data breaches to social media backlash and even natural disasters, there are increasingly more factors that can threaten your business today than ever before. In this session, you will learn about common and new risks associated with business ownership and how you can leverage our tools and resources to help run your business better and be better protected.

Allstate is committed to being a Force For Good and one-stop resource for small businesses. In addition to Home, Auto and Life protection, we specialize in providing insurance solutions to help keep you protected and help you understand risks your business could face. Through our Small Business Connection program, we've teamed up with other companies to provide access to information and advice about insurance, legal, financial, technology, employee benefits, marketing and office insights, all in one place.

Speakers:

Cassie Collins
Marketing Manager
Allstate Insurance Company

Shirley Collyer
Commercial Lines Sales Manager / Eastern Territory
Allstate Insurance Company

Sue Engle
Education Director
Allstate Insurance Company

Sponsor:





2017 NMSDC CONFERENCE+

BUSINESS OPPORTUNITY EXCHANGE

October 22 - 25 • Detroit, MI



Tuesday, October 24, 2017

2:15 - 5:15 p.m.

SS7

THE BIGGER DISCUSSION™ V: Future of Supplier Diversity

410B

In the five years since The Bigger Discussion was first introduced as a catalyst for honest, powerful dialog about Diversity & Inclusion, over 70,000 people have watched TBD I-IV as part of a live audience or viewed the video series on YouTube—more than any other industry related video by far! This year, TBD V takes it to another level, debuting on the industry's largest stage, the NMSDC National Conference in Detroit, MI. TBD's co-founder and resident moderator, Dr. Scott Vowels, welcomes the executive leaders of NMSDC, WBENC, NGLCC and NVBDC. For the first time ever, Corporate America's four recognized national certification agencies for minority-, women-, veteran- and LGBTQ-owned businesses will assemble on one stage for a 'no holds barred' conversation that promises to engage, provoke, reveal and examine the present reality and the Future of Supplier Diversity from the perspective of those who are leading us there.

Moderator:

Scott Vowels
Head of Supplier Diversity
Apple

Speakers:

Louis Green
Interim President
National Minority Supplier
Development Council (NMSDC)

Keith King
President
National Veteran Business Development
Council (NVBDC)

Justin Nelson
Co-Founder & President
National Gay & Lesbian
Chamber of Commerce (NGLCC)

Pamela Prince-Eason
President and CEO
Women's Business Enterprise National
Council (WBENC)

Conference Program



Tuesday, October 24, 2017

2:15 – 4:45 p.m.

Matchmakers Sessions
CORPORATE2MBE MATCHMAKERS (By Appointment Only)

These are one-on-one appointments that are opportunities for corporations to share more about their specific business needs and to learn more about prospective suppliers that are eager to meet

Sponsor:





Wednesday, October 25, 2017

7 - 8:15 a.m.	Networking Continental Breakfast Sponsor: <i>Kellogg's</i>	140
7:00 a.m. - 1 p.m.	Registration	Lobby BC
7:30 - 10 a.m.	BCF Corporate Membership and Board of Directors' Meeting (By Invitation Only) (Portside Ballroom)	260
8:30 - 9:30 a.m.	Hurricane Disaster Recovery and Rebuilding Opportunities	Grand Riverview Ballroom B



The catastrophic devastation resulting from Hurricanes Harvey, Irma and Maria has caused more than \$500 billion in damage in the states of Texas, Florida, Puerto Rico, U.S. Virgin Islands, and throughout the Caribbean. For minority-owned firms seeking to gain insight into how they can help with disaster recovery and rebuilding efforts, this is a must attend session. You will hear from government executives and key stakeholders who will share information on the state of the economy within their respective regions. You will learn about the programs and resources that are available to help minority-owned firms gain access to the more than \$500+ billion in procurement opportunities..

Moderator:

Consuela Jordan
Special Assistant, Office of National Director
MBDA

Speakers:

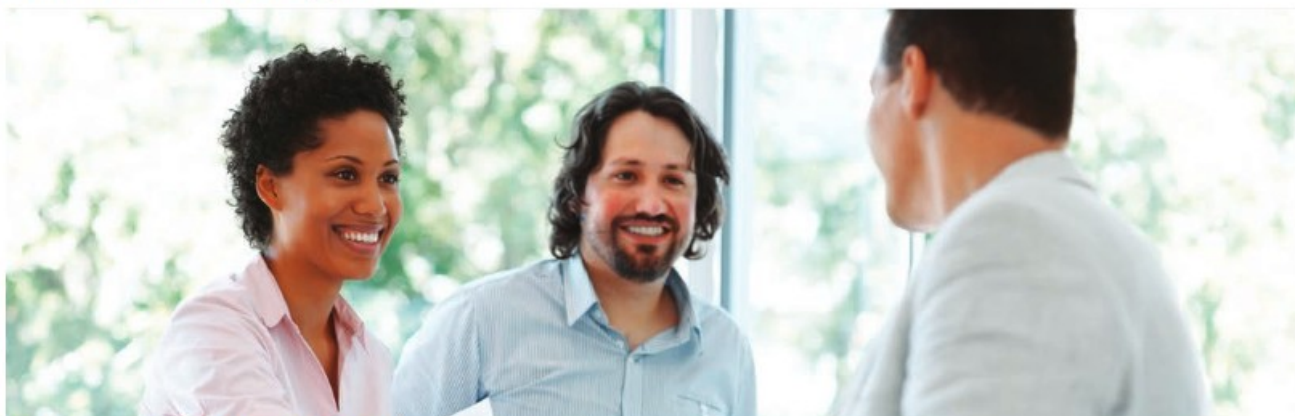
Jerry Butler
CEO
Inter-American Development Bank

Kelley Eubanks
CEO
Kee Concrete and Construction, Inc.

Gail Bassette
Director
Federal Procurement Center

Fred Volcansek
Director
Select USA

Conference Program



Wednesday, October 25, 2017

9:30 a.m. – 12:30 p.m.

Connect Zone

140

Sponsor:



9:45 a.m. – 12:30 p.m.

CONCURRENT WORKSHOPS

W1

Mentorship: How Corporate Mentorship Programs for MBEs Add Value 410A

MBEs have received tremendous value and scaled their business through the years by working with corporations in their mentorship programs. This session provides success stories of such mentorship programs and explains how corporations can use them to their advantage, helping both the MBE and the corporation.

Speakers:

Anita Darden Gardyne
 CEO & CO-founder
 Oneva, Inc

Fernando Hernandez
 Supplier Diversity Director
 Microsoft

Al Limaye
 President
 Logistic Solutions, Inc.

Darrien Pinkman
 Executive Director - Global Technology Procurement
 Merck & Co.



Wednesday, October 25, 2017

9:45 a.m. – 12:30 p.m.

Supplier Network Innovation: Teaming to Develop MBE Suppliers of the Future

410B

W2

The session focuses on supplier network innovation and creating sustainable MBEs of the future. We will discuss emerging/disruptive technology megatrends, corporate barriers to supply base innovation, MBE barriers to technology development/scaling, and how awareness and teaming today can enable a roadmap to create a sustainable, diverse and innovative supplier network of the future. We will draw in experts from Ford, other automotive corporate members, MBE suppliers, and experts on supply chain innovation.

