

# The 2nd DONE DEALS™ Generation

22 WBCS Sustaining Members did a total of over  
**\$120 MILLION**  
worth of business with WBEs last quarter!

## CATEGORY: WBCS DEAL

Carolyn Hawkins, in Business Development for Marfield Corporate Stationery ([www.marfield.com](http://www.marfield.com)) announces a done deal with fellow WBE, Ricochet Fuel Distributors ([www.ricochetfuel.com](http://www.ricochetfuel.com)). Marfield used their WBCS membership directory to contact Ricochet and is now providing commercial printing for them.

"It has been an honor to team up with Darlene Fitzpatrick and Ricochet Fuel! Darlene is very professional and has a personality that speaks volumes. Because of her excellent communication and commitment to detail it has been effortless to work with Ricochet Fuel," says Hawkins.

## CATEGORY: WBCS DEAL

Maria Grieser, President & CEO of Xllerate Consulting, LLC ([www.xllerate.com](http://www.xllerate.com)) announces a new done deal with fellow WBE, K Strategies ([www.kstrategies.com](http://www.kstrategies.com)). Xllerate is providing automation of second tier supplier reporting. These two companies met at the WBCS Harvesting Partnerships Educational Symposium in September 2008.

"The Xllerate team is very excited to be working with K Strategies Group, LLC president Katrina Keyes and M/WBE programs manager Veronica Gonzalez to streamline the tracking of minority spend on the Love Field Modernization Program. Using the Xllerate software program, prime contractors will automatically receive a pre-populated form listing their spend with second tier contractors reported from the prior month. Forms emailed back to K Strategies, will be automatically retrieved, loaded into a database and queried back to create internal and external management reports. Katrina Keyes estimates that converting this labor intensive process to a push-button solution will save approximately 40 hours per month.

"We intend to create the foundation for an automated process that can be repeated on future projects. This will enable K Strategies resources to remain focused on delivering quality and superior solutions to their clients," says Grieser.

the  
**BIG**  
picture  
quarter 1 '09

Alcatel-  
Lucent  
done deals with  
15 WBEs  
[www.alcatel-lucent.com](http://www.alcatel-lucent.com)

American  
Airlines  
done deals with  
6 WBEs  
[www.aa.com/supplierdiversity](http://www.aa.com/supplierdiversity)

Army & Air  
Force Exchange  
Service  
done deals with  
2 WBEs  
[www.aafes.com](http://www.aafes.com)

Baylor Health  
Care System  
done deals with  
10 WBEs  
[www.baylorhealth.com](http://www.baylorhealth.com)

Bell Nunnally  
& Martin  
done deals with  
1 WBE  
[www.bellnunnally.com](http://www.bellnunnally.com)

BNSF  
Railway  
done deals with  
7 WBEs  
[www.bnsf.com](http://www.bnsf.com)

Brinker  
International  
done deals with  
2 WBEs  
[www.brinker.com](http://www.brinker.com)

Capgemini  
Energy  
done deals with  
3 WBEs  
[www.capgemini.com](http://www.capgemini.com)

City of  
Dallas  
done deals with  
1 WBE  
[www.dallascityhall.com](http://www.dallascityhall.com)

DFW  
International  
Airport  
done deals with  
7 WBEs  
[www.dfwairport.com](http://www.dfwairport.com)

EDS  
an HP  
Company  
done deals with  
9 WBEs  
[www.hp.com](http://www.hp.com)

# The 2nd DONE DEALS™ Generation

22 WBCS Sustaining Members did a total of over  
**\$120 MILLION**  
worth of business with WBEs last quarter!

## CATEGORY: FIRST TIME BUSINESS DEAL

Deborah Driskill, CEO of CDG & Associates ([www.cdg-inc.com](http://www.cdg-inc.com)) announces a done deal with Sustaining Member, DART ([www.dart.org](http://www.dart.org)). CDG is providing business process consulting. These companies met through CDG sales efforts. "We are delighted to be able to do business with DART, one of the most significant organizations to the Dallas economy," says Driskill.

*Out of 76 WBCS Sustaining Members, these listed in the margins of page one and two reported their quarterly spend numbers with WBCS WBEs.*

**Don't see your company listed?**  
Submit your Q2 '09 WBE spend by **July 31st**  
to be included in the next issue  
**AND to secure your eligibility for the new Done Deals Award!**  
Email Dana Luna at [dluna@wbcsouthwest.org](mailto:dluna@wbcsouthwest.org) for more information.  
[www.wbcsouthwest.org](http://www.wbcsouthwest.org)

the  
**BIG**  
picture  
quarter 1 '09

Energy  
Future  
Holdings  
done deals with  
11 WBEs  
[energyfutureholdings.com](http://energyfutureholdings.com)

FedEx  
Office  
done deals with  
6 WBEs  
[www.fedex.com/us/office](http://www.fedex.com/us/office)

Fluor  
done deals with  
4 WBEs  
[www.fluor.com](http://www.fluor.com)

J.C. Penney  
Company  
done deals with  
17 WBEs  
[www.jcpenney.com/supplierdiversity](http://www.jcpenney.com/supplierdiversity)

Jackson  
Walker, L.L.P.  
done deals with  
1 WBE  
[www.jw.com](http://www.jw.com)

Lockheed  
Martin  
done deals with  
8 WBEs  
[www.lockheedmartin.com](http://www.lockheedmartin.com)

Oncor  
done deals with  
11 WBEs  
[www.oncor.com](http://www.oncor.com)

Southwest  
Airlines  
done deals with  
9 WBEs  
[www.swa.aecglobal.com](http://www.swa.aecglobal.com)

Texas  
Instruments  
done deals with  
25 WBEs  
[www.ti.com](http://www.ti.com)

Wal-Mart  
Stores  
done deals with  
27 WBEs  
[www.walmartstores.com](http://www.walmartstores.com)

Windstream  
Communications  
done deals with  
4 WBEs  
[www.windstream.com](http://www.windstream.com)