



Centers of Excellence

A program of the NMSDC to enhance corporate minority supplier development through knowledge sharing and excellence in implementing NMSDC best practices.



Centers of Excellence enhances corporations' minority supplier development process by using NMSDC Best Practices



CENTERS OF EXCELLENCE

The National Minority Supplier Development Council, Inc. (NMSDC) has worked in partnership with its member corporations to provide increased procurement and business opportunities for minority businesses of all sizes. Minority supplier development is recognized as an important management practice as corporations collaborate with suppliers

in pursuit of higher productivity and profits. With the growing number of new minority business development processes nationally and the increasingly complex sourcing environment, NMSDC recognized the need to enhance successful business relationships between corporations and MBEs by strengthening corporate minority supplier development processes. With support of the Chairman's Legacy Grant from Johnson Controls, Inc., NMSDC launched Centers of Excellence in 2005 to meet the need.

NMSDC Centers of Excellence is a network of regional

business modules bringing together expertise in minority business development for continuous improvement of this management practice. Based on forecasted needs, corporate module members have the opportunity to identify MBEs in their region to participate in these modules and be an integral part of their growth.



PROGRAM DESCRIPTION

NMSDC Centers of Excellence (COE) provide a structured environment for fostering minority supplier development. The COE is a forum for defining issues, gathering data on industry best practices, and establishing tools and processes to engage minority businesses. By utilizing NMSDC best practices in minority supplier development, corporate members can enhance their supplier diversity processes and build capacity of MBEs. The MBEs will be better able to compete for national and global business opportunities and become strategic partners in the supply chain.

STRUCTURE

The COE is composed of a network of regional



groups called “Business Modules” that have committed to enhance the supplier diversity process by implementing NMSDC minority supplier development best practices. A Business Module consists of 8-10 corporations, 16-20 MBEs, and the Regional Council President. A Module Cycle is 18-24 months in duration. However, module structure can be customized to suit customer needs.

Each Corporate Business Module participant is expected to offer capacity building activities for one or more MBEs in the group in at least one developmental area. Examples of developmental areas include quality training, executive education, financial assistance, technical assistance, project management, strategic partnership, etc.



BENEFITS

- Enhances corporation's minority supplier development process by using NMSDC Best Practices
- Provides opportunity for corporations to benchmark successful minority supplier development strategies among corporate peers
- Provides increased business opportunities for both corporate members and MBEs through learning from each other's competitive strengths
- Has a greater impact on improving the economic environment of the community by reinforcing the concept of buying among and between corporations and MBE companies
- Aligns more closely the sales methods of MBEs with the procurement processes of corporate module members
- Improves competitive market position by helping corporations satisfy the expectations of an increasingly diverse customer base
- Develops a portfolio of capacity building models/templates for use

"COE provides a unique forum to initiate development opportunities for minority businesses and corporate members alike"

WHAT WE'RE HEARING...

"Since the first class, we have accomplished so much in taking the original assessment and breaking it down to put a plan together to help us succeed at our goals."

"... an excellent training program for all of us... imperative that MBEs and corporations understand how to connect the dots."

"I am personally impressed with the focus on supplier development and capacity building that is based on forecasted needs."

"... the business module is designed for results... from the corporate perspective, the supplier diversity initiative is enhanced through continuous process improvement."

"The COE has been instrumental in developing me as a new supplier diversity manager. I am learning best

practices from top supplier diversity program managers."

"... invaluable to my professional career and the organization I work for."

"One of the most important benefits is the chance to benchmark with other top corporations, using specific criteria developed by the NMSSDC. We all belong to benchmarking groups, but I've found this experience to be very focused."

"COE provides a unique forum to initiate development opportunities for minority businesses and corporate members alike."

"...Council has already begun to reap the rewards of best practices... we already have success stories to share."

ABOUT NMSDC

The National Minority Supplier Development Council is the global leader in advancing business opportunities for its certified Asian, Black, Hispanic and Native American business enterprises and connecting them to member corporations. NMSDC was chartered in 1972 to provide increased procurement and business opportunities for minority businesses of all sizes.

The NMSDC Network includes a national

office in New York and regional councils across the country. There are 1,700 corporate members throughout the network, including most of America's largest publicly-owned, privately-owned and foreign-owned companies, as well as universities, hospitals and other buying institutions. The regional councils certify and match more than 12,000 minority-owned businesses with member corporations that want to purchase their products, services and solutions.