Speakers:

Christie W. Barrett
CEO
Mac Arthur Corporation

Gregory Hamel
Director Indirect Purchasing & Strategy
Ford Motor Company

Frank W. Ervin III
Vice President
Michigan Minority Supplier
Development Council

Dr. Susan Helper
Frank Tracy Carlton Professor of Economics
Case Western University

W3

Trending to Success: "Building a Top Notch Supplier Diversity Program"

411

This session will outline the different aspects of a good program and provide tips on what helps when working with your sourcing team.

Speakers:

Estrella Cramer
Supplier Diversity Director
United Parcel Service of
America, Inc.

Debra Stewart
Director Supplier Diversity
Shell Oil Company

Oliver K. Thurman
Director Supplier Diversity
AT&T

Conference Program



Wednesday, October 25, 2017

9:45 a.m. – 11:15 a.m.

W4

How to Effectively Pitch to Get Corporate Clients

420A

There are do's and don'ts of pitching to corporations that can help you improve your closing rate. This intensive session is an interactive sales session designed to show you how to upgrade your corporate pitching skills and show you how to deliver with impact.

Speakers:

Barbara Davis
Communications Manager,
Sourcing & Logistics
DuPont

Becky Davis
CEO
MVPwork

9:45 a.m. – 12:30 p.m.

W5

Boost Your Business with Facebook and Instagram

310AB + 320

This session will provide businesses with the most up-to-date tools, insights, and best practices for achieving success on Facebook and Instagram. Learn directly from Facebook experts and local businesses to walk away with the resources you need to grow your business!

Speakers:

Nicole Franklin
Account Manager, SMB
Facebook

Brandon Smith
Account Manager, SMB
Facebook

Sponsor:

facebook



Wednesday, October 25, 2017

9:45 - 10:45 a.m.

W6

**The Billion Dollar Roundtable: Leveraging Diversification Strategies
for MBEs into New Markets and Industries with the National Business League, Inc.**

430B

The rule of thumb suggest no customer should be more than 25% of your business and the same holds true for MBE's, looking to grow into new markets and industries. Hear from Supplier Diversity Leaders of the Billion Dollar Roundtable, as they discuss best practices, proven methods and common-sense strategies to help MBE's successfully diversify their industry portfolio's in an expanding global economy co-hosted by the National Business League and the Billion Dollar Roundtable, Inc.

Moderator:

Sharon H. Patterson
President and CEO
Billion Dollar Roundtable Inc.

Panelists:

Dr. Kenneth L. Harris, PhD
President/CEO
National Business League, Inc.

Sharon S. Lucas
Strategic Work Placement, Program Manager
The Boeing Company

Angela Henderson
Senior Purchasing Manager,
Supplier Diversity
Ford Motor Company

Raul Suarez-Rodriguez
Manager of Supplier Diversity
CVS Health

Helena Hutton
Director, Global Diversity Procurement
Cummins, Inc.

Conference Program



Wednesday, October 25, 2017

9:45 – 10:45 a.m.

W7

Exploring Commercial Opportunities with Sovereign Tribal Nations

430A

How to work with a federally recognized tribal entity is often confusing, overlooked, and misunderstood. This workshop will help educate corporate purchasing agents, business development managers, and site selection professionals about the advantages of working with a tribe. Working with an Indian Tribe is different than working with a non-tribal entity.

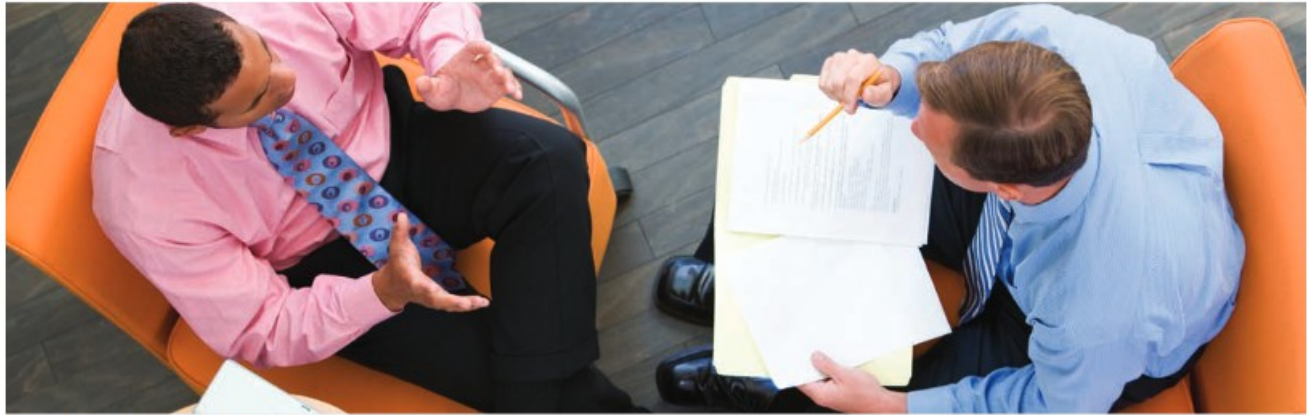
Recognized tribes have sovereign status which is a significant and commercially valuable difference from corporations, limited liability companies, or limited partnerships.

Indian Tribes with the proper legal and physical infrastructure can assist corporations looking to: improve margins, help domestic companies enter into competitive markets, allow foreign corporations efficient access to American markets, help avoid undue state regulatory burdens, protect intellectual property, and gain access to wholesale electricity/utilities.

Understanding how working with a tribe can be much more valuable for both corporate customers and strategic partners will be discussed during this workshop.

Speaker:

Kevin Blaser
Energy Buyer
Economic Development Department
Saginaw Chippewa Indian Group



Wednesday, October 25, 2017

10:15 a.m. – 12:30 p.m. **NMSDC MBE2MBE MATCHMAKERS (By Appointment Only)**

330

These are one-on-one appointments that are opportunities for minority businesses seeking other MBEs to do business. Whether to identify a new and innovative supplier or a strategic business partner to leverage more business, MBE-to-MBE connections can add value to minority businesses. These pre-schedule appointments take place at assigned tables in our Matchmaker Room.

Sponsors: [Caesar's, and CMAC Transportation logos]

12:45 p.m. – 2:00 p.m. **Keynote Luncheon**

Hall D

Welcome Remarks:

Ann Ramakumaran
CEO/Founder
Ampcus

Keynote:

Matthew J. Simoncini
President, CEO and Director
Lear Corporation





Sponsors:



Conference Program



Wednesday, October 25, 2017

11 a.m. – 12:30 p.m.	NMSDC National Corporate Members' Meeting	360
12:45 – 2 p.m.	Keynote Luncheon Doors close and no meals served after 1:00 p.m. Sponsors:  	Hall D
2:15 – 3:45 p.m.	NMSDC Board of Directors' Meeting (By Invitation Only)	360
6 – 7 p.m.	Awards Banquet Reception The Awards Banquet Reception, Awards Banquet and Farewell Reception provide an exciting finale for the week's activities. The attire is black tie.	Grand Riverview Ballroom Pre-function
7 – 9:30 p.m.	Awards Banquet Awards for Suppliers of the Year, Corporation of the Year, and Regional Council of the Year will be presented. Sponsors:   	Grand Riverview Ballroom
9:30 p.m. – 12 a.m.	Awards Banquet Reception Immediately following the Awards Banquet, we bid farewell to Detroit and set our sights on the 2018 conference in Austin, Texas. Sponsor: 	Atrium



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National Minority Supplier Development Council, Inc.

