



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).

Members earn this recognition through their nationwide capability and success, bringing them to the attention of more national corporate members and expanding 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 identifying

more minority businesses with capacity for national contracts.

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

Everyone wins with the Corporate Plus® program:

- Corporations can quickly identify 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 segments in American business. 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 you need to maintain/increase quality and hold down costs.

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



THE POSSIBILITIES ARE ENDLESS WITH THE RIGHT MATCH

While Corporate Plus[®] provides access to large MBEs, it also offers a way for you to positively influence growth and expansion of smaller MBEs. 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 Corporate Plus® staff can provide solutions to your match-making needs as well as assistance to the selected MBEs.



Build the 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 complete jointly 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 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 the means of positive influence on growth and expansion of smaller MBEs by providing expertise and additional opportunities through internal minority supplier development programs
- Gain access to NMSDC staff and its ability to deliver ongoing linkage to national corporate members who are seeking MBEs of Corporate Plus® caliber

Eligibility requirements for National Corporate Plus® Membership in NMSDC

Recommendation by a National Corporate Member of NMSDC, who will be the Corporate Plus Sponsor

- The sponsoring corporation must submit the MBE candidate's nomination form, signed by a senior executive or CPO on behalf of the corporation. Should the sponsoring mentor move to another role or leave the corporation, that corporation will reassign the contact.
- The sponsoring corporation must provide a letter of recommendation for the MBE candidate and be willing to refer the MBE to other national corporate members.
- An MBE candidate must have been in business for three years, with a demonstrated record of success in the same business.

Proven track record of successful performance of national contracts for the sponsoring corporation

- The MBE candidate must demonstrate a record of success in fulfilling large, complex regional and national contracts for the sponsoring corporation, as well as a history of past performance in fulfilling national contracts.
- The MBE candidate must also demonstrate a current capacity of performing additional contracts of similar size and complexity for other national corporate members.

Certified by RMSDC

- Must be certified by the NMSDC-affiliated regional council (RMSDC) closest to their headquarters
- The certification must be maintained with the regional council, even after becoming a national Corporate Plus member of NMSDC

Gross Revenue and Payment of Annual Dues

- Must be able to document minimum gross revenue of a class-three MBE, (currently \$10M) as defined by NMSDC
- Upon approval of national membership by the NMSDC Executive Committee, the new member must pay their annual dues, based on NMSDC's dues structure for Corporate Plus

Supplier Diversity Program Leader and Event Participation Requirements

- New member must have a supplier diversity leader and be able to demonstrate the ability to report MBE spend to the NMSDC national office, as requested.
- Must be able to commit to attending 2 out of 3 national NMSDC meetings per year (Leadership Week, Program Managers' Seminar and annual National Conference and Business Opportunity Exchange)

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 24 affiliate councils across the country. There are 1,750 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 affiliate 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 Icy Williams



NMSDC

National Minority Supplier
Development Council

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Development Council

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