



The SBTDC is administered statewide by NC State University on behalf of The University of North Carolina System and is operated in partnership with the US Small Business Administration.

2016 Supplier Diversity Workshop

Tuesday, March 15th, 2016

US Cellular Center – Asheville, NC

8:00 – 8:30 AM

Registration and Check In

8:30 – 9:00 AM

Welcome and Introductions

Wendy Cagle, NC SBTDC
Mark Mills, NC PTAC

9:00 AM – 10:15 AM

What is Supplier Diversity?

Ariana Billingsley, NC PTAC

- *A Brief History of Supplier Diversity*
- *Overview of Corporate & Government Programs*
- *Future Outlook for Supplier Diversity*

10:15 – 10:30 AM

Break

10:30 – 11:45 AM

Preparing for a Customer Review and Mentor/Protégé Programs, Successes and Pitfalls

Carla Undurraga, Northrop-Grumman

- *How to get your ducks in a row for a customer review*
- *Overview of mentor/protégé programs*

11:45 AM – 12:45 PM

Lunch

12:45 – 2:00 PM

Supplier Diversity Program Best Practices

Diane Dempsey, BAE Systems

- *Tips for Success*
- *Frequent Challenges (and Solutions)*
- *Emerging Trends*

2:00 – 2:15 PM

Break

2:15 – 3:30 PM

Elements of a Federal Subcontracting Plan

Lisa Leal, Curtiss-Wright

- *Structure and Contents of Plans*
- *How to Write a Plan*
- *Reporting Requirements*
- *Work Your Plan!*

3:30 – 4:00 PM

Open Discussion, Q&A and Wrap-Up

4:00 PM

Event Concludes