

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

DIVISION OF SUPPLIER DIVERSITY 2022 BUSINESS CONFERENCE VIRTUAL SERIES

Meet the IDOA DSD Team



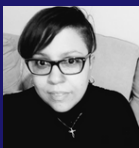
STARRING:



Dr. Rebecca Holwerda
Commissioner



Maia Siprashvili
Deputy Commissioner



Kesha Rich
Director of Certification



Graham Melendez
Director of Business
Development & Outreach



Vivian Cage
Contract Compliance Manager



Crystal Bell
Certification Specialist



Jada Frankliin
Contract Compliance Manager

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 Siprashvili
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 Saprashvili
Deputy Commissioner



Graham Melendez
Director of Business
Development & Outreach



Kesha Rich
Director of Certification



Roger Hassenzahl -
Ball State University



Brandon Gatson -
Purdue University



Jeff Spohn -
University of Southern Indiana.

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

Starring:



Maia Siprashvili
Deputy Commissioner



Graham Melendez
Director of Business
Development & Outreach



Kesha Rich
Director of Certification



Richard Wise -
Indiana University



Marcus Bickle -
Ivy Tech Community College



Michael Morrison -
Vincennes University



Dillon Garver -
Indiana State University

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INDIANA UNIVERSITY

