

DIVISION OF SUPPLIER DIVERSITY
2022 BUSINESS CONFERENCE
VIRTUAL SERIES



From Vision to Action

Tune in every month for the next installment in DSD's 2022 Business Conference Virtual Series!

Now playing this March until September.
You don't want to miss it!

SAVE THE DATES



March 2022 -
September 2022



Connect through
Webex ([Click here](#))



10:00 A.M. -
11.30 A.M.

Questions? Please contact us:
317-232-3061

Meet the IDOA DSD Team



STARRING:



Dr. Rebecca Holwerda
Commissioner



Keshia Rich
Deputy Commissioner



Graham Melendez
Director of Business
Development & Outreach



Heather Ahnfield
Director of Contract Compliance



Jada Franklin
Contract Compliance Manager



Rebecca Diener
Certification Specialist

To attend, please click on link below:

<https://tinyurl.com/yckxdw3e>

Preparation Meeting Opportunity: Finding Opportunities

Each year, the State of Indiana awards millions of dollars in State contracts to meet the needs of government agencies. The biggest question you may ask yourself is where to find these contracting opportunities. The information is publicly available, however, it may be overwhelming to try to find it. The purpose of this webinar is to simplify the process, show you where to find contracting opportunities, and get you started. Don't miss this chance to prepare to meet your opportunity!

Showing on Thursday,
March 10, 2022 @ 1:00 p.m. EST

Starring:

Corlisha Mitchell
Director of Contract Compliance



Vivian Cage
Contract Compliance Manager

Crushing Your 2022 Goals: Running a World Class Company

Learn 7 core principles of building and running a world class company!

\$23 trillion in business value is coming onto the market. Owners that operate their businesses to world class standards will not only attain the highest exit value but also get a grip on growth while saving time and reducing stress. World class principles aren't just for large companies, they're for you too.

Showing on Wednesday,
March 23, 2022 @ 10:00 a.m. EST

Starring:

**Peter Fuller, President
Catapult.ai**



Preparation Meeting Opportunity: Business Relationships

Don't miss this opportunity to hear success stories from panelists representing both prime contractors and subcontractors! They will discuss best practices on researching, attaining, and sustaining contracts with the State of Indiana and the importance of building relationships in the vendor community.

Showing on Thursday,
April 14, 2022 @ 10:00 a.m. EST

Starring:



Maia Siprashvili
Deputy Commissioner



Kesha Rich
Director of Certification



Jerry Aytes -
After Action Medical



Danny Portee -
PME



Nick Petrone -
Netlogx



Robbyn Martin -
Binson's Hospital Supplies Inc.



Rick Davis -
MI-Case

Contracts & Relationships

Come and find out the ins and outs of doing business with various corporations, from local to large! This webinar will address how to secure a contract or partnership, as well as give an overview of the procurement process and contracting opportunities within these corporations.

Showing on Thursday,
April 28, 2022 @ 10:00 a.m. EST

Starring:



Maia Siprashvili
Deputy Commissioner



Graham Melendez
Director of Business
Development & Outreach



Kesha Rich
Director of Certification



Holli Harrington -
Indianapolis Airport Authority



Sean Howard -
Indiana Department
of Transportation



Christine Jeffers -
Indiana Procurement Technical
Assistance Center



Joseph Lee -
The City of Indianapolis

Indiana Toll Road

Preparation Meeting Opportunity: Business Relationships

Don't miss this opportunity to hear success stories from panelists representing both prime contractors and subcontractors! They will discuss best practices on researching, attaining, and sustaining contracts with the State of Indiana and the importance of building relationships with each other.

Showing on Thursday,
May 5, 2022 @ 10:00 a.m. EST

Starring:



Maia Sivrashvili
Deputy Commissioner



Graham Melendez
Director of Business
Development & Outreach



Kesha Rich
Director of Certification



April Lam -
Anthem



Scott Lorch -
Briljent, LLC



Marie Davis -
Daniels Associates, Inc.



Kathy Cabello -
Cabello Associates, Inc.



Tasha Phelps -
Phelco Technologies, Inc.



Julie Phillips -
aFit

Doing Business With SEIs

Would you like to strengthen your connection to State Educational Institutions? Then, come join us to learn how to do business with Ball State University, Purdue University, and the University of Southern Indiana. Panelists representing these SEIs will give resources to help your business achieve success.

Showing on Thursday,
May 19, 2022 @ 10:00 a.m. EST

Starring:



Maia Siprashvili
Deputy Commissioner



Graham Melendez
Director of Business
Development & Outreach



Kesha Rich
Director of Certification



Roger Hassenzahl -
Ball State University



Brandon Gatson -
Purdue University



Jeff Sponn -
University of Southern Indiana.

Doing Business With SEIs - Part 2

Would you like to strengthen your connection to State Educational Institutions? Then, come join us to learn how to do business with Indiana University, Ivy Tech Community College, Vincennes University, and Indiana State University. Panelists representing these SEIs will give resources to help your business achieve success.

Showing on Thursday,
June 30, 2022 @ 10:00 a.m. EST

Starring:



Kesha Rich -
Deputy Commissioner



Graham Melendez -
Director of Business
Development & Outreach



Richard Wise -
Indiana University



Marcus Bickle -
Ivy Tech Community College



Michael Morrison -
Vincennes University



Dillon Garver -
Indiana State University

Accessing Capital

Is opportunity knocking on your door and you want to know how to achieve success on business ventures? This workshop will help guide you through the process of accessing capital and the benefits of partnering with traditional & non-traditional lenders in this endeavor. You don't want to miss it!

Showing on:
Thursday, July 28, 2022 @ 10:00 a.m. EST

Starring:



Kesha Rich -
IDOA, Division of Supplier Diversity



Graham Melendez -
IDOA, Division of Supplier Diversity



Lora Lemon -
Regions Bank



Martin Anderson -
U.S. Small Business Administration



Brock Lough -
First Financial Bank



David Neeser -
Teacher's Credit Union

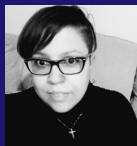
Creating and Maintaining Value

Do you need guidance with your business goals and financial decisions? Would you like help in navigating problems at the front end of the operations? Have you thought about succession planning for your business but don't know where to start? This workshop will help you with these questions as you learn from our panelists how to create and maintain value for your business. You don't want to miss it!

Showing on:

Thursday, August 11, 2022 @ 10:00 a.m. EST

Starring:



Kesha Rich -
Indiana Department of Administration,
Division of Supplier Diversity



Graham Melendez -
Indiana Department of Administration,
Division of Supplier Diversity



Naomi Kwang -
Barnes & Thornburg LLP



Jennifer Miller -
Katz, Sapper & Miller's Transaction
Advisory Services Group



Zainab Bass -
Periculum Capital Company



Jennifer Mendel -
Barnes & Thornburg LLP

No registration required.

[Click here to join](#)

For questions, please e-mail us at mwbe@idoa.in.gov

The Building Blocks of Bonding

Have concerns on how to be bondable? Have questions regarding contract bonding? Looking for places to obtain bonding? Then, this webinar is for you! Come and join us for a webinar focused on the basics of bonding and gain more knowledge to help your company!

Showing on:
Thursday, August 25, 2022 @ 10:00 a.m. EST

Starring:



Kesha Rich -
IDOA, Division of Supplier Diversity



Graham Melendez -
IDOA, Division of Supplier Diversity



Martin Anderson -
U.S. Small Business Administration

No registration required.

[Click here to join](#)

For questions, please e-mail us at mwbe@idoa.in.gov



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INDIANA UNIVERSITY

