

Your strategic growth partner.

The Indianapolis MBDA Business Center is a federally funded program of the Minority Business Development Agency, US Department of Commerce.

Operated by Indiana Minority Supplier Development Council

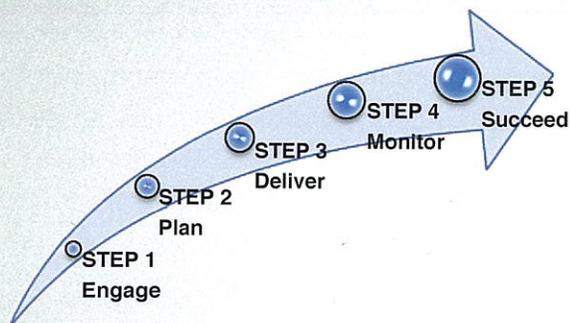


FIVE STEP LADDER TO SUCCESS

The Indianapolis MBDA Business Center takes a strategic approach to designing a customized service plan that meets your needs.

OUR FIVE STEP LADDER TO SUCCESS:

- STEP 1 Engage and assess your growth needs
- STEP 2 Develop a customized plan of action
- STEP 3 Deliver services and solutions
- STEP 4 Monitor progress and adjust plan as needed
- STEP 5 Document your business growth & success!



PROVEN TRACK RECORD

MBDA Business Centers helped clients secure contracts totaling \$6.9 billion during the last 5 fiscal years. The U.S. economy continues to benefit from a strong minority business sector:

- > **\$1.0 TRILLION** – Combined economic output of nation's 5.8 million MBEs in 2011
- > **5,000 PLUS** – Number new jobs created by MBEs working with MBDA Centers between 2009 and 2011

> **125X** – Return on investment U.S. taxpayer receives from MBDA efficiencies & focus on job creation

Numbers as of January 12, 2012.

CONSULTATION SERVICES

The Indianapolis MBDA Business Center advises on a number of topics, such as:

- > Access to Contracts
- > Assistance with Bank Loan Applications
- > Venture Capital/Private Equity
- > Private Investor Funding
- > Strategic Process and Planning
- > Accelerated Product/Service Sales
- > Scale Up and Commercialization Growth
- > Outsourcing
- > Contracting and Negotiation

Selected services are subject to client fees.

ELIGIBILITY

To qualify for Indianapolis MBDA Business Center services, companies must have \$1M or more in annual revenue, be a member of a Strategic Growth Industry (SGI) or capable of generating significant employment and long term economic growth. SGIs include green technology, clean energy, health care, infrastructure and broadband technology.

Indianapolis MBDA Business Center

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PROVIDING SOLUTIONS

The Indianapolis MBDA Business Center serves the Indiana minority business community by providing solutions to the challenges of a growing business. With a proven knowledge base and an objective perspective, Business Center consultants help clients overcome barriers to expansion.

Consultant expertise is wide-ranging and resources are vast. The Business Center provides assistance with financing, procurement, operations, planning, management and marketing. By helping businesses in these areas, the Indianapolis MBDA Business Center facilitates MBE access to credit, capital and markets—all of which are necessary to stimulate growth.

INDIANA CORPORATIONS

By increasing the capacity of MBE firms throughout Indiana, corporations—both those with and without supplier diversity programs—gain a wider, more competitive pool of potential vendors, service providers and customers.

FINANCIAL SERVICES

Financial institutions, providers of non-traditional financing, and local businesses work hand-in-hand to achieve a shared goal: business growth and profitability. The Indianapolis MBDA

Business Center serves established, growth-oriented businesses—the type of business worthy of investment and in need of financing tools. By building a relationship with the Business Center, financial services providers gain access to firms intent on success and prepared to make it happen.

PARTNERSHIP

The Indianapolis MBDA Business Center follows the U.S. Department of Commerce Minority Business Development Agency's national model of resource and investment partnerships with corporations and financial institutions. These partnerships are integral in making Business Center services accessible, and directly supporting MBE growth through contracting and capitalization opportunities.

Technology tools available to Business Center clients via the MBDA web-portal, include but are not limited to:

- > Phoenix Opportunity Matching System
- > Business Dashboard
- > BizDev Central
- > Business Locator

Contact the Indianapolis MBDA Business Center today and put your business on the road to growth and success!