

ACCESS 2013

Business Expo

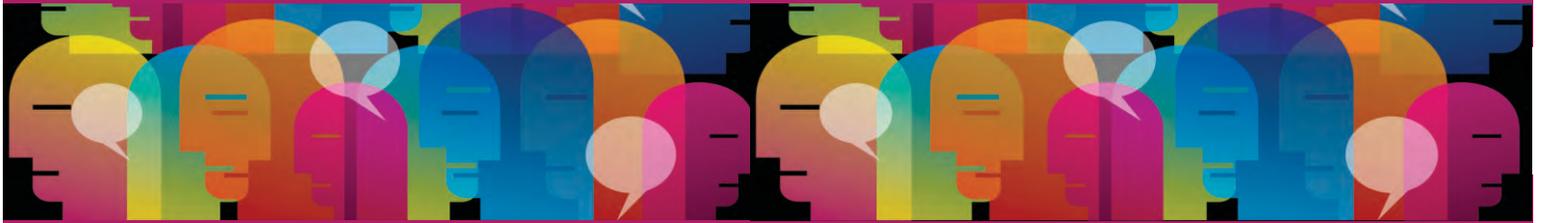
Celebrating 40 Years of Connecting Your Business



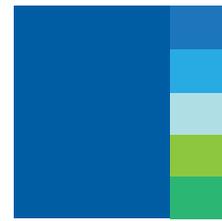
The Dallas/Fort Worth
Minority Supplier Development Council

OUR BUSINESS IS CONNECTING YOUR BUSINESS

May 13-14, 2013
Irving Convention Center
500 W. Las Colinas
Irving, TX 75039



Signature Sponsors



FORTISFOODS
INTERNATIONAL

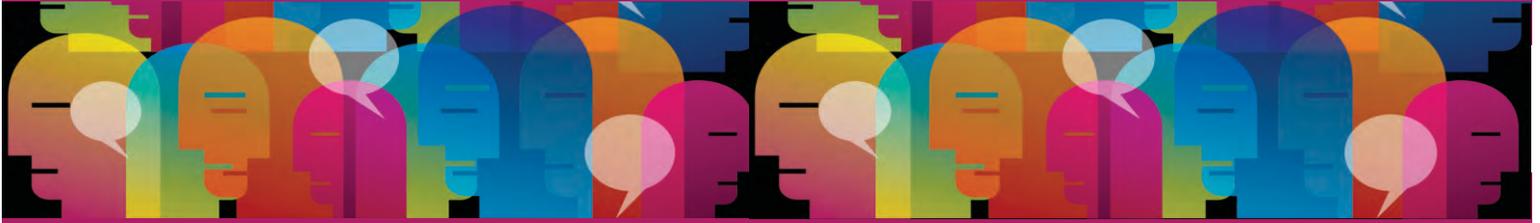


Robert S. Shapard
*Chairman and
Chief Executive Officer*



Rhod Williams
CEO & Co-President

Celebrating 40 Years of Connecting Your Business



Celebrating 40 Years of Connecting Your Business



Margo J. Posey
President

The Dallas/Fort Worth Minority Supplier Development Council is celebrating its 40th year anniversary facilitating connections between our Buying Entity Partners and certified Minority Business Enterprises in North Texas.

We continue our history of assisting connections by inviting you to participate in **ACCESS 2013 Business Expo on May 13-14, 2013 at Irving Convention Center in Irving, Texas!** It is the largest premier business expo in the Southwest linking minority owned businesses with corporations, public sector agencies and prime federal suppliers. There is an opportunity for everyone to make a connection, build a relationship and learn more about the business opportunities upcoming in North Texas.

Take the 40 for 40 Challenge!

In celebration of our 40th Anniversary we have issued a challenge to every Buying Entity Partner and certified MBE to complete 40 business transactions with a certified MBE this year. You can enter your transactions in Council Connections. Stop by the D/FW MSDC booth to learn more about it. Then take the challenge – 40 transactions for our 40th year! Grow those minority business revenues. Start today!

