



# SUPPLIER IDOL

## ARE YOU THE NEXT WINNER?

Supplier Idol is an innovative mentoring approach used to provide candid feedback to MBEs on their presentation skills. Pitch your company to the experts. Win rounds 1 and 2 to get the opportunity to pitch to corporate chief procurement officers and senior executives from HMSDC's board of directors.





# SUPPLIER IDOL

**PITCH YOUR COMPANY TO  
THE EXPERTS!**

Supplier Idol sessions are designed to assist MBEs with perfecting their business pitch to key decision-makers. MBEs conduct 10-minute presentations to a panel of corporate representatives who provide candid advice, mentoring and feedback on their sales presentation, marketing material, email and phone etiquette.





## **WRITTEN SKILLS**

The supplier writes an email to a potential client as if they've never previously interacted.



## **VERBAL SKILLS**

The supplier records a follow up phone call to the potential client.



## **PRESENTATION SKILLS**

The supplier delivers a presentation face-to-face or by video conference to the potential client, our Supplier Idol evaluators.

**CONTESTANTS WILL BE JUDGED ON  
THESE COMMUNICATION ELEMENTS**



The MBE registers at [www.hmsdc.org](http://www.hmsdc.org)



The MBE prepares the presentation



The MBE sends the e-mail to HMSDC



The MBE records the follow-up phone call and send it to HMSDC



The MBE sends slides for presentation and any other material they would like to share (*optional*)



The MBE presents before the judges

# HOW SUPPLIER IDOL WORKS

## STEPS IN THE COMPETITION – **FIRST STAGE**

PITCH BEFORE SUPPLIER DIVERSITY REPRESENTATIVES

*A winner is selected from the 5 presenting companies each month.*

COMPETITORS

MONTHLY  
WINNER



## STEPS IN THE COMPETITION – **SECOND STAGE**

PITCH BEFORE PURCHASING/CATEGORY MANAGERS

*The winner from each month of the previous quarter will compete and a Quarterly winner will be selected.*

MONTHLY WINNERS



January



February



March



QUARTERLY  
WINNER



January

S E M I F I N A L S

## STEPS IN THE COMPETITION – **THIRD STAGE**

PITCH BEFORE HMSDC BOARD OF DIRECTORS

*Quarterly winners from Q1-Q3 present and the winner is selected by the HMSDC Board of Directors in Q4.*



# SUPPLIER IDOL – WINNER TESTIMONIAL



As the Supplier Idol winner, I selected MD Anderson as the company with which I wanted to connect. The call with the MD Anderson team exceeded my expectations! I received great advice and guidance concerning the solicitation process. Barbara Howard is doing a fantastic job of helping with the HUB focus. I have a greater understanding of where I can fit in a subcontracting plan or as a standalone HUB. Thanks so much HMSDC for putting us together. Calvin Wright on HMSDCs Board of Directors is truly an asset to HMSDC and has definitely helped this MBE!