



# Centers of Excellence

A program of the NMSDC to enhance corporate minority supplier development through knowledge sharing and excellence in implementing NMSDC best practices.



# Centers of Excellence enhances corporations' minority supplier development process by using NMSDC Best Practices



in pursuit of higher productivity and profits. With the growing number of new minority business development processes nationally and the increasingly complex sourcing environment, NMSDC recognized the need to enhance successful business relationships between corporations and MBEs by strengthening corporate minority supplier development processes. With support of the Chairman's Legacy Grant from Johnson Controls, Inc., NMSDC launched Centers of Excellence in 2005 to meet the need.

NMSDC Centers of Excellence is a network of regional

business modules bringing together expertise in minority business development for continuous improvement of this management practice. Based on forecasted needs, corporate module members have the opportunity to identify MBEs in their region to participate in these modules and be an integral part of their growth.



## CENTERS OF EXCELLENCE

The National Minority Supplier Development Council, Inc. (NMSDC) has worked in partnership with its member corporations to provide increased procurement and business opportunities for minority businesses of all sizes. Minority supplier development is recognized as an important management practice as corporations collaborate with suppliers

## PROGRAM DESCRIPTION

NMSDC Centers of Excellence (COE) provide a structured environment for fostering minority supplier development. The COE is a forum for defining issues, gathering data on industry best practices, and establishing tools and processes to engage minority businesses. By utilizing NMSDC best practices in minority supplier development, corporate members can enhance their supplier diversity processes and build capacity of MBEs. The MBEs will be better able to compete for national and global business opportunities and become strategic partners in the supply chain.

## STRUCTURE

The COE is composed of a network of regional



groups called “Business Modules” that have committed to enhance the supplier diversity process by implementing NMSDC minority supplier development best practices. A Business Module consists of 8-10 corporations, 16-20 MBEs, and the Regional Council President. A Module Cycle is 18-24 months in duration. However, module structure can be customized to suit customer needs.

Each Corporate Business Module participant is expected to offer capacity building activities for one or more MBEs in the group in at least one developmental area. Examples of developmental areas include quality training, executive education, financial assistance, technical assistance, project management, strategic partnership, etc.

## BENEFITS

- Enhances corporation's minority supplier development process by using NMSDC Best Practices
- Provides opportunity for corporations to benchmark successful minority supplier development strategies among corporate peers
- Provides increased business opportunities for both corporate members and MBEs through learning from each other's competitive strengths
- Has a greater impact on improving the economic environment of the community by reinforcing the concept of buying among and between corporations and MBE companies
- Aligns more closely the sales methods of MBEs with the procurement processes of corporate member members
- Improves competitive market position by helping corporations satisfy the expectations of an increasingly diverse customer base
- Develops a portfolio of capacity building models/templates for use



**“COE provides a unique forum to initiate development opportunities for minority businesses and corporate members alike”**

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## **WHAT WE'RE HEARING...**

*“Since the first class, we have accomplished so much in taking the original assessment and breaking it down to put a plan together to help us succeed at our goals.”*

*“... an excellent training program for all of us... imperative that MBEs and corporations understand how to connect the dots.”*

*“I am personally impressed with the focus on supplier development and capacity building that is based on forecasted needs.”*

*“... the business module is designed for results... from the corporate perspective, the supplier diversity initiative is enhanced through continuous process improvement.”*

*“The COE has been instrumental in developing me as a new supplier diversity manager. I am learning best*

*practices from top supplier diversity program managers.”*

*“... invaluable to my professional career and the organization I work for.”*

*“One of the most important benefits is the chance to benchmark with other top corporations, using specific criteria developed by the NMSDC. We all belong to benchmarking groups, but I've found this experience to be very focused.”*

*“COE provides a unique forum to initiate development opportunities for minority businesses and corporate members alike.”*

*“...Council has already begun to reap the rewards of best practices... we already have success stories to share.”*



**Mountain Plains**  
Minority Supplier  
Development Council