Don't Miss These "Must Do" Connection Opportunities

- **One-on-One Connections** – Always a hit, the One-on-One sessions increase each year. These 20-minute meetings allow buyers and certified minority businesses to evaluate possible business opportunities.
- **Doing Business Texas Style Contract Spot Bid Fair** – For the 6th year in a row, Senator Royce West and the State of Texas HUB Coordinators join us at ACCESS to provide “on the spot” bid opportunities for State of Texas business. Plus, be sure to attend the May 13th seminar conducted by the HUB Coordinators on how to do business with the State of Texas.
- **Federal Connection Track** – If you have been thinking about doing business in the Federal space, don't miss the “Federal Connection Track” on the exhibit floor. Meet Federal Prime Contractors and Suppliers. Learn about opportunities to do business.
- **Marketing Madness Business Solutions Pavilion** – Do you want to keep up with the latest products, services and trends to create a more efficient business? Then be sure to stop by the “Marketing Madness” Business Solutions Pavilion. The Pavilion offers small business solutions including product demonstrations, sampling, promotions and more to assist your business in its growth and development.

Sponsor! Register! Attend! Connect!
ACCESS 2013 Business Expo

Take the 40 for 40 Challenge!

Doing Business Texas Style



Senator Royce West
State Senator District 23

For the 6th consecutive year, I am honored to bring “Doing Business Texas Style” Spot Bid Fair to the Dallas/Fort Worth Minority Supplier Development Council’s ACCESS Business Expo. Each year we have been successful in connecting the State of Texas HUB Coordinators with potential suppliers.

Over the past five years the Spot Bid Fair has awarded a total of over \$1.5 million in business to HUB suppliers. This year we are working to surpass the annual Spot Bid Fair number. We have asked our HUB Coordinators to review their sourcing needs and opportunities and bring as many opportunities as possible to the Spot Bid event.

The State of Texas is economically successful when we provide an opportunity for everyone to participate in the economic growth of our State. Bids awarded during this event provide real revenue to our HUB vendors and competitive pricing for products and services for the State of Texas. It is a “win win” situation.

In addition to the Spot Bid Fair, our HUB Coordinators will be presenting a seminar on doing business with the State of Texas. This will provide development and knowledge on our procurement processes and how to increase chances to win larger transactions and contracts. *The Dallas/Fort Worth Minority Supplier Development Council provides HUB certification for minority owned businesses.*

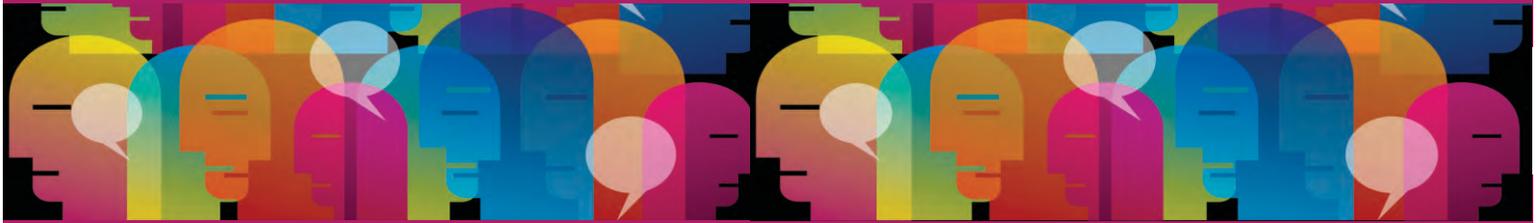
Don’t Just Make Connections – Do Some Business!

Potential Participating State Agencies



- Texas Department of Transportation (TXDOT)
- Health and Human Services Commission
- The Lottery Commission
- University of Texas - Dallas
- University of Texas - Austin
- University of Texas - Arlington
- University of Texas - Tyler
- University of Texas System
- Office of Public Insurance Counsel
- University of North Texas
- Prairie View A&M University
- Texas A&M Commerce
- Texas Transportation Institute (A&M)
- Texas Workforce Commission
- Texas Racing Commission
- Railroad Commission of Texas
- Texas Facilities Commission
- Department of Information Resources
- Texas Engineering Experiment Station
- Texas A&M University
- Texas A&M University System
- University of Texas Health Science Center of Tyler
- Department of Assistive & Rehabilitative Services
- Texas Tech University System
- Office of the Attorney General
- Texas AgriLife Research
- Texas Procurement & Support Services
- Comptroller of Public Accounts
- Tarleton State University
- Comptroller of Public Accounts

Celebrating 40 Years of Connecting Your Business!



