



LET'S TALK BUSINESS



Capital Region
Minority Supplier
Development Council



Corporate Membership Has Its Privileges

CERTIFY • DEVELOP • CONNECT • ADVOCATE



WHAT IS

The Capital Region Minority Supplier Development Council (CRMSDC)?

We are a not-for-profit 501(c)(3) economic development organization supporting growth in Maryland, the District of Columbia, and Northern Virginia through programs and services that help our corporations enhance the diversity and innovation of their supply chains. Established in 1972, and headquartered in Silver Spring Maryland, we connect our corporate members to competitively viable, minority-owned business enterprises (MBE's).

We are one of 23 regional affiliates of the National Minority Supplier Development Council (NMSDC)—the only nationally recognized MBE certifying authority, with additional affiliates in Australia, Canada, China, South Africa and the United Kingdom.

Nationally, the organizational membership includes 1,700 corporations that represent some of America's largest public and privately-owned global companies; and almost 15,000 certified MBEs.

15,000

Our national network offers Corporate Members access to more than 15,000 certified minority business suppliers across all industries.

OVERVIEW

Research has found that companies which have a robust minority-supplier diversity program reap the following benefits:

- Increased opportunities to buy locally, regionally or nationally to ensure a good source of supply;
- Better quality and lower-cost products, services, and solutions resulting from competition for the company's business;
- Competitive edge when seeking procurement opportunities that require firms to make every effort to use minority suppliers;
- More personalized service from companies because they are typically smaller and more eager for your business;

- Enhanced product or service loyalty among minority consumers;
- Greater flexibility of smaller businesses, which allows them to adjust more quickly to your business needs.

Our corporate members shape the global supply diversity landscape while supporting the initiative to enhance supply base relationships, thus creating a more agile supply chain.

We strongly believe that business is about relationships. Therefore, we offer many occasions for our Corporate Members to interact with our MBE Suppliers through innovative programs that strengthen our MBE Suppliers' abilities to add value to our Corporate Member's businesses.

CORPORATE MEMBERS BENEFITS

CRMSDC is a resource which helps Corporate Members develop, market, and advance their minority development program.

CRMSDC provides Corporate Members and certified MBEs a thriving ecosystem with progressive opportunities to grow, partner, and develop their capabilities and their inherent entrepreneurial spirits.



WHAT ARE THE BENEFITS?

- Access to a national pool of more than 15,000 certified and qualified minority suppliers.
- Increased opportunities for greater savings and higher quality goods and services as a result of increased competition.
- Support in developing, enhancing and marketing your supplier diversity program.
- Registration discounts for supplier development training, seminars and special events.
- Assistance and support in RFP/bid distribution.
- Access to industry-specific benchmarking and best practices in supplier diversity.
- Numerous opportunities to network with more than 1,700 other Corporate Members.
- Training for supplier diversity professionals.
- Recognition of your company as a good corporate citizen.
- Ability to help train and develop the next generation of minority entrepreneurs.

CRITERIA FOR MEMBERSHIP

As a Corporate Member of the Capital Region Minority Supplier Development Council (CRMSDC) a corporation must commit to the following requirements:

- Have or establish a minority business development policy or plan in support of supplier diversity and minority business development
- Report annually aggregate dollar purchases from MBEs
- Designate a representative as a point of contact
- Participate in CRMSDC local and NMSDC national activities
- Promote business opportunities for MBEs
- Commit to an annual Corporate Membership fee
- Serve as an Ambassador for CRMSDC in support of our mission
- Support and promote CRMSDC mission, vision, and goals

INTERESTED IN BECOMING A CORPORATE MEMBER?

CALL
301.593.5860

CLICK
www.crmsdc.org

EMAIL
membership@crmsdc.org

“
Diversity is the driver of growth around the world. From a business vantage point, maximizing our diverse suppliers gives us a competitive advantage.

Fred Lona, CPSM, CPSD, Senior Director Supplier Diversity & Performance Management Supply Management, Hilton Worldwide





“

Corporations reap many benefits from membership in CRMSDC. Through its affiliate network, we are able to gain access to potential suppliers who bring innovation and technologically advanced products and services to the marketplace.”

*Gloria D. Pualani, Corporate Director, GSDP/
Government Relations, Northrop Grumman Corporation*



Capital Region

Minority Supplier
Development Council

Sharon R. Pinder • President and CEO

10750 Columbia Pike, Suite 200

Silver Spring, MD 20901

301.593.5860

www.crmsdc.org

