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# 2008 National BDPA Entrepreneur Showcase

## *“Speed Networking” for BDPA Entrepreneurs*

**Prepared by: Milt Haynes and Boyd Stephens**

**May 2008**



# BDPA Entrepreneur Challenges

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- BDPA Entrepreneurs come to the National BDPA Conference looking to build relationships that will grow their business
- Angel Investors come to the National BDPA Conference looking for Entrepreneurs with great business ideas
- Supplier Diversity Officers come to the National BDPA Conference looking for Entrepreneurs for their diversity spend
- Most entrepreneurs are not big enough to meet tier 1 vendor requirements for Corporate America nor do they have access to individuals in their “contact sphere” to adequately build good business to business relationships



# Critical Skills Focus

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***“The only way to get ahead and stay ahead in this challenging job market is to constantly distinguish yourself from the competition by demonstrating great performance and maintaining highly marketable skills.”***

**Milt Haynes**

***“...and establishing solid core business and personal relationships...”***

**Boyd Stephens**



## Our Service

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### “Speed Networking” for BDPA Entrepreneurs

- Give BDPA Entrepreneurs quality face time with Supplier Diversity Officers
- Provide incentives and a forum to showcase award winning business ideas
- Provide an ongoing forum and venue both during the annual National Technology Conferences as well as in the realm of cyberspace through which fellow BDPA entrepreneurs and business owners can create, grow, and maintain strategic alliances and partnerships



# Target Market

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Supplier Diversity Officers who want to do business with  
BDPA Entrepreneurs

BDPA Entrepreneurs who desire to sell products and  
services to major corporations



# Guiding Principles

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BDPA Volunteers to Manage the Program

Investigate Business Demand

Provide mentoring to make sure entrepreneurs are well prepared

Use Speed Networking Model

Immediate Feedback

Highly portable and scalable (e.g. to BDPA Chapters)

Plug and Play (K.I.S.S)

Build it and they will come (attracts conference attendance)

All ideas are worth listening to

Innovative Use of Technology



# Speednetworking.com

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- Speednetworking.com, the premier solution to help you expand your network, brings the professional working community an innovative solution to enhance networking opportunities. You can now organize and host your own speed networking event. Powered by the patent-pending eXtreme Networking software, which schedules individual meetings based on attendee preferences, SpeedNetworking.com pioneering services are used by a wide array of firms and for a wealth of purposes.
- <http://www.speednetworking.com/>



# Q & A



# Contact Information

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630-707-8001



# Contact Information

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Boyd Stephens, NBDPA Entrepreneur Program

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334-213-1128

[www.ugmoresearch.com](http://www.ugmoresearch.com)

**Program Management Slides  
to be removed from final presentation**



# Business Model

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Fully funded by BDPA Entrepreneurs through an enrollment fee of \$\_\_\_\_ to be paid to: \_\_\_\_\_

Budget:

- Speed Networking License fees
- Other expenses?



# Our Team

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- Milt Haynes
- Boyd Stephens
- Terry Davis
- Others to be recruited as needed



# Competitive Advantage

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We have a Captive Audience:

There is currently no other networking event at the conference agenda that caters to BDPA  
Entrepreneurs and corporate Supplier Diversity  
Officers looking to do business with each other



## Timeline

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- Finalize 1<sup>st</sup> Year Program Definition May
- Team Formation Program Kick-off May
- Get NEC and NBOD Buy-in May
- Program Definition June
- Send out corporate invitations June
- Open On-line Registration June
- Close On-line Registration July
- Friday Event at Conference August 8th
- Post-event Publicity August



## Who to pitch?

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- Wayne Hicks (done, declined participation)
- Boyd Stephens (done)
- Kimberly Davis (?)
- Portia Westbrooks (done, added to conference agenda)
- Anita Vega
- Yvette Graham
- Denise Holland
- Other conference entrepreneur presenters
- Supplier Diversity Officers
- Brad Spirrison – Speed Networking
- George Fraser and the FraserNet Organization
- National Business League and its regional affiliates
- National Minority Supplier Development Council (NMSDC)



## Next Steps

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- Form Core Team (done, Boyd Stephens, Milt Haynes, Terry Davis)
- Investigate Speed Networking Model (Boyd Stephens)
- Vet Concept and Refine Business Model (Milt & Boyd)
- Detailed Program Budget (Boyd)
- Lock down Pricing model
- Send out invitations
- Web Presence