Beginning To End Connection Opportunities

Connections Opening Reception

*Sponsored by the
MBE Input Committee
(MBEIC)*

**Monday, May 13th
5:30 p.m. - 8:30 p.m.**

Whether you have spent the day at the “*Doing Business Texas Style*” Spot Bid Fair or setting up your booth on the expo floor, now is the time to stop and decompress. The Connections Opening Reception at ACCESS 2013 is the perfect venue to make connections in a relaxed atmosphere with beverages, hors d’oeuvres and conversation.

Meet and greet the D/FW MSDC Board of Directors, Senior Level Buying Entity Representatives, Certified MBEs, Supplier Diversity Professionals, and State HUB Coordinators. Bring plenty of business cards and your best “elevator” speech.

Business attire is suggested.

“Marketing Madness” Business Solutions Pavilion

**Tuesday, May 14th
On the Expo Floor**
*(Pick up a FREE raffle ticket for
some fabulous prizes!)*

Have you been promising yourself you were going to look at the latest technology, smart phone, software, or marketing solutions for your business or home, but just haven’t had the time? We have just the answer!

We have a wealth of Buying Entity Partners that have products and services that can help any business be more productive. We take the BUY THOSE THAT BUY US™ initiative full circle by inviting our BTTBU™ partners to display their solutions for small business.

Make it a point to stop by the “Marketing Madness” Business Solutions Pavilion and pick up a FREE raffle ticket to have a chance to win some fabulous products! Also take time to view demos, promotions, samples and more to help you and your business be more efficient.

Take the 40 for 40 Challenge! Turn Those Connections into Business Transactions!

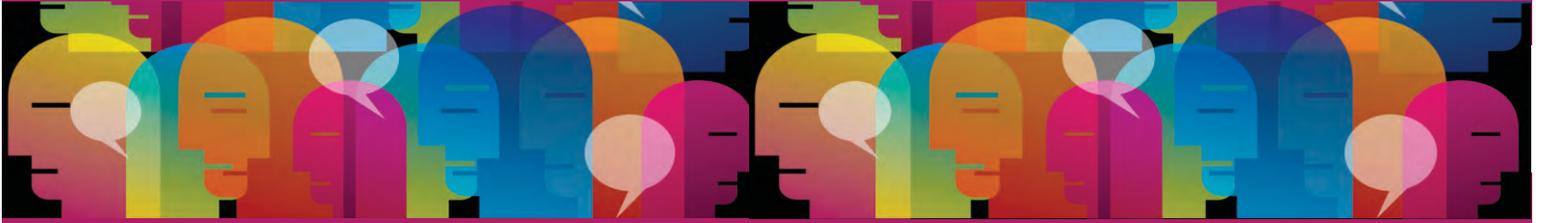
The Dallas/Fort Worth Minority Supplier Development Council is celebrating 40 years of facilitating business connections.

As part of our 40th year anniversary celebration, we are issuing a challenge to every Buying Entity Partner and certified MBE. It’s called the 40 for 40 Challenge. Here’s how you can participate:

1. Do at least 40 business transactions with a D/FW MSDC certified MBE during 2013. The transaction must be at least \$500.00 to count.
2. Enter your transaction in the Council Connections section on the Council’s website (www.dfwmsdc.com)

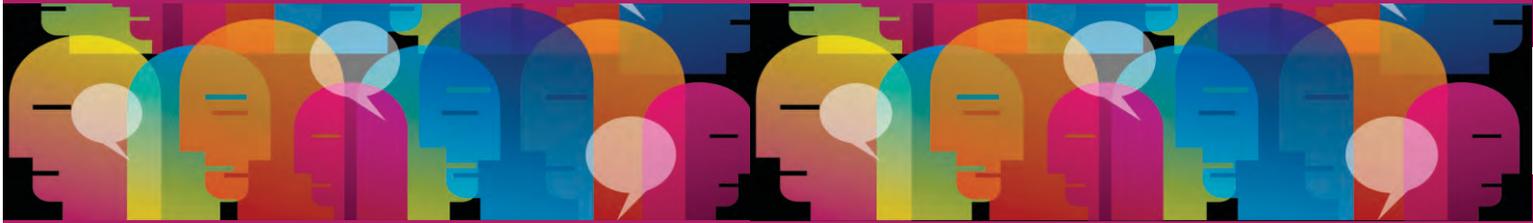
We will keep a tally through the remainder of the year and recognize all the business entities that meet the challenge during our Annual Meeting in December!