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www.twsupplierdiversity.com

Speaker Profiles *Monday Breakfast*



Robert Young

*Group Vice President, Purchasing,
Supplier Engineering Development
& Cost Planning
Toyota Motor North America, Inc.*

Robert Young is group vice president of purchasing, supplier engineering development, and cost planning at Toyota Motor North America, Inc. In this position, Mr. Young is responsible for TMNA's vehicle parts, materials procurement, and supplier development. In addition, Young is also an advisor to the TTC Corporate Strategy team. Mr. Young is located at Toyota Technical Center in York Township, Michigan.

Mr. Young joined Toyota in 1995 and progressed through a series of positions in the purchasing division including several buying and department general manager roles.

Mr. Young is currently serving on the board of the Michigan Minority Supplier Development Council (MMSDC) and is on the Executive Committee of SPARK Ann Arbor.

Mr. Young has a B.S. in Business Administration from Indiana University.



2017 National Minority Supplier Development Corporate Sponsor

Bartech can simplify the way you hire and manage your workforce, come visit us at booth #111.

Visit www.Bartechgroup.com for more information

Speaker Profiles *Monday Luncheon*



Vanessa K. De Luca

*Editor-In-Chief
ESSENCE Magazine*

Vanessa K. De Luca is editor in chief of ESSENCE, where she is responsible for overseeing the content and vision of the preeminent magazine for Black women and of ESSENCE.com, the daily online destination for African-American women. De Luca joined ESSENCE more than a decade ago as beauty and fashion features editor.

In 2003, ESSENCE named her lifestyle director, and in 2005 appointed her executive editor. De Luca assumed her current

post in July 2013.

Prior to joining ESSENCE, she served in a variety of editorial capacities at publications including Life and Glamour.

She is also the co-author of the best-selling beauty and empowerment book, Tyra's Beauty Inside and Out.



Joe Hinrichs

*Chairman, NMSDC
President, Global Operations
Ford Motor Company*

Joe Hinrichs is Ford's president of Global Operations, responsible for global Product Development; Manufacturing and Labor Affairs; Quality; Purchasing; and Sustainability, Environmental and Safety Engineering.

He has served in a number of senior leadership roles since joining Ford in December 2000. Previously, Hinrichs was a partner and senior vice president of Ryan Enterprises Group and spent 10 years at General Motors.

Hinrichs holds a bachelor's degree in electrical engineering from the University of Dayton and a master's degree in business administration from the Harvard Business School.

Hinrichs and his wife, Maria, have three children.

Speaker Profiles Tuesday Plenary Session



Carmen Castillo
President and CEO
SDI International Corp.

Carmen Castillo started SDI in Florida in 1992. SDI is one of the world's largest certified Hispanic- and woman-owned procurement companies, with operations in every continent.

The company provides global procurement outsourcing programs for the tail-end of the supply chain, and increases client-MWBE supplier engagement through SDI's Inclusive Procurement Platform.

Carmen is involved in the company's strategic direction, spreading her time between community affairs and business development organizations that further the entrepreneurial efforts of MWBEs worldwide.

She takes on 6-8 MWBE mentees per year, guiding them in key business areas.

DIVERSITY allows us to be our best.

At Capital One, we view our supply chain as an extension of our business and associates.

We believe that different backgrounds, experiences, and perspectives working side by side enable ideas, approaches, and solutions that focus on our customers' best interests.



Learn more about supplier diversity at Capital One.



Fluor Supplier Diversity Program Connecting for Opportunities



Fluor is committed to excellence in supplier diversity. As a global company, Fluor operates across highly diverse markets that are best served by correspondingly diverse resources, including suppliers and subcontractors.

Visit us at www.fluorprocurement.com for a list of the products and services that Fluor buys and create your company profile.

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ADAV133516c

Together we're stronger.
Together we're healthier.
Together we're better.

Catholic Health Initiatives is committed to diversity in our suppliers, our leadership, our employee community and our governance. We are proud to be a corporate member of the NMSDC.

For information on our current supplier business opportunities please contact: Rosalyn Carpenter, Chief Diversity Officer, Vice President, Diversity & Inclusion at rosalyncarpenter@catholichealth.net.



catholichealthinitiatives.org



Our diversity is leading the transformation.

Anthem, Inc. is a proud member of the National Minority Supplier Development Council.

"Supplier diversity is an important part of our strategy and reflects our commitment to the diversity of our more than 40 million members nationwide. By actively seeking out a diverse pool of suppliers, we create an environment where the best ideas, products, and solutions rise to the top. This continued effort of committing to diversity creates more affordable products and services, strengthens our connection to the local communities we serve, and empowers our members to lead healthier lives."

Joseph Swedish
Chairman, President and Chief Executive Officer



Anthem.

Drive the future of health care.
antheminc.com/careers

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Speaker Profiles Tuesday Plenary Session



Janice Bryant Howroyd
Founder and CEO
ACT•1 Group

Businesswoman, entrepreneur, educator, ambassador, author and mentor - Janice Bryant Howroyd is the Founder and Chief Executive Officer of The ACT•1 Group, a global enterprise that delivers customized, cutting edge solutions to the human resources industry. The ACT•1 Group is a multi-billion dollar (USD) award-winning, International Talent and Talent Technology enterprise with multiple divisions that each service unique areas of employment and provide talent management solutions.

Janice founded The ACT•1 Group, (www.Act1Group.com) in 1978 as a one desk placement firm, that now operates globally and offers staffing services

across North America via AppleOne (www.AppleOne.com), A-Check Global (www.ACheckGlobal.com) which provides Background Checks & Screenings across global geographies, and Agile-1 (www.Agile-1.com) which provides solutions to mitigate and streamline companies' hiring processes for contingent workers (temporary, contractors, seasonal, project-based) and/or direct workers (full/part-time employees, FTEs). Agile-1's proprietary technologies automate the hiring processes across an organization, while the on-site or remote programs manage multiple staffing agencies, named resources, project-based workers, or recruitment processes.



Andra Rush
Chair and CEO
Rush Group, Inc.

Andra Rush is founder, chair and CEO of the Rush Group of Companies, including Dakota Integrated Systems, Detroit Manufacturing Systems and Rush Trucking.

Rush Group specializes in component manufacturing, complex assembly and sequencing, supply chain management, logistics and freight distribution for global brands, and employs nearly 3,000 team members. It is one of the largest Native American-owned and woman-owned enterprises in the U.S.

Rush's mission is to create profitable and sustainable job opportunities in underrepresented communities.

In 1984, she borrowed \$5,000 from her parents, combined with \$3,000 in

savings, and used her credit cards to launch Rush Trucking with one van and two pickup trucks. Today, Rush Trucking Corporation transports goods for Fortune 500 companies across the U.S. and Canada with 1,100 tractor-trailers. Rush launched Dakota Integrated Systems in 2001, providing assembly and sequencing of automotive interiors to original equipment manufacturers, including General Motors, Chrysler and Ford.

