

The 1st Quarter 2020 KSMO Roundtable kicked off a renewed interest and momentum for the MPMSDC. Fifteen participants were present with representation from the majority of the KSMO Corporate Members. In addition, US Bank and Honeywell were present to share additional opportunities for MBEs.

Marvin Lyman facilitated a discussion on “Rightsizing MBEs”. Corporate Members and guests shared their specific challenges in securing the services of MBEs. Utilizing Tier I and Tier II goals were a critical part of the conversation. Some Corporate Members are able to pass along goals to vendors while others have more difficulty due to specialized purchasing and security restraints.

Mitigating risk by diversifying vendor base was crucial to give Corporate Members a greater sense of reliability. Upcoming challenges such as weather, illness, and unknown forces that could be disruptive to supply chains makes it imperative for Corporate Members to have multiple vendors. Coinciding with this need is the concept of inclusive competitiveness which ensures diverse vendors while maintaining economic feasibility in the acquisition of goods and services.

Taking a look at specific spending areas also gave understanding to areas for potential supplier diversification as well as restricted areas of spend largely due to specialty manufacturing and services along with government regulations. Where large spending occurs with the opportunity to gain more suppliers, the Council will work with Clarence Nichols of Bank of Blue Valley to better define opportunities and connect MBEs with Corporate Members.

Finally, Bindu Cheedella of Elite-Tek-Solutions, Inc. and H. Jordan Whyte of Noble Pitch Logistics, LLC represented their respective company during the MBE Spotlight. Each shared info about their firm’s offerings and the value proposition for engaging their companies. Both were well received by our Corporate Members.