Take the 40 for 40 Challenge!



Buying Entity Sponsorship Opportunities

Buying Entity Signature Sponsor	\$14,000	<ul style="list-style-type: none"> • Remarks during luncheon • Premier photo opportunity position • Premier Entrance unit signage in Convention Center • 10x20 Prime Display Area • 20 Admission passes to all events including reserved luncheon seating
Business Solutions Pavilion Sponsor	\$10,000	<ul style="list-style-type: none"> • Logo featured on Council website • 10x20 space • Corporate banner signage • Opportunity to market your business solutions in the center of the expo floor • 20 Admission passes to all events including reserved luncheon seating
Luncheon Sponsor	\$10,000	<ul style="list-style-type: none"> • Premier Signature inside luncheon area/option on Keynote Speaker • 10x20 Prime Event Space • 20 Admission passes to all events including reserved luncheon seating • Company exposure and logo on Luncheon program • Corporate banner signage
Platinum Sponsor	\$7,500	<ul style="list-style-type: none"> • Multi-Media Signature Entrance to Hall • 10x20 Prime Event Display Space • 10 Admission passes to all events including reserved luncheon seating • Company exposure and signage opportunities
Gold Sponsor	\$5,000	<ul style="list-style-type: none"> • 10x10 Display Area • 6 Admission passes to all events including reserved luncheon seating • Company exposure and signage opportunities
Silver Sponsor	\$3,500	<ul style="list-style-type: none"> • 10x10 Display Area • 4 Admission passes to all events including reserved luncheon seating • Company exposure and signage opportunities
Bronze Sponsor	\$2,500	<ul style="list-style-type: none"> • 5 Admissions passes to all events including reserved luncheon seating • Company exposure and signage opportunities
Marketing Madness Business Solutions Pavilion Participant Non-Platinum Sponsors - (BUY THOSE THAT BUY US™ Buying Entity Partners only)	\$2,500	<ul style="list-style-type: none"> • Opportunity to market business solutions at the MBE Reception on a table top • Opportunity to market your business solutions in a reserved section of the expo floor



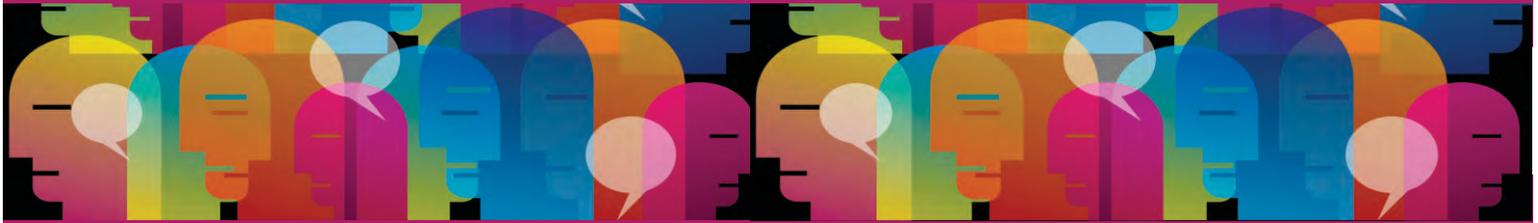
MBE & Additional Sponsorship Opportunities