Speaker Profiles Tuesday Plenary Session



Arnold Sowa

Senior Vice President and
Chief Procurement Officer
MetLife

Arnold Sowa is senior vice president and Chief Procurement Officer for MetLife. In this role he is responsible for overseeing MetLife's global procurable spend, including the selection and contracting of suppliers, supplier oversight & governance, global travel, and supply chain social responsibility programs. He currently is on the board of directors of the National Minority Supplier Development Council.

His prior procurement experiences have been at Bridgewater Associates, LP, the largest hedge fund in the world, where he was responsible for building a new procurement organization; as an

advisor to Ally Financial on creating their third-party risk management program; and as CPO at Capital One.

While at Capital One he designed and rolled out an industry-leading third-party risk management program, including policies, procedures, standards, methodologies, and supporting tools that covered supplier selection, contracting and governance.

He also initiated and ran Capital One's supply chain social responsibility programs, including the creation of its award-winning supplier diversity program.

Speaker Profiles Tuesday Luncheon



Janice Bryant Howroyd

Founder and CEO
ACT•1 Group

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We understand the value of a diverse supplier network

At Bank of America, our supplier network reflects our commitment to diversity.

Diversity and inclusion benefits our customers, our communities and economies around the world. We help make opportunity possible by working directly with thousands of businesses owned by minorities, women, veterans, the LGBT community and people with disabilities to obtain quality products and services; or indirectly through companies who share our commitment to diversity.

Not only is it the right thing to do, it makes us a better company and a better partner in the community.

Life's better when we're connected®

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Bank of America



Bank of America Merrill Lynch U.S. Bank of America
America ynch Trust Merrill Lynch

Macy's proudly supports **NMSDC** *and its commitment to advancing* **national supplier diversity development.**

At Macy's, we share the belief that having a supplier base with strong minority and women owned business enterprises reflects our diverse customer base and helps us support the economic health and vitality of the communities where we all live, work and play.



www.macysdiversityleadership.com

Speaker Profiles Wednesday MBDA Plenary Session



Christopher A. Garcia

National Deputy Director
U.S. Department of Commerce
Minority Business Development Agency

Chris Garcia was appointed as the National Deputy Director of the U.S. Department of Commerce, Minority Business Development Agency on May 22, 2017. In his role as the Acting National Director, Garcia works to ensure that the nation's 8 million minority-owned businesses have the resources they need to expand economic opportunity and create jobs.

Before joining MBDA, Garcia worked for a private family office and Niagara International Capital Ltd., where he helped expand the company's investment banking division.

He was the founder and CEO of Advantage Line Global (ALG), a multimillion-dollar technology startup, and was a co-founder of TapEx, a mobile shipping, delivery, and logistics platform for businesses and individuals.

Garcia was also the former managing principal of Chris Garcia & Associates, a U.S.-based consulting firm specializing in international markets, M&A advisory, political strategy, and government affairs.

Speaker Profiles Wednesday Workshop - W7



Kevin Blaser

Energy Buyer
Economic Development Department
Saginaw Chippewa Indian Group

Kevin Blaser is part of the Economic Development Department of the Saginaw Chippewa Indian Tribe of Michigan.

He is the Energy Buyer and is responsible for all aspects of energy procurement and hedging for the Tribe. Sovereign status and being able to source low-cost wholesale energy is a key driver of the Tribe's economic development strategy.

Kevin is also involved with sourcing, due diligence, and analysis of startup and venture capital investments. Prior to working for the Tribe, he managed a boutique consulting firm and before that was Senior Portfolio Manager for an institutional fixed income asset manager in Chicago.

Congratulations!



2017 NMSDC Regional Suppliers of the Year

AWARD WINNERS and FINALISTS

Congratulations to all of this year's corporate finalists for their leadership and dedication to minority supplier development and to communities of color around the world.

The minority supplier finalists have distinguished themselves and their businesses by successfully demonstrating growth in sales and employment while overcoming significant obstacles.

Consistently providing high-quality products, services, and solutions at competitive prices and significantly contributing to the growth and development of their communities.

We wish you continued success!



**2017 NMSDC
CONFERENCE+**
BUSINESS OPPORTUNITY EXCHANGE
October 22 - 25 • Detroit, MI

2017 Regional Suppliers of the Year Class I Finalist



Tiara Flynn
President and CEO
Sumnu Marketing

Nominated by
MGM Resorts International

Regional Council
Western Regional MSDC



Megan Smith
Owner
Brownstone PR

Nominated by
Pennsylvania Convention

Regional Council
Eastern MSDC

2017 Regional Suppliers of the Year Class II Finalist



Pamela Isom
CEO
ICE Safety Solutions

Nominated by
UNION BANK MUFG,
Pacific Gas Electric Company

Regional Council
Western Regional MSDC



Liliana G. Valletta
President
CIEN 2 dba XL Alliance

Nominated by
Citi Group

Regional Council
New York/New Jersey MSDC



Delois B. Babiker
CEO
Intellectual Concepts, LLC

Nominated by
Metropolitan Atlanta Rapid
Transit Authority (MARTA)

Regional Council
Georgia MSDC



Christie Wong Barrett
CEO
Mac Arthur Corporation

Nominated by
Delphi

Regional Council
Michigan MSDC



45TH ANNIVERSARY

Congratulations to the following corporations who have won the NMSDC Corporation of the Year Award multiple times over our 45 years. Your achievements positively impact lives and communities, nationally and globally. Your best practices continually move the needle toward increased inclusion and expansion.





CORPORATION OF THE YEAR 2017 FINALISTS



CHAIR

ROHENA MILLER
CEO
Niche Marketing, Inc.

CLIFFORD A. BAILEY
CEO and MBEIC Chair
TechSoft Systems, Inc.

DAVID W. MORGAN
CEO
Morgan Supply On Demand

RALPH MOORE
CEO
RGMA

COMMITTEE

ADAM C. WALKER
CEO
Summit Container Corporation

DR. FREDERICK W. MCKINNEY
Managing Director,
Minority Programs
Tuck School of Business
Dartmouth College

TERRI QUINTON
CEO
Q2 Marketing

MICHAEL P. VERCHOT
Director, Consulting
and Business
Development Center
Foster School of Business
University of Washington

2017 Regional Suppliers of the Year *Class III Finalist*



David Mowry
President and CEO
Blair, Church and Flynn

Nominated by
Southern California Edison
Company

Regional Council
Southern California MSDC



Rohit Mahajan
President
Saviance Technologies

Nominated by
SANOFI

Regional Council
New York/New Jersey MSDC



Anjali (Ann) Ramakumaran
CEO
Ampcus

Nominated by
Cox Enterprises

Regional Council
Georgia MSDC



Varchasvi Shankar
President and CEO
V2Soft Inc.

Nominated by
Blue Cross Blue Shield of Michigan

Regional Council
Michigan MSDC

2017 Regional Suppliers of the Year Class IV Finalist



Maria Novoa
Principal/Co-Owner
ATR International, Inc.

