

# Super MatchMaker Conference

FEATURING THE

**MBDA CAPITAL READINESS SUMMIT**

MONDAY **JUNE 17** 2024  
8:30AM - 3:00PM

HOST **BOWIE STATE UNIVERSITY**  
Bowie State University  
Student Center  
14000 Jericho Park Rd.  
Bowie, MD 20715

## CORPORATE ROUNDTABLE HOSTS AND SOURCING OPPORTUNITIES

### NEW THIS YEAR! “GET PICKED” FOR ONE-ON-ONE MEETINGS

After our Super MatchMaker event, each corporation will extend a special invitation to 5 MBEs for one-on-one meetings to nurture valuable relationships. Come with your business card, capabilities statement, elevator pitch and questions.

\*The selection for future meetings is entirely at the discretion of the roundtable host, and we cannot guarantee that every MBE will be invited to a one-on-one.



#### SOURCING

Hardware & Maintenance - Networking Equipment CapEx // Media Purchases - Campaign Management // Media Purchases - Media Buy // Contingent Labor - Events Promotion Staffing

#### NOT SOURCING

External IT Services - Data Storage & Processing // Hardware & Maintenance - Hardware Maintenance & Support // Marketing & Promotion - Direct Mail // Staffing Agencies



#### SOURCING

Building Infrastructure Services // Dock Door Maintenance; Heating, Ventilation, Air Conditioning (HVAC); Plumbing; Electrical; Handyman Services; Landscaping Services; Snow Removal Services; Computer Room AC (CRAC); Fire Life Safety (FLS) Repair and Maintenance/Fire Alarm Monitoring; Generator Repair and Maintenance; Fencing Installation, Repair and Maintenance; Refrigeration; High Volume Low Speed (HVLS) Fan Repair and Maintenance

Services // 3PL; Associate Commute Services; Janitorial; Pallets; Pest Control; Food Services; Recycling; Regulated Waste

Construction // Architectural; Commissioning Consultation; Engineering (Civil, Electrical, Plumbing, Mechanical, Structural); General Contracting (GC); Sustainability Consultation

Technology & Energy // IT Hardware; Software; Renewable Energy & Storage (Solar, Wind, Geothermal); Hydrogen Economy; Utilities; Security Loss Prevention

SSO (Safety, Security & Operations) // Warehouse Supplies; SWAG; Signage; Furniture; Building Fixtures; Security & Loss Prevention; Workplace Safety; Office Supplies

Packaging // Packaging; 3rd Party Logistics and Warehouse Providers

Equipment // Aerial Lifts; Auxiliary Equipment; MOD (Make On Demand); VDE (Volume Driven Equipment); PIT; Sustainable Power; Components Procurement; Storage

#### NOT SOURCING

N/A

## CRMSDC SUPER MATCHMAKER CONFERENCE / CORPORATE ROUNDTABLE HOSTS



### **SOURCING**

Various Categories

### **NOT SOURCING**

IT and Staffing



### **SOURCING**

Systems Engineering // C5ISR // Marine-Ship Repair // Avionics // Electronic Warfare

### **NOT SOURCING**

Staffing // Marketing // Training // Promotional Items



### **SOURCING**

Promotional Items // Catering // General Contractors // Bakeries // Security

### **NOT SOURCING**

IT Consulting Services // Staffing



### **SOURCING**

AI // Cyber -with an actual product, not to build something // Fraud products // SOX Controls, IATMP // General Contractors // Vehicle Inspections // IT Asset Disposition // Janitorial National Presence

### **NOT SOURCING**

Staffing // Marketing // IT and Business Consulting // IT Solutions Company



### **SOURCING**

Construction // Design

### **NOT SOURCING**

IT Staffing Services, Staff Augmentation // IT Consulting (SOW)



### **SOURCING**

General Contractor/Construction Services // Electrical Contractors // Manage Service Provider (MSP) Staff Augmentation // Engineering Services // Software Value-Added Resellers

### **NOT SOURCING**

N/A



### **SOURCING**

Utility Construction // Engineering Services // Veg Management // Electric Vehicle Services // Facilities Architecture/Construction

### **NOT SOURCING**

Office Supplies // Staff Aug



### **SOURCING**

Mailroom Services // Advertising-Content Creation/Campaign Design

### **NOT SOURCING**

Staffing/Contingent Labor // IT Consulting

## CRMSDC SUPER MATCHMAKER CONFERENCE / CORPORATE ROUNDTABLE HOSTS



### **SOURCING**

Quantum Computing // Zero Trust Networking // AR/VR/XR // AI/Machine Learning // Internet of Things

### **NOT SOURCING**

Staffing Firms // Transportation



### **SOURCING**

Furniture, Fixture and Equipment // National Operations Services (cleaning) // Food and Beverage with National Footprint and distribution

### **NOT SOURCING**

Staffing // IT Staffing // IT Consulting



### **SOURCING**

Janitorial Supplies // Hotel Supplies // Facility Maintenance

### **NOT SOURCING**

Staffing



### **SOURCING**

Food and Beverage // FF&E // OSE

### **NOT SOURCING**

Staffing // Tech Staffing



### **SOURCING**

Cloud Migration // Facilities // Professional Services - Financial Consulting

### **NOT SOURCING**

Contingent Labor Firms



### **SOURCING**

Electronic Components, Printed Circuit Boards, Assemblies // Systems Engineering Support Services // Machined & Fabricated Parts // Ammunition/Explosives // Wire, Cables, Tooling

### **NOT SOURCING**

IT Support Services // Staffing Services // Office Supplies and Promotional Products



### **SOURCING**

Engineering Services

### **NOT SOURCING**

Training

## CRMSDC SUPER MATCHMAKER CONFERENCE / CORPORATE ROUNDTABLE HOSTS



### **SOURCING**

Accessibility (ASL, filming, Alt Text, WCAG/508 Compliance, Baille, etc) // Test Content Development (psychometric research, text creation, editing, art, DEI review) // Artificial Intelligence (AI) // Program Management (training, technical support, project management, etc) // Operational Support (printing, warehousing, packaging & distribution, shredding & recycling)

### **NOT SOURCING**

Construction // Financial Services // Onsite Security // Temporary Staffing/IT Services // Anything unrelated to Education/Assessment Services



### **SOURCING**

SAP Supplier Registration // SAP Procurement Questionnaire // CCS Certification & Compliance System // CCS Questionnaire // Application for Certification

### **NOT SOURCING**

Economic Development // eMarket & Regional // Supply Schedule



### **SOURCING**

Food ingredients // HVAC // Snow removal // Sushi // Bakery

### **NOT SOURCING**

N/A



### **SOURCING**

Value Added Resellers (VARs) // Business Management Consulting and Change Management // Learning and Development Software Solutions

### **NOT SOURCING**

IT Staffing Services, Staff Augmentation // IT Consulting (SOW)



### **SOURCING**

Banking Services

### **NOT SOURCING**

Staffing



### **SOURCING**

Construction // Engineering // Digital // Gasline Piping // Plumbing

### **NOT SOURCING**

Legal



### **SOURCING**

Construction - Water Main Replacement // Engineering Services // Staffing // Building Maintenance // BioSolids Hauling

### **NOT SOURCING**

Office Supplies // Promotional Items // Catering

Stop by the **CAPITAL READINESS ROOM** to meet our capital resource partners and learn about funding to help grow your business.

