



The Link

to Supplier Diversity

A publication of the Indiana Department of Administration Minority & Women's Business Enterprises

March 2014

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Event Calendar

- Indy Chamber's Women In Business Retreat March 7-8
- The Governor's Commission on Minority and Women's Business Enterprises March 10
- North Central Indiana Business Conference March 12
- Pay Audit Training March 12
- Certification Clinic March 19
- Pay Audit Training April 9
- Certification Clinic April 16

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Celebrating Women's History Month with NAWBO

On the 6th of March the Minority and Women's Business Enterprises helped NAWBO-Indy kicked off a month long celebration for Women's History Month at the Indiana Statehouse. Thank you to those to came out to help celebrate the extraordinary accomplishments of women.

We hope you enjoyed hearing from the local and state leaders as well as collaborative community partners and found the experience of value to you and your company.

It was a wonderful opportunity to meet decision makers and enjoy networking with many outstanding women of influence.

Business Voice: Netlogx, LLC

Featuring: Audrey Taylor, *Netlogx, LLC*



Her mother was her biggest influence. She always told her to "do your best".

Audrey Taylor founded Netlogx, LLC in 1998 in Indianapolis.

Her goal was to create a consulting services company

that would constantly strive for excellence, uphold the very best of business ethics and treat customers, employees and partners with the utmost respect and honesty.

These goals are as true today as they have ever been.

Netlogx has clients and partners across the United States and thrives on the diversity that this creates.

Her business focus is on Risk Management.

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Conference Offers Contracting Opportunities, Networking and Business Development

Minority and women-owned businesses will have the opportunity to network and attend business development sessions at the North Central Indiana Business Conference, Wednesday, March 12 at Saint Mary's College.

The conference will consist of nine morning business educational sessions, a business certification roundtable discussion, business networking and a Business Plan Assistance Center presented by SCORE.

Two of the morning sessions will include presentations by the procurement and purchasing departments of the city of South Bend, University of Notre Dame, Saint Mary's College and the state of Indiana. These sessions will discuss how to find contracting opportunities and how to do business with each.

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Wednesday, March 12

8:00 a.m. - 4:00 p.m.

Saint Mary's College, Student Center
Notre Dame, IN 46556

RSVP by March 7

RSVP at <http://goo.gl/qkxw8X>

If you have questions related to the business conference, please contact Nate Lofton at nlofton@idoa.in.gov

Complimentary eLearning for Small Businesses and Entrepreneurs

By: Amina Pierson, Community & Economic Development, Fifth Third Bank

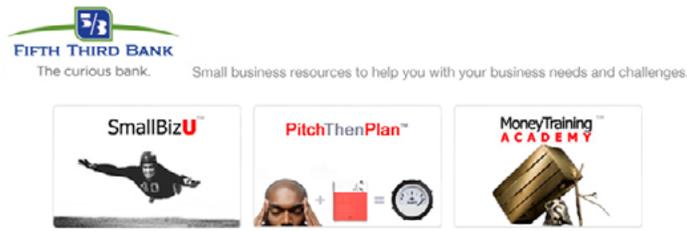
"Knowledge is power." This common phrase comes to life when we make use of the knowledge.

Fifth Third Bank offers a complimentary online program through SmallBizU eLearning University. We recognize the positive impact of cultivating small businesses in Central Indiana by providing technical assistance in the small business arena.

We often hear our small business customers ask these questions about developing their business:

- How do I find and attract investors?
- How do I craft a business plan?
- How do I position and price my product(s)?
- How do I select a legal structure for my business?

To address these questions and so many more, Fifth Third Bank has partnered with Indiana Small Business Development Center



to offer the SmallBizU curriculum without charge. This program includes instructions for pitching your business ideas in the form of a business plan; and a money training academy component which teaches the basics on how to manage your business finances.

SmallBizU teaches entrepreneurs about the "3Ms" - Money, Marketing and Management. Each course is delivered via the internet full of animated slides accompanied by voice-over narration, PowerPoint presentations, worksheets, toolsets, and access to a comprehensive knowledgebase.

Since the only place that success comes before work is in the dictionary, make the time to work on developing specific "3Ms" strategies for your business. Go to <http://www.smallbizu.org/53>.

Each course is delivered at your own pace. You have the freedom to set the timetable so the courses fit in your schedule!

Fifth Third Bank encourages you to be curious and explore the many levels of learning- modules. For more information contact our Community and Economic Development Department at 317-383-2144.