REGIONAL COUNCILS

Find Our Office
In Your State

Capital Region Minority Supplier Development Council

Serving the District of Columbia, Maryland and Northern Virginia

10750 Columbia Pike, Suite 200
Silver Spring, MD 20901
(301) 593-5860 Main

Carolinas-Virginia Minority Supplier Development Council

Serving North Carolina, South Carolina and Southern Virginia

9115 Harris Corners Parkway,
Suite 440
Charlotte, NC 28269
(704) 549-1000

Central & North Florida Minority Supplier Development Council

Serving Central & Northern Florida

7453 Brokerage Drive
Orlando, FL 32809
(407) 404-6700

Chicago Minority Supplier Development Council

Serving Metro Chicago and NW Indiana

105 West Adams Street, Suite 2300
Chicago, IL 60603
(312) 755-8880

Dallas/Fort Worth Minority Supplier Development Council

Serving Metro Dallas – Fort Worth

8828 N. Stemmons Freeway,
Suite 550
Dallas, TX 75247
(214) 630-0747

Eastern Minority Supplier Development Council

Serving Pennsylvania, Southern New Jersey and Delaware

The Bourse Building
111 S. Independence Mall East,
Suite 630
Philadelphia, PA 19106
(215) 569-1005



Georgia Minority Supplier Development Council

Serving Georgia

759 W. Peachtree Street NE,
Suite 107
Atlanta, GA 30308
(404) 589-4929

Greater New England Minority Supplier Development Council

*Serving Connecticut, Maine,
Massachusetts, New Hampshire,
Rhode Island and Vermont*

333 State Street
Bridgeport, CT 06004
(203) 288-9744

Houston Minority Supplier Development Council

Serving Metro Houston

Three Riverway, Suite 555
Houston, TX 77056
(713) 271-7805

Michigan Minority Supplier Development Council

Serving Michigan

100 River Place, Suite 300
Detroit, MI 48207
(313) 873-3201

Mid-States Minority Supplier Development Council

*Serving Indiana (except NW IN),
Central Illinois & Eastern Missouri*

2126 North Meridian Street
Indianapolis, IN 46202
(317) 921-2675

Mountain Plains Minority Supplier Development Council

*Serving Colorado, Kansas,
Nebraska, and Western Missouri*

6025 S. Quebec St, Suite 135
Centennial, CO 80111
(303) 623-3037

New York & New Jersey Minority Supplier Development Council

*Serving New York and
Northern New Jersey*

485 7th Avenue, Suite 1600
New York, NY 10018
(212) 502-5663

North Central Minority Supplier Development Council

*Serving Minnesota, Wisconsin,
Iowa, No. Dakota, and So. Dakota*

111 3rd Avenue South, Suite 240
Minneapolis, MN 55401
(612) 465-8881

Northwest Mountain Minority Supplier Development Council

*Serving Washington, Alaska,
Oregon, Montana, Wyoming,
Idaho, and Utah*

320 Andover Park East,
Suite 205
Tukwila, WA 98188
(206) 575-7543

Ohio Minority Supplier Development Council

Serving Ohio

100 East Broad Street,
Suite 2460
Columbus, OH 43215
(614) 225-1565

Pacific Southwest Minority Supplier Development Council

*Serving Arizona & Metro San
Diego*

6340 East Thomas Road, #220
Scottsdale, AZ 85251
(602) 495-9950

Puerto Rico Minority Supplier Development Council

*Serving Puerto Rico & U.S. Virgin
Islands*

1225 Ponce de León Avenue
Lobby 2, Suite F
San Juan, PR 00907-3921
(787) 627-7268

Southern California Minority Supplier Development Council

*Serving Metro Los Angeles and
Southern California (except Metro
San Diego)*

800 West 6th Street, Suite 850
Los Angeles, CA 90017
(213) 689-6965

Southern Florida Minority Supplier Development Council

Serving Southern Florida

9499 NE 2nd Avenue, Suite 201
Miami, FL 33138
(305) 762-6151

Southern Region Minority Supplier Development Council

*Serving Alabama, Arkansas, Louisi-
ana and Mississippi*

400 Poydras Street, #1960
New Orleans, LA 70130
(504) 293-0402

Southwest Minority Supplier Development Council

*Serving New Mexico, Oklahoma
and Southwestern Texas*

912 Bastrop Highway, Suite 101
Austin, TX 78741
(512) 386-8766

TriState Minority Supplier Development Council

*Serving Kentucky, Tennessee and
West Virginia*

220 Athens Way, Suite 105
Plaza 1 Building, Metro Center
Nashville, TN 37228
(615) 259-4699

Western Regional Minority Supplier Development Council

*Serving Hawaii, Nevada and
Northern California*

460 Hegenberger Road, Suite 730
Oakland, CA 94621
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