

Engage.
Connect.
Grow.

Corporate Membership Packet



About Us

The Eastern Minority Supplier Development Council (EMSDC) is one of 23 affiliates of the National Minority Supplier Development Council (NMSDC), a nonprofit corporate membership organization that advances business opportunities for its certified Asian, Black, Hispanic and Native American business enterprises and connects them to its corporate members. One of the country's leading corporate membership organizations, NMSDC was chartered in 1972 to provide increased procurement business opportunities for minority businesses of all sizes.

EMSDC has been helping certified minority business enterprises (MBEs) in Pennsylvania, Southern New Jersey and Delaware achieve success in the marketplace.

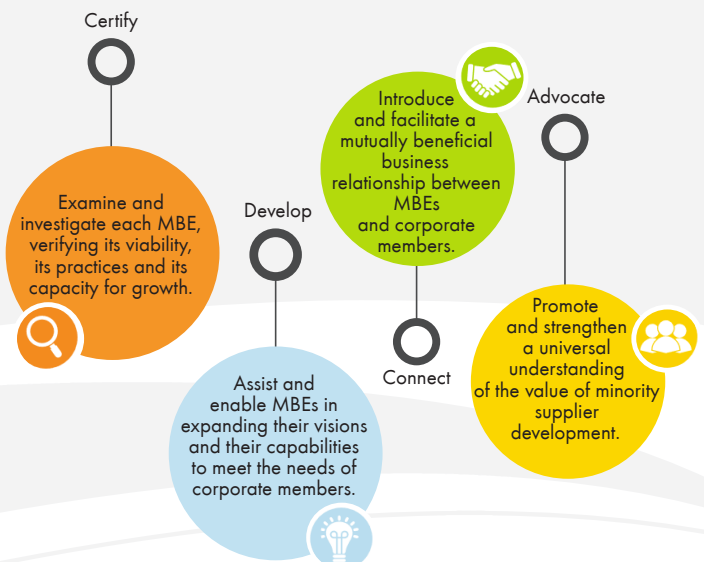


Let Us Connect You!

Through our core activities and services, we endeavor to make you more successful, as a corporate member. Tools and resources include access to certified minority businesses for members only. Affiliation with a national organization (comprised of 1,450 corporations and 12,000 Minority business owners) helps demonstrate transparency and accountability to the public, your peers, and many others. Corporate members are also given opportunities to network with other corporations to discuss best practices in minority business development, supply chain, as well as take part in our procurement conferences.

Corporate Members benefit by expanding their link to the rapidly growing minority marketplace and by gaining greater access to qualified suppliers to source, which increases competition, reducing cost and improving quality. Research has shown that diverse suppliers tend to hire diverse employees. By supporting minority suppliers, your company will make a direct impact on minority communities in our country and greatly expand your brand awareness within targeted demographic segments. This fosters a transactional relationship with key demographics which can lead to a stronger local economy.

The EMSDC is a vehicle that can assist corporations in developing, marketing and enhancing their minority business development program in a productive and efficient manner.



Corporate Member Benefits

Knowledge

Membership in EMSDC enables you to leverage the knowledge of other corporate supplier management and diversity professionals. We provide educational sessions to enhance your skills, peer-to-peer mentoring to share best practices, and industry-specific benchmarking. You'll stay abreast of common supplier metrics so that you can accurately track your performance.

Support

If you don't have a fully developed supplier diversity program, we can help. We have the expertise to help you get your program started. EMSDC provides assistance and support in planning your diverse supplier events and matchmakers.

Connection - Access to the Nation's Top MBEs

Access to our comprehensive online database of certified minority vendors, listed by industry. This database offers you a complete listing of the region's MBEs, many of whom have been recognized for their quality products and services. In line with your company's needs, EMSDC can match you with certified MBEs that are well-equipped to handle your specific area(s) of need. Our administration of NMSDC's national MBE certification process ensures the validity of your corporate spend with bona fide ethnic minority suppliers and assures that your efforts to support local and regional minority suppliers are being realized. Annual certification verifies ownership, operations and control of each business to ensure that our databases are accurate and up to date, and that our suppliers meet your compliance standards.

Relationships

We foster relationship-building by creating networking events throughout the year which enable you to get to know the people behind the products and services you purchase. Our largest events include Conferences (R.O.A.R.), Youth Entrepreneur Scholarship Tournament, and Choice Awards Gala. In addition, our calendar is filled with great events to enhance your outreach efforts and help you meet the right people.

Recognition

Active participation in the Council will highlight your company as one that is respected and socially responsible. Your commitment to the success of diverse suppliers increases wealth in diverse communities across our region, which in turn enhances the economy so that all businesses can grow.

Personalized Matchmaking

Often our corporate members are too busy to find and vet their own candidates for contracts. For this reason, EMSDC offers our corporate members personalized matchmaking services. You tell us what you need—the scope and scale of work to be done—and we seek out vet and refer appropriate candidates from our database of MBEs. Our personal relationships with both corporations and MBEs make us uniquely qualified to find a match that works for both parties.

Membership also gives you:

- Access to a larger pool of qualified suppliers
- Resources to help you achieve a supplier base that more closely reflects your customer demographics
- Increased opportunity for greater savings and higher quality goods and services due to increased competition
- Increased ROI from minority business development and corporate economic development efforts in the community where you do business
- Opportunity to enhance your ethnic market sales initiatives
- Assistance in developing or improving your company's supplier diversity programs
- Added recognition by stakeholders and the local community of your strong corporate citizenship
- Meeting the demands of your customers, and/or government compliance requirements
- Resources to make doing business with MBEs easy and simple
- MBE referrals and/or introductions.
- Access to networking opportunities.
- Assistance and support in RFP/bid distribution.
- Networking opportunities with minority businesses locally and nationwide
- Potential speaking opportunities and award recognition at EMSDC produced events
- Meets strategic objective of having your supplier base reflect your customer base
- Opportunity to open the door to new market segments
- Opportunity to provide specific business training to MBEs
- Opportunity for the Council to structure a specific Meet & Greet with your sourcing team
- Branding opportunity & recognition of our corporate members
- Identification of potential strategic partners and/or subcontractors
- Expansion of your customer base resulting in greater market share
- Maintains integrity of your supplier diversity program
- Exhibits strong corporate social responsibility as you increase your bottom line

The EMSDC exists to serve its members and certified MBEs and to advance the highest standards in supplier development. If you join the network now, you can immediately take advantage of all the benefits and services.

How to become a Corporate Member

EMSDC welcomes all major corporations, their prime suppliers and government agencies interested in Corporate Membership. We offer assistance in establishing and in improving corporate supplier diversity programs, as well as provide access to thousands of certified minority-owned and controlled business enterprises. Corporate Membership is achieved by submitting an application in which the corporation agrees to engage in proactive supplier diversity efforts and payment of an annual membership fee.

Corporate members must:

- Have or be willing to establish a supplier diversity program
- Designate a representative as a point of contact for EMSDC and for MBEs seeking to do business with your company
- Report business activity with MBEs annually to the EMSDC (these figures will be kept confidential)
- Promote business opportunities for MBEs
- Participate in and support EMSDC events and activities
- Commit to an annual support level

[Click here to apply](#)