Subcontractor & Other Bidding Opportunities

Project Name	Due Date	Contact Information
Indiana State University Multi-Purpose Track and Soccer Venue Bid #B0022751	Tuesday, March 11	Ken Boyce Phone: (317) 633-4040 KBoyce@ratioarchitects.com
Indiana State University Mills Hall Renovation-Bid #B0022745	Thursday, March 13	Chuck Bauer Phone: (317) 633-4040 CBauer@ratioarchitects.com
Ivy Tech College of Indiana NMC Infrastructure Improvements Bid Package 03	Tuesday, March 18	Ivy Tech Community College Greg Silcox 50 West Fall Creek Parkway, North Drive Indianapolis, IN 46208

Business Reads

"I shouldn't be telling you this: success secrets every gutsy girl should know"
Kate White



The editor-in-chief of "Cosmopolitan" compiles a wealth of no-nonsense advice from successful women, including herself, to help professional women get the most out of their careers.

Business Quote

"I am not satisfied in making money for myself. I endeavor to provide employment for hundreds of the women of my race."

- Madam C. J. Walker

Business Voice Cont...

"Our services are different because we want to empower our consultants to make the right decisions," said Audrey.

Now she is looking to expand her business in to the U.K. Audrey has found that running a business in the U.K. is very different in philosophy from running a business in the U.S.

It will be a challenge for her company, especially with the way benefits are handled differently in the two countries.

Audrey believes that diversity in an organization matters along with employee development.

She wants to empower the individuals in her company in order for them to grow and achieve success in their future.

Audrey values her employees and considers when an employee has to leave as one of the worst things about running her business.

netlogx

"It is a very emotional time letting someone go," said Audrey. "Especially since you have built a good working relationship and they have a family that will be affected by it."

When she's not running her business, you'll find Audrey taking time off with her kids. She has two boys, 14 and 17 years old. She also enjoys traveling abroad when she has time.

What you see is what you get with Audrey. She is very transparent and doesn't sugar coat the details.

Her advice to those thinking about starting a business of their own is, "They should be prepared to put in some work - hard work. If they are not prepared to do that, they are not ready to start a business."

Conference Offers Contracting Opportunities...cont.

Over 35 Indiana certified minority- and women-owned businesses from the area will display their products and services during the afternoon networking session of the conference. Potential buyers and procurement agents are encouraged to attend the event to learn what minority- and women-owned companies have to offer.

Five businesses will have the opportunity to give a 10-minute presentation about their company during the luncheon from Noon – 1:00 p.m. The companies will be announced during the opening session by Minority and Women's Business Enterprises Deputy Commissioner Terrie Daniel.

"My team and I have planned an

amazing day," said Daniel. "This conference has been designed to provide a myriad of resources and information for building a business. It is my hope that the available resources will empower minority and women-owned businesses with additional tools to take their business to the next level."

The North Central Indiana Business Conference is presented by the Indiana Minority and Women's Business Enterprises Division in conjunction with Saint Mary's College. The event will be presented at no charge from 8 a.m. through 4 p.m. at the Saint Mary's College Student Center. The registration deadline is March 10 and is available via this link: <http://goo.gl/kzZRbz>

Tools for Success

By: Terrie Daniel, *Minority and Women's Business Enterprises Deputy Commissioner*



Terrie Daniel
*Minority and Women's Business Enterprises
Deputy Commissioner*

March marks the beginning of Women's History Month across the globe and is a month in which the contributions of women, including their achievements, leadership, courage, strength and selfless acts are celebrated.

This month we celebrate the many women who have made their stamp in history and changed the climate in which we live, such as Sojourner Truth, the great abolitionist and women's rights activist, or Rosa Parks, who decided to take a stand on that day in December 1955, in Montgomery, AL. She refused to give up her seat in the colored section on the bus to a white passenger. There are many more I could name who have paved the way for women to have equal rights in this country.

Let us not forget the sacrifices of those who had the courage to stand up for what is right. Today we celebrate the profound women in our history. It is because of their courage, we are in a better place. May you prosper and be fulfilled in all you do.



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Pay Audit System Training
for Prime & MWBE Subcontractors
March 12
2 p.m. - 3 p.m.



Indiana Government Center South



Certification Clinic
for minority & women-owned businesses
March 19
1 p.m. - 3 p.m.



Indiana Government Center South



Women in Business Retreat

March 07 - March 08
12:00 p.m. - 12:00 p.m.

The Alexander Hotel
333 South Delaware Street
Indianapolis, IN 46204
Register at [indychamber website](http://indychamber.com)



The National Association of Women in Construction Indianapolis Chapter 34 presents their March Seminar... Presented by Melissa Davis & Derek Selke, BSA LifeStructures

“Art & Architecture – Bringing Buildings to Life Through Interior Design”

Date: Thursday, 27 March 2014

Time: Luncheon Seminar 11:30 a.m. – 1:00 p.m.

Reservations: \$25/Members \$35/Guests (men welcome!) through their website www.indynawic.org

Contact Erika Miller (317) 697-8783 or erikaamiller@sbcglobal.net