

### We Empower Small Businesses to Let Your Voice Be Heard

90% of XBE's fail to secure long-term corporate contracts through supply chain. Corporations believe doing business with small, minority, women, veteran owned businesses as to risky. They believe that these XBE's do not know the corporation's business. They additionally believe that most cannot handle the business. Many have long standing track records contracting with XBE's only to discover the XBE's over sold their capabilities and ultimately failed to perform. All of the above serve to minimize the opportunities available to XBE's. Many XBE's believe that corporations are not serious about doing business with them and continually tell them that they are "too small" or "not ready" as an excuse. The result is that both corporations and XBE's spend time talking past one another and not focusing on solving the problem of how to increase xBE participation into the \$37 Trillion dollar Fortune 500 goods and services market.

#### The Solution

Minimize the perceived risk presented by XBE's seeking opportunities greater than their perceived capacity. This includes crystallizing the value XBE's bring to the corporate supply chain, transition the XBE from selling products to offering solutions and enhancing the XBE's capacity to address the needs of today's and tomorrow's supply chain requirements.

#### The Business Partner blueprint Difference:

Dobbins International, Inc's Business Partner blueprint is recognized as the #1 provider of corporate contracts preparation for XBE's. Business Partner blueprint is a series of workshops and are globally recognized for providing XBE's with the knowledge and skills necessary to successfully compete against their larger competitors. All things being equal corporations will choose the larger competitor for the perceived risk minimization. Business Partner blueprint mitigates this risk differential with XBE's larger competitors. XBE's can now confidently compete understanding the true contracting requirements. This results in landing contracts 2-200 and supports legacy business building for XBE owner's to serve a bigger purpose and make a greater contribution to their communities and passion projects.

#### Business Partner blueprint Workshops ([Business Partner blueprint](#))

Course	About	Discover	Outcome
<b>Getting Started with Corporate Contracts</b>	Understanding the minimum requirements to consider the corporate contracts market	Discover the minimum requirements to consider this market	Confirm that this is a good market for your business and that you have what you need to get started.
<b>Navigate/Negotiate the Opportunity</b>	Knowing where in a large company to look for your opportunity.	Identifying different supply chains within a big company and the purchase decision drivers for each.	Have more clarity about knowing precisely where and how to gain your advantage in this market.
<b>Corporate Contracts 101</b>	Knowing how to effectively land your first and 101 <sup>st</sup> contract.	Specific techniques to enter or get unstuck in the corporate supply chain market	Sound information on the steps to success in landing a corporate contract. Key insight into corporate culture, requirements and desires and you use this to successfully grow your business.
<b>Landing Corporate Contracts blueprint</b>	Building a profitable scalable business that will be taken serious by corporate customers.	Where to position your business for maximum profitability in corporate supply chains. How to ensure that your business operates the way a big customer desires.	Confidence in the blueprint you need to successfully build a scalable business that can succeed in the corporate contracts market.
<b>Solution Partner blueprint</b>	Solution Partner blueprint is about your ability to find great business partners that can support your ability to deliver lasting solutions to the corporate supply chain.	How to use partners and strategic relationships to build out solutions big customers need in less time and with lower investment.	Build viable solutions in less time and at lower cost while avoiding the 90% failure rate of partnerships.
<b>Customer Partner blueprint</b>	Developing the skills and understanding required for long term success in big corporate supply chains.	How to navigate complex organizations and position your company to drive value and continues improvement.	Greater awareness and ability to advance your business within the corporate supply chain. Avoid the fear, frustration and rejection from not know how this market segment works.
<b>Business Partner blueprint Masterclass</b>	Is the discounted bundle that includes Landing Corporate Contracts, Solution Partner & Customer Partner blueprints	The end-to-end requirement to build a legacy business that will thrive in the corporate supply	Confidence that you have an operating plan, a value adding solution and an effective customer