



NMSDC

National Minority Supplier
Development Council

Global-Link

Global-Link is designed to foster the concept of minority supplier development and the creation of programs and organizations to support this practice on a global scale.



New York



London



Johannesburg



New Delhi



Singapore



The Global-Link also represents NMSDC's effort to expand the economic participation of minority suppliers in the global economy

FORGING GLOBAL MINORITY SUPPLIER DEVELOPMENT LINKS

While the concept of globalization has meant different things to different people, at the National Minority Supplier Development Council, globalization translates into an opportunity for its corporate members to create and tap into a worldwide network of suppliers from traditionally excluded ethnic and racial groups.

In this inter-dependent and increasingly competitive global economy, corporations are seeking suppliers that can reflect the diversity of the countries where

they operate, and that can allow them to increase their participation in these new and growing markets. This is the case in the U.S. domestic market and it is increasingly the case in many other countries where dramatic demographic changes are taking place.

In response to this need and with initial funding from United Technologies Corporation, NMSDC established the Global-Link international program to provide its corporate members with the ability to access excluded ethnic minority suppliers for integration into their global supply chain.

The Global-Link also represents NMSDC's effort to expand the economic participation of minority suppliers in the global economy. Many of the U.S. trading partners in the developed world, as well as in some fast-developing countries, have large populations of people of color, Third World immigrants and indigenous people who are marginalized from the economic mainstream.





PROGRAM FOCUS

The focus of this program is creating and fortifying non-governmental organizations (NGOs) in countries with the highest potential for success in implementing ethnic minority supplier development initiatives. More specifically, Global-Link engages in:

- Assessing viability of program implementation in host countries
- Identifying and cultivating useful contacts and potential partners
- Providing partners with startup support services and technical assistance
- Extending hands-on training and internship opportunities on the operation of a traditionally excluded supplier development program



OPPORTUNITIES FOR MBES

As Global-Link unfolds a worldwide network of organizations to champion the cause of historically excluded suppliers, minority business enterprises (MBEs) in the United States are empowered with a unique opportunity to grow and profit by:

- Creating and/or expanding participation in international tenders and bidding
- Locating foreign counterparts with commercial interest and potential
- Creating global partnerships and strategic alliances with other minority suppliers
- Positioning products and services in a global market setting
- Identifying co-investment opportunities

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CURRENT ENGAGEMENTS

Global-Link has assisted in the launching and continuous development of international affiliate minority supplier development organizations and programs in Australia, Canada, China, the United Kingdom and South Africa.

In **Australia**, Global-Link assisted in launching the Australian Indigenous Minority Supplier Council (now known as SupplyNation) to provide direct business linkages between corporate Australia and certified indigenous suppliers.

In the **People's Republic of China**, Global-Link assisted in the creation of Minority Supplier Development China (MSD China) to connect corporate China with businesses from the country's 55 ethnic minority groups.

In **Canada**, Global-Link established the Canadian Aboriginal and Minority Supplier Council (CAM-SC), an organization that provides corporate buyers with access to suppliers belonging to Canadian Aboriginals and visible minorities.

In the **United Kingdom**, Global-Link was responsible for the creation of

Minority Supplier Development United Kingdom (MSDUK) after two years of testing the British market for interest in minority supplier development.

In **South Africa**, Global-Link assisted in the creation of the South African Supplier Diversity Council (SASDC), an organization that provides a direct link between corporate members and certified



INTERNATIONAL PARTNERS



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.

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.



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