



Corporate Member-to-MBE development program designed to advance suppliers' sustainable growth.

Utilizing a core group of MMSDC corporate members to strategically grow a targeted group of MBEs that meet current and future supply chain needs.

Corporate Members sign on to champion (an) MBE supplier(s). Corporations and MBEs work together to develop a sourcing pipeline and corporations work together to make introductions to internal buyers and external customers/suppliers for bid opportunities. This is an 18-month time commitment, one to two hours per month. There is NO COST to participate.

CGI is created for established MBEs with an industry-transferrable skillset

- To join the program, MBEs must be nominated by a Corporate Member. Corporate Members may join through our CPO Summit
- Competitive, high-performing MBEs with capacity to scale may be nominated for the program by Corporate Members
- Targeted towards Class II & III MBEs, but not exclusive to those Classes



KEY BENEFITS FOR MBEs

- Suppliers gain a Corporate Champion CPO to support their growth
 - Increased access to new customers, markets, and opportunities, along with valuable feedback on capacity-building and how to be more competitive
- MBEs gain a collaborative community of other suppliers in the CGI cohort
- Recognition of being selected for an elite, highly competitive program



KEY BENEFITS FOR CORPORATIONS

- Corporations gain trusted suppliers and establish a stronger pipeline
- Opportunity to shape and develop a high-performing sustainable supplier to better meet your long-term needs
- At our current rate of growth, it will take 333 years to reach parity for minority businesses. By participating in CGI and committing to championing an MBE, our Corporate Members can take YEARS off this clock.



WHO

Established MBE suppliers with industry-transferrable skillset.

Phase I (automotive corporate members & indirect suppliers) and Phase II (non-automotive corporate members & indirect suppliers) cohorts are closed.

Automotive corporate members expanding their supplier diversity strategy with available opportunities for direct suppliers can sign up for Phase III, which will commence in 2022.



IMPACT

In 2020, MBE suppliers in Phase I of CGI were collectively awarded \$95 million+ in contracts through their participation in the program.

TESTIMONIALS

- 1 MBE received a \$75 million contract with their Corporate Sponsor
- 1 MBE received a \$12 million contract with their Corporate Sponsor
- 1 MBE achieved \$2.5 million in contracts through the program, keeping their business from experiencing an economic downturn due to COVID-19 and earning 30% revenue growth in 2020



GET INVOLVED

Are you a high-growth supplier with an industry-transferrable skillset and capabilities ready to take your business to the next level?

Are you a Corporate Member looking to develop your supplier diversity strategy?

QUESTIONS?

Contact us to get involved! Mark Shows, Head of Strategic Growth
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(313) 873-3200

KEY DATES

- Summer 2021 – Phase II Program Launch
- Non-automotive corporate members
 - Indirect suppliers
- TBD 2022 – Phase III Program Launch
- Automotive corporate members
 - Direct suppliers