



25<sup>th</sup>  
ANNIVERSARY

# SUPPLIER DIVERSITY BUSINESS SUMMIT

Schedule

TRACK 2 | MBE

## THURSDAY, SEPTEMBER 13, 2018

5:00 - 8:00 PM | Welcome Networking Reception at Bali Hai Restaurant,  
2230 Shelter Island Drive, San Diego, CA 92106 619-222-1181

## FRIDAY, SEPTEMBER 14, 2018

8:45 - 9:15 AM | Continental Breakfast/ Registration/Check-In/Networking

9:15 - 9:30 AM | Welcome



Rainey Alben, President & CEO, Pacific Southwest Minority Supplier Development Council



Patricia A. Pyle, Manager-Supplier Diversity, Salt River Project, PSWMSDC Interim Board Chair and Presenting Sponsor



Bruce Mayberry, Senior Diverse Enterprise Advisor, SDG&E

9:30 - 10:30 AM | Beyond the Supplier Registration Portal

SUPPLIERS - You have registered in an organizations supplier portal – Now What? Hear from industry experts on the “behind the scenes” process. MBEs will be able to learn what they need to know about internal supply chain strategies to avoid the headache of the unknown. SUPPLIER DIVERSITY PROFESSIONALS - YOU will be able to glean insight and learn from leaders in supplier inclusion to benchmark and assess the efficiency and effectiveness of their supplier registration and internal processes. All participants will learn about internal supply chain strategies to avoid the headache of the unknown. **Moderator: Dhalia Balmir, Supplier Diversity and Procurement Leader**

**Panelists:**

- Telma Lopez, Southwest Gas
- Carmen Michaelsen, CPSM, CPSD, SeaWorld Parks & Entertainment, Purchasing and Warehouse Manager
- Wayne Gross, Outreach Liaison, California Department of General Services (DGS)
- Patti Pyle, Salt River Project (SRP), Manager, Supplier Diversity
- Jo Anne Arvizu, Manager, Supplier Diversity Program, Supply Chain, Strategic Sourcing, Raytheon Missile Systems

(Earn 1-hour CPD for CIPS MCIPS/FCIPS Certification holders and 1-hour CEH from ISM C.P.M, CPSD CPSM Certification holders)

10:30 - 10:45 AM | Welcome from Lunch Sponsor, John Mautner, President & Founder, COSi (Cycle-of-Success institute)

## Schedule Continued

10:45 - 11:45 AM | Breakout Session 1

### A plan for managing receivables – How to get paid timely



Tired of not receiving payments on time? Learn what you need to know to improve cash flow, obtain strategies for receiving payments punctually, and obtain knowledge to establish effective accounts receivable management processes. Ms. Click worked in the utility industry at Southern California Edison Co. (SCE) for 41 years. Ms. Click made her major contributions at Edison in the following business units: Customer Service and Controllers organization. Patricia was responsible for SCE's Accounts Receivable and Accounts Payable department with budgets that exceeded 5 million dollars and vendor payments estimated more than 60 million per year.

**Facilitator: Patricia V. Click, Owner/Principal, Ventress Click Ventures LLC (VCV)**

11:45 - 12:45 PM | Networking Lunch

11:45 - 12:45 PM | How to become a Certified Minority Business Enterprise and Veterans Business Enterprise (MBE and VBE) Lunch and Learn (MBE Track)



As a certified MBE, you will be in a unique position to promote and market your services to prospective corporate buyers who are looking to build relationships with trusted minority-owned businesses. If your company wants to connect with private-sector buyers, MBE certification is considered the platinum standard in supplier diversity and can improve financial performance. We invite you to join this session to learn about the many benefits of being certified as a minority business enterprise.

- Presented by Nichole Jackson, Certification and IT Manager, Pacific Southwest Minority Supplier Development Council

- Brenda R. Smith, Chief Connections Officer, Talent Software Services

12:45 - 1:45 PM | Breakout Session 2

### Scaling Strategically: Learning How to Grow Your Business (Panel)

This moderated session will discuss the important questions MBE's want to know as it relates to supplier growth strategies, as well as how to do business with corporations and other MBE's, what steps to take, and what resources are available.

- Moderated by Vera Howell, Community and Citizenship Director, Turner Construction Company

**Panelists:**

- Eric Allen, CEO, Your Signature LLC
- John Mautner, President & Founder, COSi (Cycle-of-Success institute)
- Lizzy Larman, Director Supplier Diversity & Outreach, Bridgewater Consulting Group
- Mark Pfab, Director, Solutions Engineering - West | Zones, Inc.
- Jamie "Jim" Hernandez, President/CEO, Strategic Business Communications, Inc

(\*Earn 1-hour CPD for CIPS MCIPS/FCIPS Certification holders and 1-hour CEH from ISM C.P.M, CPSD CPSM Certification holders)

1:45 - 2:00 PM | Networking Break/Snack

2:00 - 2:30 PM | Making a Real Impact on Success of Diverse Suppliers

John Mautner, President of COSi, will present to suppliers and supplier diversity professionals, a real-world case study, on how a MGM supplier built a more successful business using a proven business model. Corporations will learn how your organization can replicate the MGM model to build better suppliers and make a bigger impact to your supplier diversity program, and suppliers will learn how to build operational financial capacity.



## Schedule Continued

### 2:00 - 3:15 PM | Strategic "Connect" Sessions (Matchmaking)

**MATCH-MAKING PORTAL NOW OPEN**

**REGISTER NOW**

Powered By:



### 3:15 - 3:30 PM | Networking Break

### 3:30 - 4:30 PM | Speed Mentoring Sessions

SUPPLIERS – Bring your capability statement OR be prepared to succinctly verbally articulate your "elevator pitch" (business proposition) to leaders in supplier diversity and mature business owners. Coaching sessions are 15 minutes. PROCUREMENT/SUPPLIER DIVERSITY PROFESSIONALS/CLASS 2, 3 OR 4 MBES – This is an opportunity to offer professional counsel to suppliers, in the aim of helping MBEs develop and grow AND/OR you can also sign up to obtain guidance from other supplier diversity professionals in a peer-to-peer setting to brainstorm a business supplier diversity challenge. This opportunity is **ONLY** available for [REGISTERED AND PAID](#) attendees. On-site registration will also be available on the day of the Summit. Timeslots are available on a first come, first serve basis. Instructions for both groups are below:

**STEP 1:** REGISTERED AND PAY to attend the Summit

**STEP 2:** Send an email to [info@pswmdc.org](mailto:info@pswmdc.org) with the words "speed mentoring" in the subject line.

- i. List your first and last name
- ii. Your Title
- iii. Your Company Name
- iv. The industry your company is in
- v. Identify if you desire a "MBE SLOT" or "BE A COACH" or "SUPPLIER DIVERSITY COUNSEL"

### 4:30 PM | Conference Ends