

CUSTOMIZABLE SMALL BUSINESS DEVELOPMENT SERIES (CUSTOMIZED FOR SECTORS/INDUSTRIES AND COMMUNITY-BASED ORGANIZATIONS)



1 Understanding the Industry Landscape & Supplier Inclusion

- › Industry-specific terminology and regulations
- › Procurement processes unique to the sector
- › Supplier inclusion expectations and certification requirements

2 Supplier Registration, Capabilities & Pitching

- › Creating compelling capabilities statements, company statements, and company informational presentations
- › Navigating procurement portals and registration systems
- › Developing effective pitch presentations

3 Contract Readiness, Financial Preparation & Networking

- › Developing unique value propositions
- › Responding to RFPs/RFQs effectively
- › Financial readiness and accessing capital
- › Building strategic relationships, partnerships, and networking

Value for Community-Based Organizations:

- Deliver industry-specific training that directly leads to contract opportunities for members
- Create strategic partnerships with major corporations through aligned training initiatives
- Provide members with specialized skills that differentiate them from general small businesses
- Increase your organizational relevance through timely, specialized economic development programs
- Generate sustainable revenue through industry-sponsored educational initiatives

Benefits for Suppliers/Small Businesses:

- Develop a deep understanding of specific industry expectations and requirements
- Create tailored pitches and capability statements for targeted opportunities
- Build strategic partnerships with industry-specific corporations and suppliers
- Access specialized networks relevant to your business growth goals
- Position your business for sustainable success within your chosen sector

Additional Module Recommendations

- LinkedIn Posting
- AI Use and Small Business

Program Delivery Options

To make this truly customizable, we offer flexible delivery formats:

1. **Core Program:** Three foundational sessions
2. **Extended Program:** Core + additional modules
3. **Comprehensive Program:** All modules delivered over 3-6 months
4. **Executive Intensives:** Condensed half-day sessions for business owners
5. **Hybrid Models:** Combination of virtual and in-person sessions

Value and Benefit Statements:

- › Custom-branded supplier development program that reflects your industry's specific needs
- › Cultivate suppliers who understand your unique terminology, regulations, and processes
- › Demonstrate leadership in your industry through tangible supplier diversity initiatives
- › Create a competitive advantage through an optimized, diverse supply chain
- › Achieve regulatory compliance and social responsibility goals through documented supplier development



EA Simon Company Differentiators



- › Programs delivered by practitioners with proven real-world success
- › Comprehensive support beyond classroom training, including one-on-one consulting
- › Measurable outcomes with trackable ROI for all stakeholders
- › Flexible delivery options to accommodate diverse learning needs
- › Ongoing alum community that continues to deliver value long after program completion

Contact Us

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