Nominated by
Wells Fargo

Regional Council
Western Regional MSDC



Jerry Brenholz
Principal/Co-Owner
ATR International, Inc.

Nominated by
Wells Fargo

Regional Council
Western Regional MSDC



Syed (Sidd) Ahmed
President and CEO
VDART

Nominated by
Accenture

Regional Council
Georgia MSDC



Carl Satterwhite
President
The RCF Group

Nominated by
US Bank

Regional Council
Ohio MSDC



Mandeep Sodhi
President and CEO
Select Source International

Nominated by
Medtronics

Regional Council
North Central MSDC

The NEXT GENERATION OF MBEs ARE HERE

AND THEY NEED YOU

As a National Minority Supplier Development Council (NMSDC) certified minority-owned business (MBE) or national/local Corporate Member, position your company to invest in the next generation of MBEs by becoming a sponsor of The Emerging Young Entrepreneurs Program.



Benefits include:

- Mentoring and Speaking Opportunities for Company Executives.
- Invitations to NMSDC and Program Specific Events.
- Acknowledgement in all program related marketing collateral.

Facilitated by

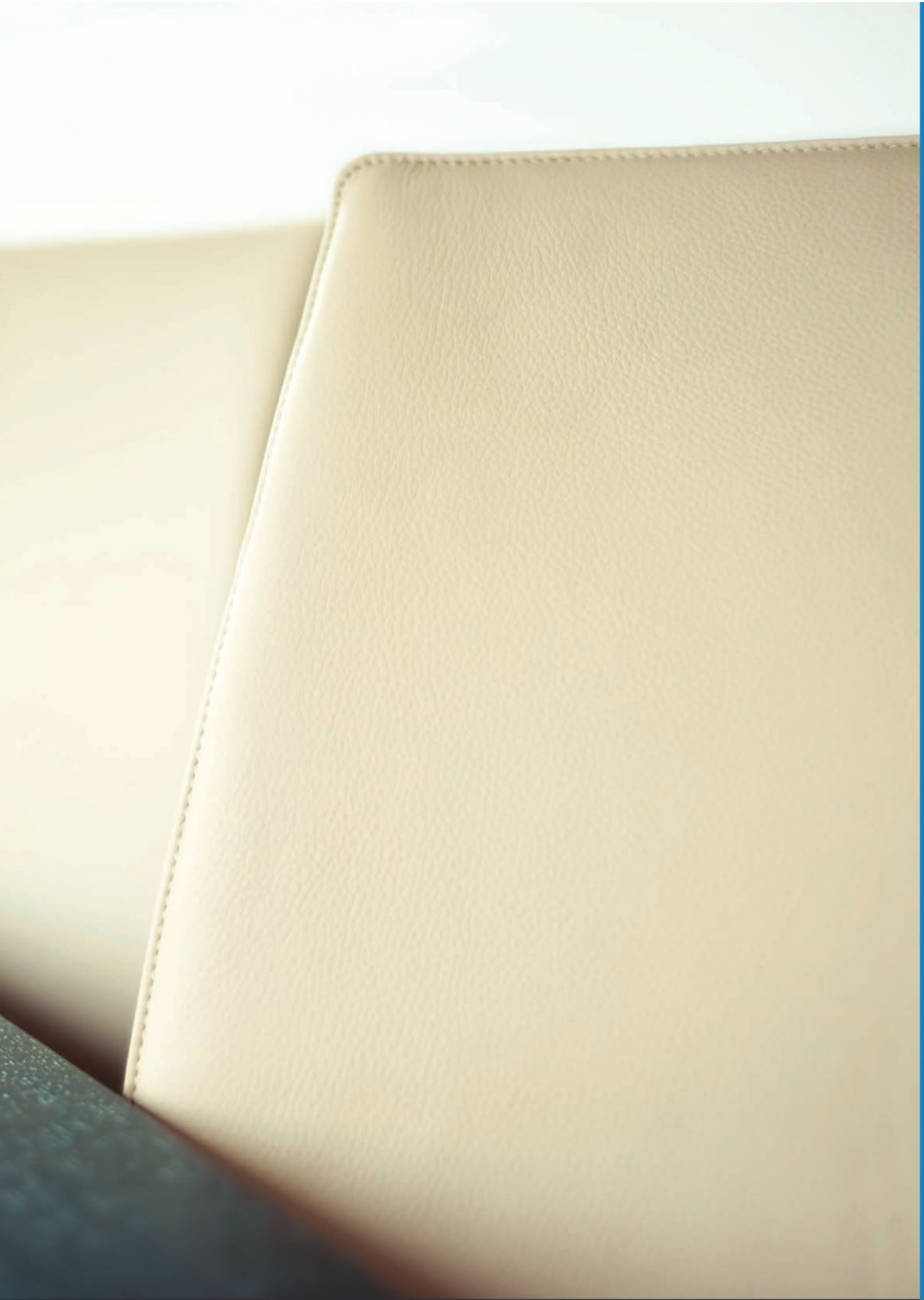


Corporate Sponsors Include:

Raytheon



For More Information Contact
Maureen Simonette
Director of Development & Member Services
at Maureen.Simonette@NMSDC.org
(212) 944-2430 EXT. 118





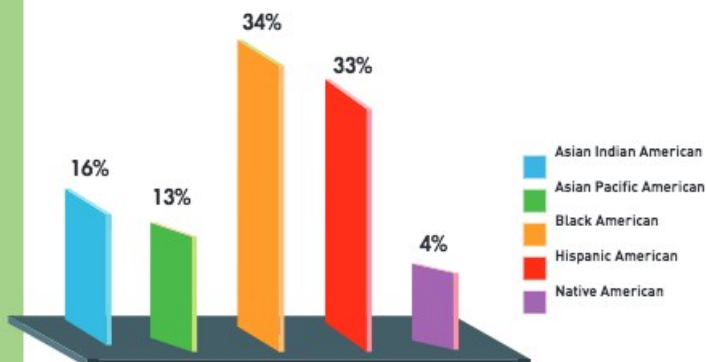
National Minority Supplier
Development Council
1359 Broadway, Suite 1000
New York, New York 10018
212-944-2430
www.NMSDC.org

Mission

NMSDC is the global leader in advancing business opportunities for certified Asian, Black, Hispanic and Native American business enterprises and connecting them to corporate members. One of the country's leading corporate membership organizations, NMSDC was chartered in 1972 to provide increased procurement and business opportunities for minority businesses of all sizes.

National Network

The NMSDC Network includes a national office in New York City and 23 affiliate regional councils across the country. There are approximately 1,750 corporate members throughout the network, including America's top publicly-owned, privately-owned and foreign-owned companies, as well as universities, hospitals and other major purchasing institutions. The regional councils certify and match more than 10,000 Asian, Black, Hispanic and Native American-owned businesses with member corporations that want to purchase their products, services and solutions.

