



GLOBAL SUPPLIER DIVERSITY BUSINESS DEVELOPMENT Spring 2013 Newsletter

International News

CAMSC Launches Registration for Its Ninth Annual Diversity Procurement Fair

Taking place at the Westin Harbour Castle Hotel in Toronto on April 9 and 10, and held annually since 2005, the Canadian Aboriginal Minority Supplier Council (CAMSC) Diversity Procurement Fair brings hundreds of delegates together in an event designed as a networking, learning, and business-building platform between global corporations and aboriginal and minority-owned businesses. Each year, representatives from dozens of companies from across Canada and the United States attend this event to network, meet potential suppliers, engage with corporate peers, and learn and share best practices in the industry. Sponsoring companies for the 2013 Diversity Procurement Fair include Accenture, BlackBerry, Chrysler, Coca-Cola, GM, Kellogg's, RBC, TD, and TELUS, to name a few.



The Diversity Procurement Fair, now in its ninth year, takes a different approach that is unique from the Business Opportunity Fairs held by CAMSC's U.S. Council affiliates: though the event boasts a fabulous kick-off reception (hosted by BlackBerry), the Diversity Procurement Fair's trade show portion has been removed and replaced by one-on-one matchmaking meetings between suppliers and corporations. This successful component has been integrated to allow each participant 15 minutes of uninterrupted conversation with up to six preselected potential matches of their choosing. The Diversity Procurement Fair also identifies opportunities for corporations to present their sourcing strategies (representing specific commodities across multiple sectors) to the supplier audience, which in turn helps suppliers understand how companies purchase these commodities.

If you would like more information on the CAMSC Diversity Procurement Fair, or to download a copy of the brochure, please [click here](#). If you'd like to register for the event, click [HERE](#).



United States Minority-Owned Business Joins Forces with Australian Indigenous Business, Creating Global Partnership

Donald Fairconeture and Jasmin Herro, president and vice president of Outback Global USA, are today proudly certified suppliers with the Rocky Mountain Minority Supplier Development Council (RMMSDC). The pair joined forces after being introduced at the National Minority Supplier Development Council (NMSDC) Conference and Business Opportunity Fair held October 2012. A contingent of almost 30 indigenous business owners and managers from Australia, led by Michael McCloud, CEO of Message Stick Communications, and Natalie Walker, CEO of Supply Nation (formerly the Australian Indigenous Minority Supplier Council, or AIMSC) attended the 40th annual event held over four days in the beautiful mile-high city of Denver, Colorado. Cisco, Cummins, IBM, and Pfizer are members of the NMSDC International Committee for Australia. During this year's annual conference, this committee provided multiple networking opportunities for Australian business owners and corporate members to meet with U.S.-based corporations and suppliers to explore access to contracts and to develop possible partnerships like the one formed by Fairconeture and Herro.

Donald founded Unity Promotions, a minority-owned business concern, in 1996. Jasmin is the founder and CEO of Outback Global (formerly Australian Outback Apparel), an Australian Indigenous Business certified with Supply Nation. Donald and Jasmin were introduced by Denise Coley, director of Cisco's Global Supplier Diversity Business Development Group and one of Donald's business mentors.

Outback Global USA has offices in Australia, China, and the United States. Visit them and learn more at www.outbackglobal.com/