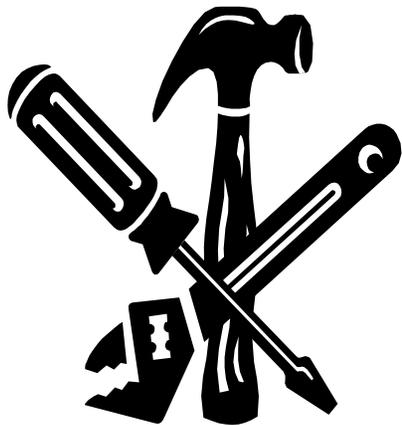


# Historically Underutilized small Business Coordinators

*HUsB:*



*Providing Tools for Success*

## The HUsB Coordinators

The HUsB Coordinators is a collaboration of sourcing, procurement, and supplier development professionals from Central Indiana. Our goal is to maximize efforts to help the development of minority-owned, women-owned and other underutilized small businesses.

HUsB is a group of corporate and government volunteers making a difference in the business community through training and the development of opportunities for small businesses to grow, develop and compete for contracts.

HUsB provides a great networking opportunity for corporations to cultivate and develop relationships with other corporate diversity and small business managers.



### HUsB MISSION STATEMENT

HUsB Coordinators will use the synergy of its membership to provide development and contract opportunities for qualified historically underutilized small businesses.

HUsB is also a forum for the exchange of best practices and ideas for the professional enrichment of its members.



## HUsB Business Forums

The HUsB Coordinators offers an annual series of business Forums. The Forums are held in February, April, June, August, October and December.

The Forums cover a wide range of topics pertinent to small firms seeking to do business with the government and larger corporations. Topics include: Certification; Financing; Quality and Safety, Information Technology, and Marketing.

The Forums are free to the participants. HUsB members share their expertise and invite experts from their companies and the community to facilitate the Forums.

Small businesses represented at 4 of the 5 forums during the year are eligible for graduation. The graduation is a networking event for small concerns, corporate buyers and contracting officers.

**Forum participation is not a guarantee the participant will receive a contract.**

## Benefits of the Forums:

Small Businesses learn about the policies and procedures of government and large corporations. Topics covered in the forums are vital to the success of any small business.

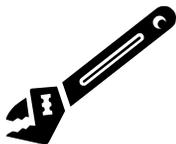


Just the opportunity to network with peers and share problems and solutions is worth the time spent.

Meeting the diversity and small business coordinators gives a small business a contact person within the corporate structure. These contacts can assist in reaching the correct company officials to effectively market your product or service.

All major corporations are seeking to expand their use of diverse suppliers in the business arena. The HUsB Coordinators is one tool to help in this endeavor.

*“My company found the correct certification we needed and made a number of excellent contacts. We have received one small contract already and look to do a tremendous amount of business we would not have realized without involvement with HUsB. Personally, I learned a great deal from the forums.”* Phil Mikesell, Finline Printing



## Participation

HUsB Forums are open to any small business that:

- ✓ has a desire to learn how to work with large corporations and governmental agencies.
- ✓ has a willingness to attend the business forums.
- ✓ is a small business by SBA size standards
- ✓ has a desire to improve your business' s ability to compete, obtain contracts and make money.

To participate, complete the information on the back and mail or fax the form.

Or

Email the same information.

Or

Give the information to any HUsB member.

### Current HUsB members include:

- IGT Online Entertainment Systems, Inc.
- Indianapolis Public Library
- BAA Indianapolis
- City of Indianapolis
- Cummins Inc.
- Defense Contract Management
- SAFECO
- IUPUI
- Allison Transmissions
- Clarian Health
- Indiana Department of Transportation
- AdminaStar Federal Inc.
- Raytheon
- Rolls-Royce
- Roche Diagnostics
- Eli Lilly and Company
- United Water
- US Filter
- U.S. Small Business Administration
- Montgomery Watson Harza

## Mailing List Information

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Fax: \_\_\_\_\_

Email: \_\_\_\_\_

Type of Business: \_\_\_\_\_  
\_\_\_\_\_

### Contact Person:

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Diversity Manager  
IGT Online Entertainment Systems, Inc.  
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Indianapolis, IN 46241  
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charlitta.winston@igt.com



# Historically Underutilized small Business Coordinators

Providing tools for success!

## **Business Forums – 2003**

### **Forum One                      February 25**

#### **“Everything You Need to Know About Certification”**

Includes: 8(a), SDB, HUBZone, State, City and IRMSDC certifications, presented by experts from State of Indiana, SBA, City of Indianapolis and Ind. Reg Minority Supplier Dev. Council

### **Forum Two                      April 29**

#### **“Marketing and the RFP Process”**

How do you market your small business to big business? What are the best ways to get involved and handle Requests for Proposals?

### **Forum Three                      June 24**

#### **“Financial Resources for Your Business”**

Hear from both traditional and non-traditional lenders, a CPA and others. The importance of Cash Flow and lender relationships will be discussed

### **Forum Four                      August 26**

#### **“Information Technology”**

Web based marketing, on-line auctions, e-commerce, electronic billing and payment – this is the future now!

### **Forum Five                      October 28**

#### **“Quality Assurance and Safety”**

Issues no business can ignore! Learn from experts from major area corporations.

### **Forum Six                      December 2**

#### **“Graduation Program and Business Presentations”**

Attendance by invitation only!

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All 2003 Business Forums will be conducted at:

**Indiana Regional Minority Supplier Development Council  
2126 N. Meridian, upstairs**

**Time:                      8:30 a.m. – 12:00 p.m.**

**Contact:                Charlitta Winston - 317.554.4234**

**Email:                    charlitta.winston@igt.com**