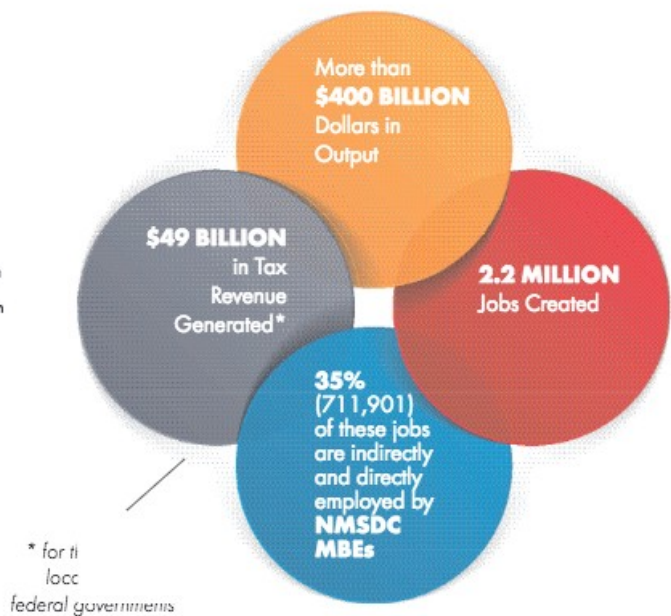


Economic Impact

NMSDC-certified minority business enterprises (MBEs) produce more than \$400 billion in annual revenue and actively employ, either directly or indirectly, approximately 2.2 million people in the United States. Additionally, minority-owned businesses contribute close to \$49 billion in local, state and federal tax revenues.

Our Certified MBEs

NMSDC has 10,751 certified MBEs, with 73 percent of the firms owned by males and 27 percent owned by females. Our MBEs represent a broad range of industries in support of the global corporate supply chain.



Source: 2014
Economic Impact Report;
Scott Anthony Vowels, PhD



NMSDC affiliate regional councils **certify** Asian, Black, Hispanic and Native American-owned business enterprises after screening, interviews and site visits.

NMSDC Central® is the platform for NMSDC's national database of more than 10,000 certified minority suppliers.

NMSDC provides referrals to corporate buyers of minority suppliers capable of providing quality products, services and solutions.

Corporate Plus® is a membership program for minority businesses with proven capability to execute national contracts.

The **Business Consortium Fund (BCF)** provides working capital loans and access to specialized financing to NMSDC-certified minority businesses with supplier/vendor relationships with NMSDC national and regional corporate members.

The **Growth Initiative** creates a certification category for minority-controlled firms that allows NMSDC-certified MBEs to retain minority status and control while accepting equity capital from institutional investors.

Advanced Management Education Program (AMEP) is a four-day customized executive education offering at Northwestern University's Kellogg School of Management with highly intensive training and technical assistance for Chief Executive Officers of minority-owned firms.

Minority Business Executive Program (MBEP) is a one-week intensive course offered in partnership with the University of Washington's Foster School of Business. The program features an interactive curriculum focused on finance and accounting; human resource management; leadership; marketing and brand strategy; and relationship strategic thinking.

The **Business Opportunity Exchange** is a platform for minority suppliers to present their company's products, services and solutions to hundreds of prospective buyers in one location.

Continuing Education Seminars are available annually to national and regional corporate members in support of minority supplier development. Networking opportunities allow suppliers to engage directly with appropriate purchasing agents.

Networking opportunities allow suppliers to engage directly with appropriate purchasing agents.

The **Global-Link** International Program guides development of a worldwide network of non-governmental organizations that provide linkages between historically-excluded businesses and corporate buyers abroad. NMSDC international partners are located in Australia, Canada, China, South Africa and the United Kingdom.

The invitation-only **Program Connect Reception** is exclusively for participants and graduates of NMSDC programs. This event has been designed for you to network and develop long-term relationships. Build your social capital and leverage relationships, and learn more about NMSDC.

Awards and special recognition of exemplary leadership among corporate members, MBEs and affiliate regional councils are presented at the NMSDC Leadership Awards in May and at the Conference and Business Opportunity Exchange in the fall.

Corporate Centers of Excellence Centers of Excellence (COE) are regional business modules designed to strengthen corporate supplier diversity processes and to help minority businesses compete in a global environment. Corporate participants have the opportunity to mentor MBEs in their region to participate in these modules and be an integral part of their growth.

Emerging Young Entrepreneurs (EYE) A uniquely designed year long program, created in partnership with McPherson | Berry and MetLife as the title sponsor, EYE will provide the next generation of minority millennial entrepreneurs who will support the needs of corporate members, MBEs and additional stakeholders.

APPLY NOW:

MBE Scholarships Available: <https://www.nmsdcforms.org/nmsdc/form120/index.html?1506968858957>



WE ARE WHO WE SERVE

The Kroger Co. invests with minority-owned and women-owned businesses because it makes us strong. We recognize that **"we are who we serve."**

As an honored member for the Billion Dollar Roundtable, we continue to invite certified M/WBE's to learn more about our Supplier Diversity Program by visiting our website at:

www.thekrogerco.com/vendors-suppliers/supplier-diversity

The **Kroger Co** is proud to be a corporate member of the NMSDC and thank you for your dedication and effort in providing a direct link between Corporate America and Minority-Owned Businesses.



The Business Consortium Fund



Serafin U. Mariel
President and
CEO



Ruben Rodriguez
Senior Vice President,
Operations and Chief
Lending Officer

39 West 37th Street, 7th Floor
New York, New York 10018
(212) 243-7360
(212) 243-7647 Fax
www.bcfcapital.com

Socorro T. Vallejo
Vice President and Controller

Elba M. Garcia
Manager Loan Administrator

Tim McBride
Chairman
General Manager,
Venture Integration Microsoft Corporation

The Business Consortium Fund (BCF) is a non-profit Community Development Financial Institution (CDFI) focused on providing financing to NMSDC-certified MBEs.

The BCF has a long history of success in providing a wide range of financing options to suit the needs of growing MBEs. Lines of credit, direct loans, factoring loans and participation loans with a local bank in your area are all available.

The BCF has made more than 990 loans totaling over \$233 million to NMSDC-certified MBEs since 1987. In 2012, it launched a direct lending program.

Two years later, the BCF was approved by the U.S. Department of Treasury as a Community Development Financial Institution. As a result, the BCF can provide important Community Reinvestment Act (CRA) credits for banks that participate in BCF loans, and extend its capital base by applying for matching grant funds from the U.S. Department of Treasury, which in turn enables the BCF to make more loans to eligible MBEs.

The primary loan products offered by BCF are the Loan Participation Program, the Direct Lending Program and the BCF-Sponsored Factoring Program.

The Loan Participation Program

In this program, the BCF participates in a portion of a loan to an MBE, along with a local bank. The MBE receives a working capital injection related to a contract with an NMSDC Member Corporation that is often beyond what a local bank lender alone would provide. BCF's portion of this type of loan can be up to \$1.125 million. The bank's portion may be much higher.

The Direct Lending Program

BCF direct loans may be used for a variety of purposes and can be in the form of either a term loan or line of credit. Loans range from \$100,000 to \$1.125 million.

BCF Sponsored Factoring Program

BCF can sponsor an MBE with a participating factoring lender to reduce the percentage rate the MBE pays over what is available in the market. This can be a useful financing option for companies with fewer assets to increase their cash flow for on-going operations.

