

BBNOC Tier 1 Supplier Relationship Initiative

What:

BBNOC works with its partners and the business community to help the black business community develop relationships with their procurement officers and Tier 1 suppliers. Tier 1 suppliers are the larger companies that serve government organizations and large companies as direct suppliers. They have the size and expertise to supply large organizations directly where smaller companies cannot. BBNOC develops Tier 1 supplier relationships through its partners, match ups and other events that introduces, and more importantly, develops sustainable relationships between black business owners and tier 1 suppliers.

Why:

Tier 1 match ups are a severely underserved market. These events are few and far between. BBNOC believe that Tier 1 match ups with MBEs represents the single largest opportunity to grow MBE spend and increase minority business development.

Most companies focus their MBE efforts on direct relationships with MBEs. Most small service and manufacturing MBEs are better suited to do business with Tier 1 suppliers rather than working directly with large organizations.

We often hear Tier 1 suppliers struggle to meet their MBE requirements especially within the black business community. One of the reasons is that large projects are often construction related. By encouraging and fostering ongoing relationships between Tier 1 suppliers and MBEs on the non-construction aspects of their business (i.e., IT services, accounting, staffing, etc.), organizations can substantially increase business conducted with black owned businesses.

2011/2012 Goal:

Our goal is to work with our partners to develop and participate in at least two match-up events in the next 12 months. We work continually with our partners to promote our member's businesses.