



Buyers List

DO NOT CONTACT BUYERS PRIOR TO THE EXPO.

Corporations have requested that you wait until the Expo to contact buyers. If we receive complaints, this will jeopardize your matchmaking session.

RULE: To ensure that the matchmaking sessions are efficient and effective for both buyers and suppliers, you will only be matched if you meet the specific requirements provided by each corporation. Because our Buyers have diligently worked to provide opportunities that will be available in the next 6-18 months, they have requested to meet only with those MBEs who meet their needs and requirements.

INSTRUCTIONS

To request a match, 1. [Register](#) for the Expo; and 2. Email matchmaking@ncmsdc.org with the following information *in the body of your email*: your top 3 buyer choices w/the associated top 3 buyer commodities (include only buyer numeral with **commodity letter**, e.g. 1B or Buyer 1, Commodity B), your name, title, company, email, phone number, and your [industry category](#)); 3. To retrieve your matchmaking session, visit the Registration Table before 9:30am on the day of the Expo. If you do not pick up your appointment, you will automatically forfeit your slot.

[Click here for an example matchmaking request email](#)

Deadline for matchmaking requests: 5:00pm on Tuesday, July 21

QUESTIONS?

Call 510.686.2555 or email expo@ncmsdc.org. Note: questions sent to matchmaking@ncmsdc.org will not be answered

Buyers with Live Contracting Opportunities to Close in the Next 60-80 Days

(These companies are Top Tier MBEs who have asked to remain anonymous)

*****If you do not follow the instructions above, you risk disqualification*****



BUYER #1

Buyer #1 provides IT Consulting and Staffing solutions to Fortune 2000 companies and key startup companies across North America

Commodity A: Marketing/Promotional Materials—looking for a vendor to supply them with customized promotional items to support their sales team. They need seasonal promotional items or items based on certain themes, e.g. company events.

Commodity B: Recruiting Opportunity—looking for vendor support in recruiting in the following 5 areas: HTML, Javascript, CSS developer; UI Design, Interactive design engineers, web design; Java, J2EE technology experts; C++ developers – Application developers; and Unix, Linux Sys Admin

BUYER #2

Buyer #2 provides IT solutions, transportation of heavyweight freight, both truck and air, and 3PL.

Commodity A: Travel Agency

Commodity B: Office Supplies

Commodity C: General Liability Insurance

Commodity D: Janitorial Services

BUYER #3

Buyer #3 provides supply chain management, reverse supply chain management, fulfillment & distribution services, and integration/contract manufacturing.

Commodity A: Janitorial Services

Commodity B: Office Supplies

Commodity C: Temporary Help Services

Commodity D: Wood Container and Pallet Manufacturing

BUYER #4

Buyer #4 is a midsize IT solutions firm that services Fortune 500 companies.

Commodity A: Sub-contracting/partner opportunities— looking for companies with on-staff local hardware deployment engineering talent around Cisco, HP, EMC, NetApps, and Sun Technologies throughout California to partner with on possible future engagements.

Special Matchmaking Loans Session

If you do not follow the instructions above, you risk disqualification



LENDER/ADVISOR #5: One California Bank

One California Bank is a Small Business Lender. They offer the Small Business Administration (SBA) package of financing options as an important part of their loan program.

Loan Meeting A: Meet with the Senior Vice President & SBA Division Manager of One California Bank to discuss SBA Loans, your eligibility, the application process, & more.

Corporate Buyers

*****If you do not follow the instructions above, you risk disqualification*****

BUYER #6: Abbott Laboratories

Commodity A: Gas Leak repair

Commodity B: T&D civil construction

Commodity C: Patch paving

Commodity D: Backfill

Commodity E: Electric Substation construction and engineering

Commodity F: Raw Materials

BUYER #7: AT&T

Commodity A: Cable, batteries for Uverse cabinets, transport & installation of batteries

Commodity B: Fulfillment, call center vendor, phone manufacturing, digital circuit equipment for DSL modems

Commodity C: Data: LAN/WAN, software development, systems integrations, staff augmentations, project management, VOIP and Video

Commodity D: Collection agencies

Commodity E: IT Project management

Commodity F: IT leasing/finance

Commodity G: Desktop/monitor/peripheral value added services

Commodity H: Court reporters, transcription services, legal video services

Commodity I: Leased messaging equip., call center suppliers w/ offshore capabilities; national fulfillment programs

Commodity J: Wire distribution

Commodity K: Outside plant construction & engineering, distribution type services

