

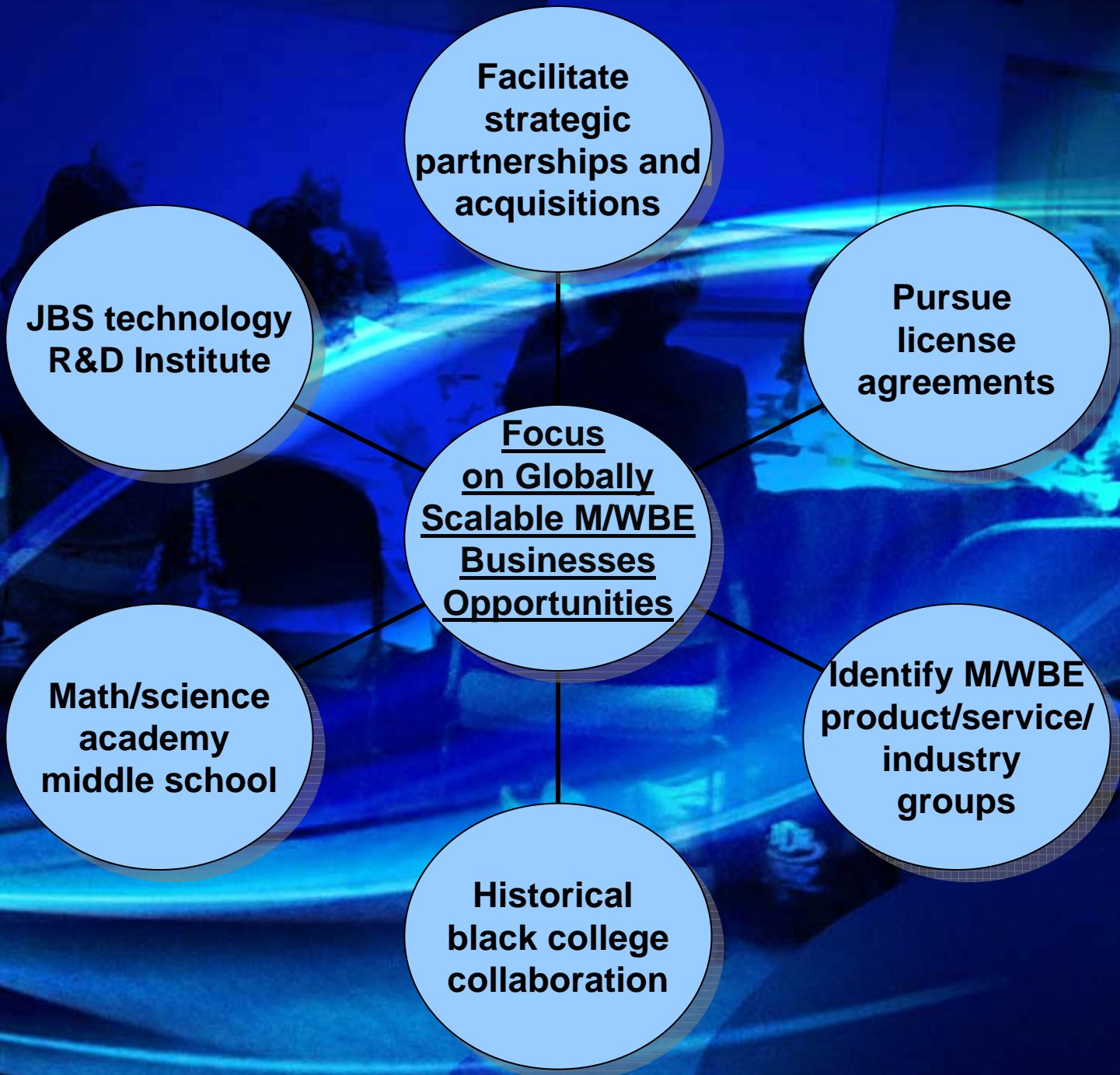


JOSEPH
BUSINESS SCHOOL

Joseph Business School/ Billion Dollar Roundtable Strategy Concepts







Facilitate strategic partnerships and acquisitions

Pursue license agreements

Focus on Globally Scalable M/WBE Businesses Opportunities

Identify M/WBE product/service/industry groups

Historical black college collaboration

JBS technology R&D Institute

Math/science academy middle school

Focus on globally
scalable M/WBE
business opportunities



Leverage MBE ethnic strength and focus on the following global markets:

A) Africa

B) Latin America

C) Asia



Trade mission trips
to leverage existing
relationships with
U.S. companies



Connect M/WBEs at various country levels:

A) Business

B) Government

C) Church



A blue-tinted photograph of a group of people in a meeting room. The scene is dimly lit, with a strong blue color cast. Several individuals are seated around a table, some looking towards the camera and others looking down or at each other. The background shows a conference room setting with a whiteboard and a screen. Overlaid on the image is large, white, bold text.

M/WBE U.S. Market Profile



U.S. Government spends
\$500+ billion

- \$400 Billion is M/WBE accessible
- Only \$100 Billion is spent through M/WBEs

A blue-tinted photograph of a business meeting. Several people are seated around a table, looking at documents or laptops. The scene is dimly lit with blue light. Overlaid on the image is large white text with a black outline.

**\$300 billion untapped
in U.S. M/WBE
opportunities**

A blue-tinted photograph of a group of people in a meeting room. The scene is dimly lit, with a strong blue light source creating a monochromatic atmosphere. Several individuals are visible, some standing and some seated at a long table, appearing to be in a collaborative meeting. The text is overlaid in a large, white, sans-serif font with a slight drop shadow, centered in the middle of the image.

\$50 billion available
to invest by minority
equity funds

A blue-tinted photograph of a meeting room with people seated at tables, overlaid with white text. The text is centered and reads: \$7.2 billion in grants and loans through the minority business development agency (Federal Government) in 2010.


\$7.2 billion in grants and loans through the minority business development agency (Federal Government) in 2010



80% - 90% of GNP
comes from what
people spend in urban
communities



2 of every 3 jobs
created come from
small businesses



New \$30 billion small
business lending fund
being introduced by
the white house



7 U.S. agencies
oversee 90% of all
government contracts



Boeing spends \$400 billion servicing the existing fleet of planes and \$60 billion selling new planes

A blue-tinted photograph of a meeting room. Several people are seated around a table, looking at documents or laptops. The lighting is dim, and the overall color scheme is a deep blue. The text is overlaid on the left side of the image.

Boeing has an investment fund for strategic business relations worth \$3.5 billion

- 40% targeted for M/WBEs



20% of what Boeing offers is in services

AT&T operates in 200 countries

- AT&T focus is on
 - A) Mobility
 - B) Video
 - C) Data
- AT&T plans to spend \$10-11 billion with M/WBEs in 2012

A blue-tinted photograph of a crowded event, possibly a conference or exhibition. The scene is filled with people, some of whom are blurred, suggesting movement. Several bright, glowing light trails arc across the frame, creating a sense of dynamic energy and global connectivity. The overall atmosphere is futuristic and high-tech.

IBM operates in 170
countries. Need MBEs
who can go globally



High demand M/WBE market segment areas

A) Veterans

B) The disabled

C) Disabled veterans

A blue-tinted photograph of a meeting room. Several people are seated around a long table, appearing to be in a discussion. A glowing blue arc of light curves across the scene, passing behind the text. The overall atmosphere is professional and technological.

High demand for
health service
providers and health
I.T.



Look for divestiture
acquisition
opportunities



Down sizing creates
major business
opportunities for
M/WBES

BILLION DOLLAR
FOUNDATIONS



The NAIC (Minority Equity Funds Association) is a 40 year organization with \$50 billion to invest

- Its goal is to create wealth for minority communities



There are only 2,000
M/WBEs within the
U.S.

Joseph Business School Scope of Consulting