MBE Signature Sponsor <i>(D/FW MSDC Certified MBE Supplier Only)</i>	\$10,000	<ul style="list-style-type: none"> • Remarks during luncheon • Reception Sponsor Acknowledgment • Premier photo opportunity position • Premier Entrance unit signage • 10x20 Prime Booth Display Area • 20 Admission passes to all events including reserved luncheon seating
MBE Premier Sponsor <i>(D/FW MSDC Certified MBE Supplier Only)</i>	\$1,500	<ul style="list-style-type: none"> • Reception Sponsor Acknowledgment • 2- 10x10 Premier Placement Booth Space • 10 Admission passes to all events including reserved luncheon seating
MBE Combination Exhibitor & Reception Sponsor <i>(D/FW MSDC Certified MBE Supplier Only)</i>	\$ 700	<ul style="list-style-type: none"> • 10x10 Booth Space • 6 Admissions to the Reception • 3 Admission passes to all events including the luncheon
MBE Exhibitor Only <i>(D/FW MSDC Certified MBE Supplier Only)</i>	\$ 500	<ul style="list-style-type: none"> • 10x10 Booth Space • 4 Admissions to the Reception • 2 Admission passes to all events including the luncheon
MBE Reception Sponsor Only <i>(D/FW MSDC Certified MBE Supplier Only)</i>	\$ 400	<ul style="list-style-type: none"> • 2 Admissions to the Reception • 2 Admission passes to the Business Opportunity Fair • 2 Admission passes to the luncheon
Corporate Member	\$ 1000	<ul style="list-style-type: none"> • 10x10 Display Booth • 2 Admission passes to Reception, Business Opportunity Expo and Luncheon
Corporate Non-Member	\$ 1500	<ul style="list-style-type: none"> • 10x10 Display Booth • 2 Admission passes to Reception, Business Opportunity Expo and Luncheon
Government Entity	\$ 800	<ul style="list-style-type: none"> • 10x10 Display Booth • 2 Admission passes to Reception, Business Opportunity Expo and Luncheon
Non-Profit Resource Organization	\$ 350	<ul style="list-style-type: none"> • 10x10 Display Booth • 2 Admission passes to Reception, Business Opportunity Expo and Luncheon
State Agency Spot Bid Booth <i>(State Agencies Participating in the HUB Expo & Spot Bid Fair)</i>	\$ 350	<ul style="list-style-type: none"> • 1 Display Table • 1 Admission passes to Reception, Business Opportunity Expo and Luncheon

Individual Tickets

Admission to All Events - Member	\$ 100	Reception Only - Member	\$ 50
Admission to All Events - Non-Member	\$ 125	Reception Only - Non-Member	\$ 75
Expo Pass Only	\$ 50	Luncheon Only - Member	\$ 50

Take the 40 for 40 Challenge!



Connect...Connecting...Connections

One-on-One Connections

*Buying Entity Partners –
Sign Up Early to Participate!*

Tuesday, May 14th
9:20 a.m. - 11:30 a.m.
1:40 p.m. - 4:00 p.m.

Always a big hit, the One-on-One Connections provide the perfect opportunity for buyers and end users to sit face-to-face with prospective suppliers and discuss their business solutions. These 20-minute sessions provide just enough time to start relationship building and for both sides to determine if there is any potential fit for future business.

Supplier Diversity Professionals are working with their buyers and end users to sign up for the matchmakers. Certified MBEs are asked to complete a Company Capability Statement/Profile and submit to the Council in order to be considered for a One-on-One Connection.

For further information on how to participate in the One-on-One Connections, please feel free to contact the Council office at 214.630.0747.

Federal Track... Meet The Federal Prime Contractors and Suppliers

Travel the Federal Track at ACCESS 2013 Business Expo. Visit the Federal Track in its own special section of the exhibit floor. You will have the chance to meet and connect with Federal Prime Contractors and Suppliers.

The federal space is a dynamic area for building relationships, initiating connections and understanding the rules for providing products and services to the federal government contractors.

Note: The Council is offering SBE certification processing for eligible certified D/FW MSDC MBEs.

Round Table Sessions

Tuesday, May 14th
9:20 a.m. - 11:30 a.m.
1:40 p.m. - 4:00 p.m.