In July 2014, the BCF received approval from the Small Business Administration (SBA) to activate its long-dormant subsidiary – Triad Capital Corporation. This adds to the BCF's ability to provide long-term funds to MBEs that have proven themselves in the supply chains of corporate America and are ready to ascend to the level of prime/first-tier vendors.

These changes are critical for corporations looking for strong, vibrant and well-capitalized MBEs that can grow with them. By contributing to the BCF, these corporations can now gain a "multiplier effect" with the BCF and SBA—helping to provide the funding their suppliers need.

The BCF's support for MBEs doesn't stop at providing access to capital. The BCF also provides advice to further educate MBEs on key areas of financial management.

The advice is hands-on and provides financial management training, and addresses the significant challenges faced by minority suppliers as they enter and grow through the supply chains of NMSDC member corporations. Topics covered include designing profitable growth models, strategic pricing, cash flow management and performance management.

NMSDC Leadership



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 Delphi Corporation

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 Global Procurement
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Jim Holloway*
 General Manager
 Toyota Motor North America

Sig Huber
 Global Director - Head of Supplier
 Relations and Risk Management
 Fiat Chrysler Automobiles

Burt Jordan
 Vice President, Global Vehicle
 and Powertrain Purchasing
 Ford Motor Company

Gary Kallenbach
 Chief Procurement Officer
 United Parcel Service

Joan Kerr
 Director, Supplier Diversity
 and Supplier Development
 Pacific Gas and Electric Company

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 President and Chief Executive Officer
 TechSoft Systems, Inc.

David W. Barfield
 Chief Executive Officer
 Impellam NA (Bartech)

Sue Bhatia
 Founder/Owner
 Rose International, Inc.

Katheryn Burchett
 Senior Vice President,
 Visual Environment and
 Business Development
 JCPenney

NMSDC Leadership (Continued)

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Vice President
Corporate Strategic Procurement
Intel Corporation

Ric Schneider
Chief Procurement Officer
Abbott Laboratories, Inc.

Harvey Butler
Vice President,
Global Head of Supplier Diversity
Barclays

Derek B. Cantey
Senior Vice President,
Supplier Diversity
Wells Fargo and Company

Dan Carrell
Vice President,
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Bob Currey
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Ray Dempsey Jr.
Vice President, External Affairs
Communications and External Affairs
BP America Inc.

Tiffany Eubanks-Saunders
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Pauline Gebon
Global Head of Supplier Diversity
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Executive Director, Global Sourcing and Supplier Diversity
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Global Procurement
Pfizer Inc.

Jim Holloway*
General Manager
Toyota Motor North America

Sig Huber
Global Director - Head of Supplier Relations
and Risk Management
Fiat Chrysler Automobiles

Burt Jordan
Vice President, Global Vehicle and Powertrain
Purchasing
Ford Motor Company

Gary Kallenbach
Chief Procurement Officer
United Parcel Service

Joan Kerr
Director, Supplier Diversity and Supplier Development
Pacific Gas and Electric Company

Thomas E. Lake
Vice President, North American Purchasing
Honda North America

Reginald K. Layton*
Vice President, Supplier Diversity and Supply Chain Sustainability
Johnson Controls, Inc

Kenneth Litton
Managing Director, Chief Procurement Officer
J. P. Morgan Chase

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Vice President, Supplier Diversity-Purchasing
Macy's Inc.

Thomas Nash, C.P.M., CPIM
Head of Supply Management
American Red Cross

Robert W. Noel
Global Procurement
ExxonMobil Global Services Company

Brad Pomerleau
Vice President, Indirect Spend and Procurement
Center of Excellence
Target Corporation

Margo Posey*
President and Chief Executive Officer
Dallas/Fort Worth Minority
Supplier Development Council

Jeni Rajbhandari
Head of Services and Indirect Procurement,
NAM
Nokia

M. Bridget Reidy
Executive Vice President,
Corporate Operations
Exelon Corporation

Quentin Roach
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and Senior Vice President
Global Supply Management
Merck and Co., Inc.

Eliseo Rojas*
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Interpublic Group

Jamie Saliba
Vice President/General Manager
TAPFIN Global
ManpowerGroup Solutions

Frank Sanders
Vice President, Technology
and Manufacturing Group Director,
Corporate Strategic Procurement
Intel Corp

Ric Schneider
Chief Procurement Officer
Abbott Laboratories, Inc.

Guy Schweppe
Senior Vice President, Production
Procurement and Global Materials
Dell Technologies

Shelley Stewart Jr.*
Vice President, Sourcing, and Logistics
and Chief Procurement Officer
DuPont

Peter Stoyanoff
Chief Procurement Officer
Monsanto

Teresa Tanner
Executive Vice President,
Chief Administrative Officer
Fifth Third Bank

Terrez Thompson
Vice President, Global Supplier Diversity
The Coca-Cola Company

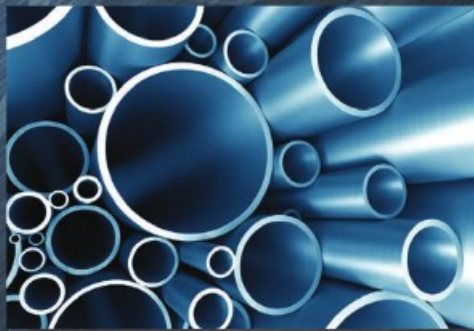
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Vice President, Product Management,
Club Car
Ingersoll Rand

Adam Walker
Chief Executive Officer
Summit Container Corporation

Fred Whipple
Vice President U.S Diversity,
Community and Workforce
Shell Oil Company

* Executive Committee Member

RAISING STANDARDS THROUGH RESPONSIVENESS, FLEXIBILITY AND ENGINEERING.



CROWNE'S GLOBAL MANUFACTURING INCLUDES A WIDE RANGE OF CAPABILITIES TO SUPPORT OUR CUSTOMERS' NEEDS; AUTOMOTIVE ORIGINAL EQUIPMENT AND TIER SUPPLIERS, FABRICATED COMPONENTS AND ASSEMBLIES.

METALS GROUP

ALPHI MANUFACTURING

Tube bending, forming and fabrication of high-precision tubular products utilizing flexible manufacturing work cells to accommodate low and high-volume production.

CENTURY TUBE

High quality welded steel tubing in carbon grades for automotive and other mechanical and structural applications; rounds, squares, rectangles, ovals and special welded shapes of mechanical steel tubing.

INTERNATIONAL SPECIALTY TUBE

Stainless steel tubes for the automotive, motorcycle and recreational vehicle industries. A premier manufacturer of welded, stainless steel tubing.

PARTHENON METAL WORKS

State-of-the-art straight and fabricated tube manufacturing from standard commercial steel to high-strength alloys for automotive and ATV applications including; IP beams, seat support and lumbar systems.

VARI-FORM

The industry leader in hydroforming is redefining the way automotive manufacturers and tier suppliers view the vehicles of the future, demonstrating that critical components and systems can be hydroformed rather than assembled from stampings.

PLASTICS GROUP

POST MERIDIEM PLASTICS

Plastic injection-molded parts for the automotive industry, serving OEMs and Tier suppliers.

SUR-FLO PLASTICS

Sur-Flo is experienced in all phases and types of molding, supplying a wide variety of injection-molded components, including the right process to optimize part production.

