

The Link

to Supplier Diversity

May 2013

Let's Talk Business

If you want to be successful in business, you're going to need to know how to talk and understand business. Below is a list of commonly used business acronyms that are a must for business owners to know.

B2B | Business to Business
Companies that sell to other companies

B2C | Business to Consumer
Companies that sell to individuals

CEO | Chief Executive Officer
The big boss

CFO | Chief Financial Officer
Head of finance

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CMO

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Consumer big in

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NDA

B2B financ

Enterprise



Welcome New Commissioner!

The Minority and Women's Business Enterprises Division would like to welcome Jessica Robertson back to the Indiana Department of Administration (IDOA).

On May 8 Robertson was appointed by Governor Mike Pence to serve as the commissioner of IDOA.

As the IDOA commissioner, Robertson will serve as a commission member of the Governor's Commission of Minority and Women Business Enterprises.

provides contracting opportunities for minorities and women business owners across the state of Indiana.

Commissioner Robertson is responsible for a 200+ employee organization that manages statewide procurement, public works, facilities management, fleet services and the MWBE Division.

Most recently Commissioner Robertson served as the State of Tennessee's first chief procurement continue story on page 2...

Looking Forward

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MWBE Commission Meeting

June 10

Meet the MWBE Commission Members, ask questions, stay informed about the Indiana MWBE Division.

Commission members actively work to cultivate an environment that



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Commissioner...

officer where she led the centralization of professional services and commodity procurement functions by creating the innovative and strategic Central Procurement Office. In her nearly two years leading the Central Procurement Office, Robertson and her team identified savings of over \$100 million.

Previous to that position, Commissioner Robertson served as deputy commissioner for procurement with IDOA where she led a team that streamlined the state's approach for the purchase of goods and services.

Commissioner Robertson joined the public sector in 2005 as a Governor's Fellow. In 2011, she was recognized as *Graduate of the Last Decade* from Indiana State University and was a member of the 2009 Richard G. Lugar Excellence in Public Service Series.

Let's Talk...

CMO – Chief Marketing Officer

Head of marketing

COO | Chief Operating Officer

Head of operations

CTO | Chief Technology Officer

Responsible for the tech side

EDI | Electronic Data Interchange

A set of standards used to exchange data between different companies & organizations

ERP | Enterprise Resources Planning

A system that integrates all the data from an organization into a single location

MSRP | Manufacturer's Suggested Retail Price

A recommendation made by a company in order to standardize the price of its products across different markets

NDA | Non-Disclosure Agreement

A contract between two parties to secure the confidentiality of information

OEM | Original Equipment Manufacturer

A company that manufactures equipment that will be re-branded and sold by other companies; sometimes it refers to the reseller

OTC | Over-The-Counter

Trade of stocks/other derivatives directly between two persons

P&L | Profit and Loss

Also called income statement, is an accounting report used to outline how revenues are transformed into profits

POS | Point of Sale

A checkout point in retail stores or the hardware behind it

RFP | Request For Proposal

Invitation for suppliers to bid on a task/service

RFQ | Request for Quote

Invitation for suppliers to quote a task/service

ROI | Return On Investment

Ratio of money earned relative to total money invested

VC | Venture Capital

A form of financing where the owners give up part of the ownership

Business Opportunities

Project Name	Bid Due	Contact Information
Relocation of TRC Anderson Head Start Playground	Wednesday, June 5	Transition Resources Corporation Marla Monday Phone: (765) 221-1005 #7113 Fax: (765) 221-7538 mmonday@transitionresources.org
RS-12-601B Cornell Avenue Resurfacing	Thursday, June 6	Milestone Contractors Greg Nolting Phone: (317) 616-4881 Fax: (317) 788-1098
Replace Aerators at South Well Field Water Treatment Plant	Friday, June 7	Thieneman Construction, Inc. Hannah Lee Phone: (317) 867-3462 Fax: (317) 867-3463 hannah.lee@thienemanconstruction.com
Service and Repair of DayStar Outdoor LED Electronic Sign	Friday, June 14	Transition Resources Corporation Marla Monday Phone: (765) 221-1005 #7113 Fax: (765) 221-7538 mmonday@transitionresources.org

Find more on the Business Opportunities webpage: <http://www.in.gov/idoa/2488.htm>

Pay Audit System

Prime Vendors and their MBE or WBE Subcontractors must independently report payments on state contracts in the Pay Audit System.

The **Pay Audit System will be down for maintenance June 28 - July 1.** Please plan your business activities accordingly.