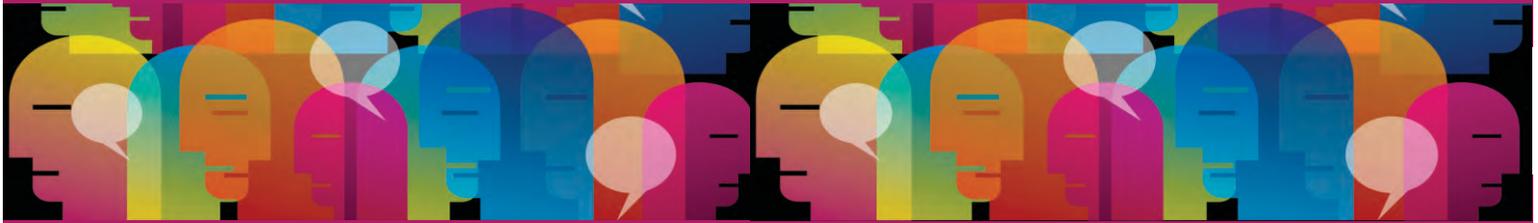
Round Table Sponsor - DART



Round Table Sessions will take place on the Expo floor. Sign up during the Connections Reception on May 13th to participate. The Round Tables are designed to provide introductions between Buying Entity Partners and certified MBEs. MBEs should be prepared with their one-minute elevator speech.

Round Tables will be offered on a first-come, first-serve basis with scheduling opened at the reception.

Celebrating 40 Years of Connecting Your Business



Schedule of Events

May 13

- 9:00 - 11:30 a.m. Doing Business with the State of Texas Seminar presented by the State of Texas HUB Coordinators
- 11:30 a.m. - 1:15 p.m. Lunch On Your Own
- 11:00 - 1:00 p.m. State Agencies and Universities Booth Set-Up (Agencies and Universities ONLY)
- 1:30 - 5:30 p.m. *Doing Business Texas Style*
State of Texas Spot Bid Fair
Sponsored by State Senator Royce West
(Entrance to Spot Bid Fair is FREE!)
- 2:30 - 4:00 p.m. Doing Business with the State of Texas Seminar presented by the State of Texas HUB Coordinators
- 3:00 - 7:00 p.m. Connections Expo Booth Set-Up (Exhibitors Only)
- 5:30 - 8:30 p.m. Connections Opening Reception
Sponsored by the MBE Input Committee (MBEIC)
plus "Marketing Madness" Business Solutions Providers

May 14

- 7:30 - 8:45 a.m. Continental Breakfast
- 9:00 - 9:15 a.m. Ribbon Cutting
- 9:15 - 11:30 a.m. Connections Expo Opens/Spot Bid Fair Reopens
- 9:30 - 11:30 a.m. One-on-One Connection Sessions
- 11:30 a.m. - 1:15 p.m. Connections Luncheon
- 1:15 - 4:00 p.m. Connections Expo Continues
- 1:15 - 3:30 p.m. *Doing Business Texas Style*
State of Texas Spot Bid Fair Continues
- 1:40 - 4:00 p.m. One-on-One Connection Sessions
- 4:00 - 4:30 p.m. Booth Tear-Downs
- 4:15 p.m. Closing Reception/Bid Awards

Take the 40 for 40 Challenge!

MBDA Business Center

Connection Assistance



The Dallas/Fort Worth MBDA Business Center is one of over 50 business assistance centers funded by the Minority Business Development Agency nationwide. The center provides access to markets/contracts and capital.

Here is how the center can be of assistance to you and your business...

