

# Supplier Idol

An innovative mentoring approach used to provide candid feedback to MBEs on their presentation skills.



**Houston**  
Minority Supplier  
Development Council



# Program Overview

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.

**Are you the next winner?**



# How It Works

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** - Participant writes an e-mail to a potential client. *(Like they have previously never interacted)*



**Verbal Skills** - Participant records a follow up phone call to the potential client.



**Presentation Skills** - Participant delivers a presentation face-to-face or through video conference to the potential client. *(Supplier Idol Judges)*



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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

# Process Overview



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# Steps In The Competition – **FIRST STEP**

## PITCH BEFORE SUPPLIER DIVERSITY REPRESENTATIVES

COMPETITORS

MONTHLY  
WINNER



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

# Steps In The Competition – **SECOND STAGE**

## PITCH BEFORE PURCHASING/CATEGORY MANAGERS

MONTHLY WINNERS

QUARTERLY  
WINNER



January



February



March



January

S E M I F I N A L S

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

# Steps In The Competition – **SECOND STAGE**

## PITCH BEFORE HMSDC BOARD OF DIRECTORS

QUARTERLY WINNERS



Q3 WINNER



Q2 WINNER



Q1 WINNER



SUPPLIER IDOL WINNER!



### 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 helped this MBE!*

**Kathy Hall – CEO  
ATIME4MARKETING**

**F I N A L S**

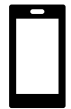
Quarterly winners from Q1-Q3 present and the winner is selected by the HMSDC Board of Directors in Q4.

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## For More Information



Houston MSDC



713-271-7805



MBEDevelopment@HMSDC.org



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