To learn more about the Pay Audit System and access the login screen please go to <http://www.in.gov/idoa/payaudit.htm>



Indiana Department of Administration
 Minority & Women's Business Enterprises
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 (317)232-3061
 mwbe@idoa.in.gov

Newly Certified MWBE's

Company Name	Services		Cert. Type
Vic Power's, Inc.	Plumbing or sewer inspection service, video production services		WBE
Allen's Snow Removal & Lawn Care, Inc.	Fertilizer application services, lawn care services, snow removal services, landscape architecture materials, landscape protection services,		WBE
Apple Group, Inc.	Art design services, promotional merchandise, promotional or advertising printing		WBE
Bloomfield Mechanical	Cooling or refrigeration services, industrial refrigeration, heating and ventilation and air circulation, heating and cooling and air conditioning HVAC construction services		WBE
CORE Planning Strategies, LLC	Architectural engineering, environmental monitoring, strategic planning consultation services, environmental advisory services, environmental institution building or planning, urban environmental development planning		WBE
ECS Systems, Inc.	Environmental auditing, environmental impact assessment, environmental safety services		WBE
Gipson Computer Service, Inc.	Computer services		MBE
Maximum Business Solutions, Inc.	Advertising, graphic design, business forms or questionnaires, marketing and distribution, promotional or advertising printing, sales marketing agencies including print		MBE
RCR Technology Corporation	Computer services, software, project management, information services, computer equipment and accessories, vocational training, components for information technology....and more		MBE
SIG Media LLC	Printed media		MBE

For the full list of certified MWBE firms please visit: <http://www.in.gov/idoa/2743.htm>

Newly Certified MWBE's Continued...

Company Name	Services		Cert. Type
A K Global Travels	Travel agents		M/WBE
Buckler Realty, LLC	Real estate brokers or agents		WBE
On-Site Health Solutions, LLC	Health programs, occupational health or safety services, healthcare provider support persons, individual health screening and assessment services, mobile healthcare centers or services		WBE
Vista Landscape & Design, LLC	Cleaning and janitorial services, landscaping services, lawn care services		MBE
Professional Management Enterprises, Inc.	Project management, permanent technical staffing needs, education and training services, staff recruiting services, human resources services, resume writing services, management....and more		MBE
Ad Cetera Promotions, Inc.	Product or gift personalization services, promotional merchandise		WBE
Aegis BioRecovery, LLC	Cleaning and janitorial services		MBE
Alva Electric, Inc.	Electrical services		WBE
CK United, Inc.	Architectural sheet metal service, roofing and siding and sheet metal services, heating and cooling and air conditioning HVAC construction services		MBE
Country Consultants, Inc.	Public relations programs or services, legal services, project management, community and social services, government affairs and community relations consultation service		WBE
CSpring	Computer services, personnel recruitment, project management, Information technology service, data storage and backup, information technology consultation services...and more		WBE
E & L Son Enterprise, LLC	Caulks, interior finishing materials, supply chain management, professional procurement services, real estate services		MBE
EMR Consulting, Inc.	Environmental services, public utilities and public sector related services		WBE
Hygrade Excavating, Inc.	Building site preparation services, seeding services, fencing, landscaping services, local area trucking services		WBE
Maribeth Smith & Associates, Inc.	Events management, meetings events		WBE
Thru All Family Cleaning, LLC	Cleaning and janitorial services, rest room cleaning services		MBE
Accu-Tool, Inc.	Machine made parts		WBE
Precision Wire Assemblies, Inc.	Electrical wire and cable and harness, warehouses		WBE
V & R Trucking, Inc.	Local area trucking services		M/WBE

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Newly Certified MWBE's Continued...

Company Name	Services		Cert. Type
Sturtz Public Management Group, LLC	Technical writing, public administration and finance services, environmental impact assessment EIA services, land use planning		WBE
Tomato Fish Marketing, LLC	Marketing plans, marketing analysis, graphic design, customer relationship management software maintenance, world wide web WWW site design services		WBE
V. Wilson Associates, Inc.	Advertising, advertising agency services, graphic design, marketing and distribution		M/WBE
D. Schickel Co. Inc.	Masonry and stonework services		WBE
H & H Construction Services, Inc.	Concrete installation and repair services, snow removal services, trenching services, digging services, sewer line construction services		WBE
Powers Engineering, Inc.	Professional engineering services		WBE
Protection Plus, Inc.	Security and personal safety		WBE
Tower Professional, Services LLC	Legal research services, office administration or secretarial services		WBE
A&S Cleaning Services	Cleaning and janitorial services		WBE
EMT Enterprises	Automobiles or cars, vehicle maintenance and repair services		MBE
Pleasant Aire Distributing, LLC	Fragrance additives		WBE
Trinity Group Unlimited, LLC	Cleaning/janitorial services, Windows, plastering/drywall services, personal paper products, painting/paperhanging services, concrete installation/repair services ...and more		MBE
Access Garage Doors, LLC	Dock equipment, doors, garage doors and operators, Gates, thermal insulation		WBE
Conco Spray Solutions, LLC	Glazing of concrete surfaces service, polyurethane resins		WBE
Crowder-Detention Equip. Parts & Service	Safety and security system installation service		WBE
Piling Essentials, LLC	Steel pilings		M/WBE
R. Wright Construction and Remodeling	Single family dwelling construction services		MBE
Employee Benefit Advisors, LLC	Compensation or benefits planning, employee education, Life and health and accident insurance		WBE

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