



MMSDC

Michigan Minority Supplier
Development Council



**GLOBAL
INITIATIVE**



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE





MICHIGAN MINORITY SUPPLIER DEVELOPMENT COUNCIL (MMSDC)

- A non-profit, 501(c)3 organization committed to driving economic growth within communities.
- Advances its mission by facilitating over \$26 billion annually in economic output between corporations and certified business enterprises (MBEs).
- Founded in 1977, the MMSDC certifies businesses, develops their capacity, and facilitates inclusive procurement opportunities
- One of 23 affiliates of the National Minority Supplier Development Council (NMSDC)
- Advanced business opportunities for its certified Asian, Black, Hispanic, and Native American business enterprises

GLOBAL INITIATIVE

- Part of the Michigan Minority Supplier Development Council (MMSDC)
- Supports all the members of the Council including the Minority Business Development Agency (MBDA) and the State Advanced Manufacturing Procurement Center (AMP)
- Fosters international alliances through exchange of information base on interest by industry, sector and or
- process
Facilitates entry to international markets with the use of a digital Platform that gives access to a data base and information



EXPORT READINESS

- Help companies in Mexico connect with business in the U.S
- Help connect with Supply Chain (direct or productive) and MRO (indirect or non-productive) buyers in Michigan and suppliers in Mexico
- Aid help finding complementary capabilities suppliers in Mexico (secondary processes + customs & logistics)
- Help identify best regions and markets to sell & operate within Mexico based on industry specific demands for owned business in U.S

STRATEGIES

Serving MBEs that are export capable (TIER II/III) or considering establishing or expanding their operations in Mexico

Delivering Strategy that will anticipate the needs of targeted MBE's

Provide high-value solutions in a timely manner

Provide long-term and high-value technical trade assistance for its MBE'S export clients due to local and international partnerships, market knowledge and presence

COMMITMENT

1 Signing export contracts

2 Obtaining purchase orders

3 Creating strategic alliances

4 Making direct investment decisions

5 Provide real-world solutions to their problems

6 Promote increase partnerships

7 Foster cross border alliances with vetted enterprises

Foster reductions in time, cost, and risk in establishing business relationships and market entry

Offer webinars on identified business opportunities

Offer direct and targeted Trade Missions and B2B sessions

Offer Cultural training/programs

SERVICES

Facilitate change to accelerate market entry

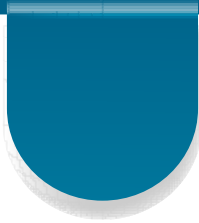
Offer international consulting services to companies to evaluate market-entry requirements, products, services, resources from targeted companies and track business development activities

Match support solutions to identified market challenges

Fast track introductions to high quality, pre-qualified prospective customers

Support initial customer meetings and assistance with negotiations and closing deals

TOOLS



MATCHMAKER 365 DIGITAL PLATFORM

<https://vimeo.com/580848331/093b592b29>

CROSS BORDER CONSORTIUMS



Pairs companies from the United States and Mexico that have capacity to be highly competitive in the marketplace to be scaled and support OEM and Tier 1 business



The consortiums will have access to capital, banking relationships and access to sourcing intelligence



Business must be co-located in the United States and Mexico



Merger and Acquisitions, Joint Ventures or Strategic Alliances



USMCA Chapter 25

SOME CORPORATE MEMBERS



jetBlue



Volkswagen



SIEMENS



Go Further



HONDA



FOR ADDITIONAL
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