Access to Markets/Contracts

- Bid Matching
- Federal Buyer Identification

Access to Capital

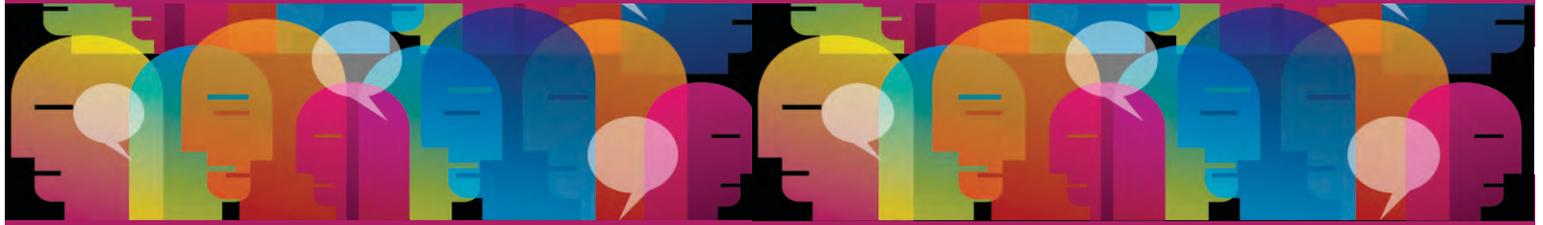
- Commercial/SBA Guarantee Loan Packaging
- Contract Financing Facilities and Instruments – Trade Credit Guarantees and Financial Performance Instruments
- Assets Based/Accounts Receivable Packaging: Recourse/non-recourse (purchase) lines of credit; payroll funding
- Construction Contractor Funding – Material/Supply funding, Bonding, Mobilization funding, Stored Materials funding, Payment Guarantee Letters, Payment Assurance Letters, Stand-by Payment Assurance Letters, Payroll funding, Letters of Credit, and Stand-by Letters of Credit
- Bonding Assistance

Strategic Consulting

- Teaming Arrangements, Joint Ventures and Mentor Protégé Agreements
- Referrals
- Development of a one-page Capability Statement

Stop by the Dallas/Fort Worth MBDA Business Center booth and connect with our staff to find out more on how we can provide assistance.

Celebrating 40 Years of Connecting Your Business



Early List of Attendees...

Everyone wants to know who will be there to connect with.
Here is a list of early sponsors...

Alcatel-Lucent
American Airlines
AT&T
Atmos Energy
BNSF Railway
City of Dallas
Comerica Bank
Dallas Area Rapid Transit (DART)
Dallas Independent School District (DISD)
DFW International Airport
Energy Future Holdings

ExxonMobil
FedEx Office
Frito-Lay
IBM
jcpenny
Lockheed Martin
Oncor
Raytheon
Southwest Airlines
Texas Instruments
Verizon

Plus MBEs from these Industry Groups will be in attendance: Professional Services, Marketing*Plus*, Food & Beverage, Health & Environment, Energy, I.T./Telecom, Construction and International.

Potential Federal Track Primes & Suppliers

Cross Timbers PTAC
L-3 Integrated Systems
Lockheed Aero

Northrop Grumman Corporation
The Exchange
TMAC

- *Become a Buying Entity member of the Dallas/Fort Worth Minority Supplier Development Council and save money on your registration. Call 214.630.0747 for details.*
- *Are you a minority owned business that is not certified by the D/FW Minority Supplier Development Council? Submit an application by visiting us online at www.dfwmsdc.com or call 214.630.0747 for more details.*

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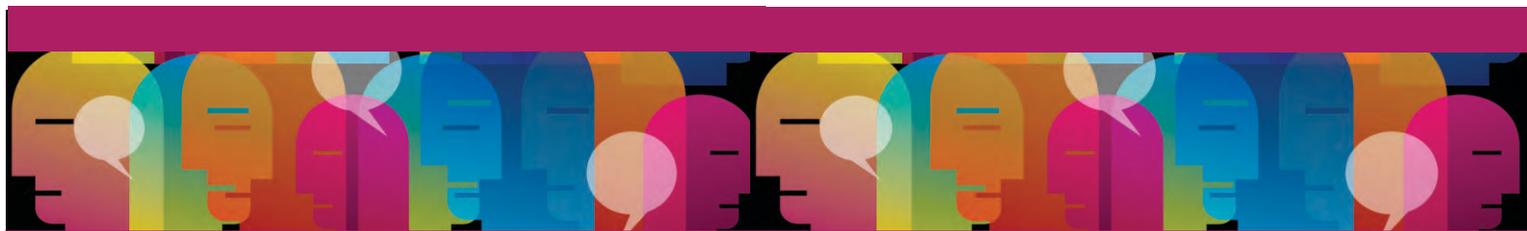
Signature Sponsors



FORTISFOODS
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Official Transportation Provider



For More Information Visit Us at www.dfwmsdc.com or call 214.630.0747



The Dallas/Fort Worth
Minority Supplier Development Council

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Register Now!