



Corporate Plus[®]

A Powerful NMSDC Resource for National
Corporate Members to Identify Minority Suppliers
with National Capabilities





CORPORATE PLUS®

Corporate Plus® is a national designation for Minority Business Enterprises (MBEs) certified by the National Minority

Supplier Development Council (NMSDC®).

It is designed to recognize their national capabilities, bring them to the attention of more national corporate members, and expand their participation in the NMSDC network.

This program is a direct result of increasing requests from national corporate members for NMSDC to assist them in locating

more minority businesses with capacity for national contracts.

Many corporations report they are consolidating their supplier base in an effort to control total supplier quality management and costs while, at the same time, increasing partnerships with MBEs that can provide innovative solutions for meeting business initiatives.

Everyone wins through the Corporate Plus® program:

- Corporations will have a list of proven, experienced MBEs that have been recommended by other major corporations.
- MBEs will have greater access to and opportunities with other national corporate members.
- Corporate members and MBEs will learn from each other's competitive strengths, thereby increasing business opportunities for both groups
- Corporate Plus® members will provide additional opportunities to other MBEs through continued development of their own internal minority supplier development programs.
- Minority businesses are one of the fastest-growing business segments, and they are well-positioned to contribute both to job growth and to the overall economic health of minority communities and the country as a whole.

MEET MINORITY BUSINESS ENTERPRISES WITH:

- National Contract Capacity
- Experience That Counts... A Proven Track Record
- Top Quality Products, Services and Solutions

As national corporate members of the NMSDC , you now have a way to easily locate MBEs with the experience and scope that you need to maintain/increase quality and hold down costs.

Corporate Plus® identifies select national MBEs who have experience in contracting with national corporate members on a national basis. This means that you can manage your supplier base consolidation requirements while growing your MBE partnerships.



THE POSSIBILITIES ARE ENDLESS WHEN YOU HAVE THE RIGHT MATCH

While Corporate Plus® offers access to large MBEs, it also offers a way for you to positively influence growth and expansion of smaller MBEs. National Corporate Plus® members provide

additional opportunities to other MBEs through continued development of their own minority supplier development programs. This means more MBE inclusion in your total supply chain.

CORPORATE PLUS® AS A POWERFUL PARTNER

Corporate Plus® delivers dedicated resources directly to you. The NMSDC's Corporate Plus® staff can provide solutions to your match-making needs and assistance to the selected MBEs.



Build the National Corporate Plus® Membership base...

- Identify those MBEs with which your company has had successful national agreements.
- Recommend MBEs to become Corporate Plus® members.
- Work with your recommended Corporate Plus® candidate(s) to jointly complete the NMSDC Corporate Plus® membership form.

“Corporate Plus® Helps You Increase Nationwide Recognition of Your Company’s Commitment to Minority Supplier Development.”



Why should minority businesses join Corporate Plus® ?

- Increases opportunities to expand contacts with NMSDC corporate members beyond the traditional networking sessions
- Provides continuing national exposure to MBEs that have advanced their business to the next level and are capable of meeting national corporate members' requirements on a national basis
- Creates more visibility to major corporations because of heightened awareness of Corporate Plus® members' capabilities through recommendations made by other major corporations
- Enhances abilities to positively influence growth and expansion of smaller MBEs by providing expertise and additional opportunities through internal minority supplier development programs
- Provides access to NMSDC staff who can provide on-going linkage to national corporate members who are seeking MBEs of Corporate Plus® caliber

Which minority suppliers are eligible for Corporate Plus®?

- MBEs that are certified by the NMSDC-affiliated council closest to its headquarters
- MBEs recommended by a national corporate member of the NMSDC
- MBEs doing business on a national basis, with confirmation provided by the national corporate member who recommended participation in the Corporate Plus® program
- MBEs that pay annual national membership dues
- MBEs must have or plan to develop their own minority supplier development program

Keeping Pace With Your Business Needs! Corporate Plus® helps you:

- Identify national MBEs
- Improve your bottom line
- Reduce costs
- Improve quality
- Increase nationwide recognition of your company's commitment to MBE development



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.

Join Corporate Plus® Today!

Call 212-944-2430 and speak with Nettie Seaberry,
Director, Program Development and Operations.



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