MBE CERTIFICATIONS

Michigan Minority Supplier Development Council
National Minority Supplier Development Council
Ohio Minority Supplier Development Council
Canadian Aboriginal & Minority Supplier Council

www.crownegroupllc.com





2017 NMSDC CONFERENCE+

BUSINESS OPPORTUNITY EXCHANGE

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Mark Artigues
Senior Director Supplier Diversity and
Corporate Social Responsibility
Nokia

Ricardo Barrientos
Senior Director, Supplier Diversity
PepsiCo, Inc.

Andrew Butler
Corporate Supplier Diversity Manager
The Procter and Gamble Company

Michael Byron
Senior Manager, Supplier Diversity
Walmart Stores, Inc.

Shaleta Dunn
Director, Diverse Talent and Supplier
Programs
Manpower Group

Pauline Gebon
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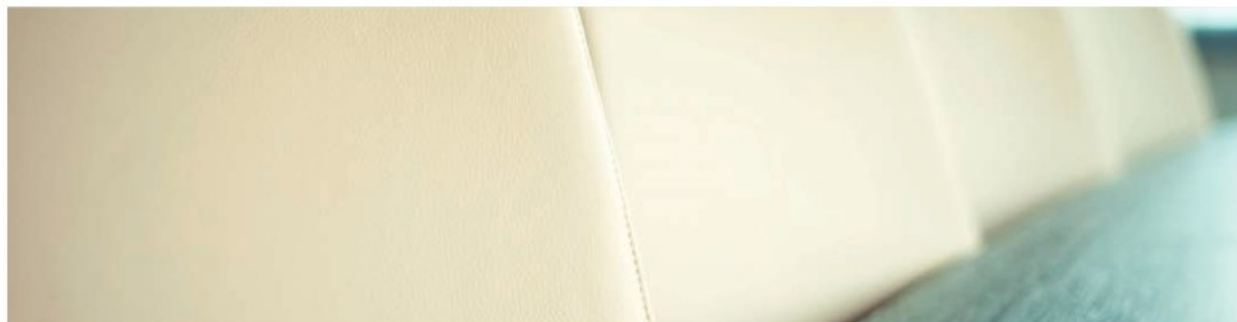
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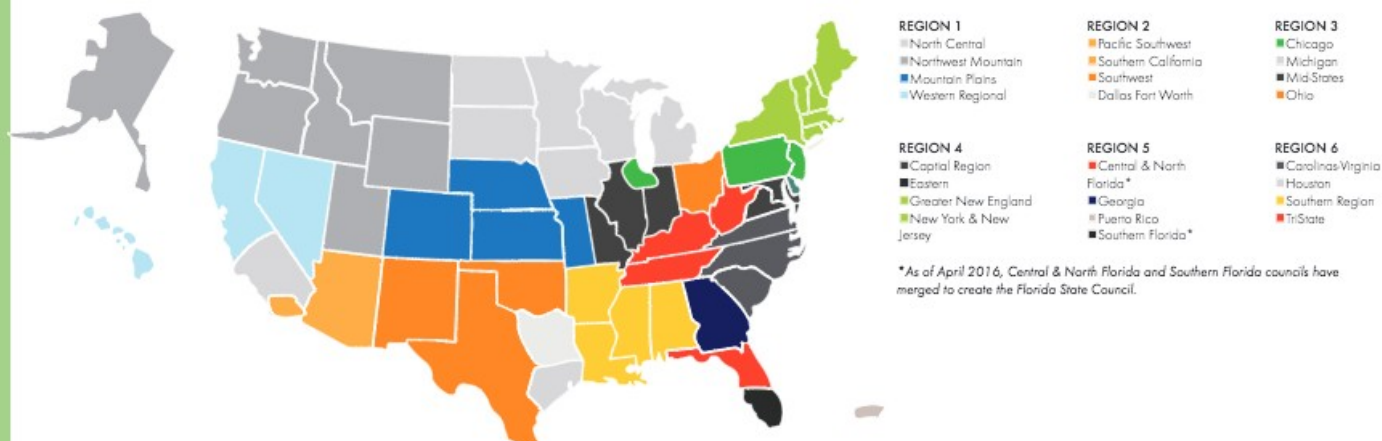
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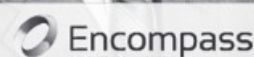
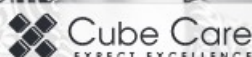
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- ▶ 35% of FSMSDC's MBEs are **doing business internationally**.
- ▶ FSMSDC is the **most diverse Council** in the NMSDC network.

SAVE THE DATES

**Dates subject to change*

- ▶ **December 1, 2017** | 2017 Symposium
- ▶ **January 25, 2018** | Kickoff Meeting & Reception
- ▶ **September 28, 2018** | 43rd Annual Awards Gala
- ▶ **December 7, 2018** | 2018 Symposium

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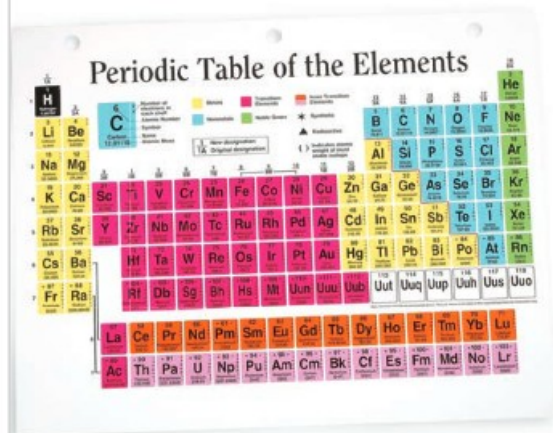
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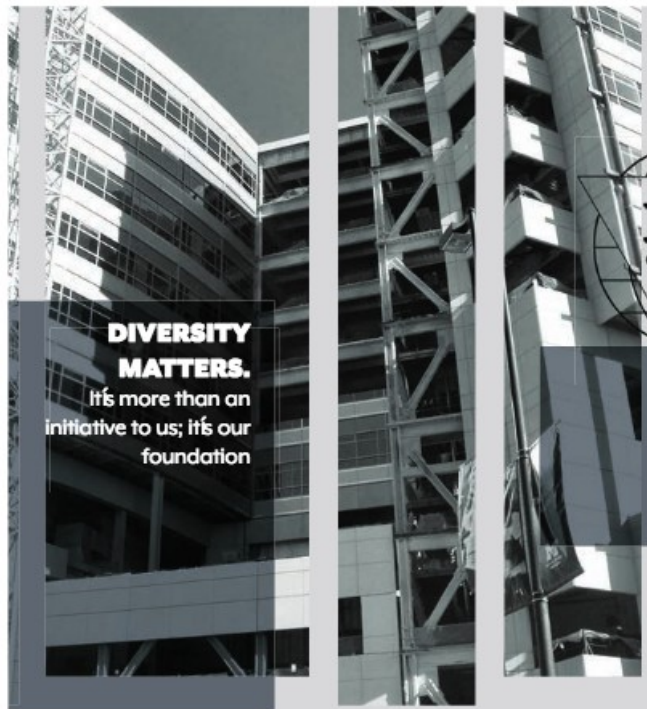
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