Commodity L: Signage manufacturing & distribution

Commodity M: Landscaping & janitorial services

Commodity N: National transportation truck forwarders

Commodity O: Distance learning providers



BUYER #8: Brocade Communications

- Commodity A:** Audio Visual Equipment
- Commodity B:** Construction services and contracts
- Commodity C:** Generators, including uninterrupted power supplies
- Commodity D:** Hazardous waste removal and disposal
- Commodity E:** Heating and air conditioning equipment and maintenance
- Commodity F:** Lighting supplies
- Commodity G:** Mailing and shipping services
- Commodity H:** Moving services
- Commodity I:** Parking services (new campus-equipment, services and supplies)
- Commodity J:** Safety equipment and supplies
- Commodity K:** Security equipment, service and supplies
- Commodity L:** Signage
- Commodity M:** Copiers, Multi Function and Printers, to include Supplies and Maintenance
- Commodity N:** Fiber and copper data cables
- Commodity O:** Financial consulting services-tax, audit, mergers and acquisitions
- Commodity P:** IT consulting applications - Oracle, Agile, Hyperion, Sabrix, Salesforce.com, Interwoven, Java
- Commodity Q:** IT consulting positions - developers, project managers, business systems analysts
- Commodity R:** Network test equipment suppliers/resellers
- Commodity S:** Stationery and business cards
- Commodity T:** Tape media

BUYER #9: California Public Utilities Commission (CPUC)

- Commodity A:** Boxes, packaging, shipping supplies
- Commodity B:** Copy machines, fax machines, erg, copier/printer repair
- Commodity C:** Environmental
- Commodity D:** Energy, Energy Efficiency, Solar
- Commodity E:** Deaf and Disabled Telephone, specialized telecommunications equipment for deaf and disabled
- Commodity F:** Auditing
- Commodity G:** Marketing/PR
- Commodity H:** Legal
- Commodity I:** Training Program Services
- Commodity J:** Translator and ASL Services
- Commodity K:** Headsets
- Commodity L:** First aid kits
- Commodity M:** Printer cartridges
- Commodity N:** Rubber stamps
- Commodity O:** Signage
- Commodity P:** Office supplies



- Commodity Q:** Garage cleaning
- Commodity R:** Locksmith
- Commodity S:** Modular furniture
- Commodity T:** Movers of office equipment
- Commodity U:** Recyclers
- Commodity V:** Printing and finishing services
- Commodity W:** Shredding services
- Commodity X:** Uniform rental

BUYER #10: Chevron

- Commodity A:** Building Engineering, Architectural and Engineering Services
- Commodity B:** Environmental Waste Management, Waste Handling and Disposal
- Commodity C:** Environmental consulting services
- Commodity D:** Fire Life Safety Systems
- Commodity E:** Diving Services
- Commodity F:** Biofuels feedstock
- Commodity G:** Cathodic Protection
- Commodity H:** Maintenance Repair Operations (MRO) items

BUYER #11: Cisco Systems

- Commodity A:** Cisco SMB WebStore Project
- Commodity B:** HR Unemployment and VOE Services
- Commodity C:** Demo Loan Program
- Commodity D:** Cisco Commerce Workspace II
- Commodity E:** Cisco Light Fulfillment
- Commodity F:** Cisco Commerce Workspace
- Commodity G:** Litigation support services
- Commodity H:** Engineering SW Development and QA Services
- Commodity I:** Integrated Commerce Workspace - Release 3.0
- Commodity J:** Carrollton, TX DRT DC Structured Cable RFP
- Commodity K:** Marketing Automation and CRM Tool
- Commodity L:** VMware Custom Virtualization Consulting
- Commodity M:** SPVTG - Electrolytic Capacitor
- Commodity N:** Certification ASP
- Commodity O:** SPVTG - Filters, Transformers and Power Inductors RFP and OLN
- Commodity P:** SPVTG - 2009 PwrDvdr-Spltr RFP
- Commodity Q:** Low Voltage Cabling Materials RFP - Global
- Commodity R:** US and Canada Staffing Vendors (On site services)
- Commodity S:** Creative Services RFP-OLN
- Commodity T:** Long-Term Care Insurance Provider
- Commodity U:** Disability Management



- Commodity V:** Annual Report Print Costs
- Commodity W:** Web Services RFP-OLN
- Commodity X:** ATT Cisco Sales Center
- Commodity Y:** Earthwork
- Commodity Z:** Underground Utilities
- Commodity A1:** General Contractor RFI
- Commodity B2:** SJC03-2 DCBU Lab Upgrade
- Commodity C3:** Brentwood, TN FSO Relocation
- Commodity D4:** Global Ergonomics Support
- Commodity E5:** SJCD - Data Center UPS- bypass switch and Fire Alarm Panel (Master Project)
- Commodity F6:** Texas DC - GC RFP
- Commodity G7:** Business Architecture
- Commodity H8:** GC RFP - SJCD (Data Center UPS- bypass switch and Fire Alarm Panel)
- Commodity I9:** Proactive Asset Recovery Engagement
- Commodity J10:** Telepresence deployment - Advanced Services
- Commodity K11:** Ergonomic Product Info for US and Canada for NON STANDARD EQUIPMENT
- Commodity L12:** SWIFT software for GDCL (Treasury Group)
- Commodity M13:** Enterprise Reservation System

BUYER #12: EBMUD

- Commodity A:** Construction type firms
- Commodity B:** Diving Companies
- Commodity C:** Water Pipe Suppliers
- Commodity D:** Water Chemical Suppliers
- Commodity E:** Engineering Consultants

BUYER #13: McKesson Corporation

- Commodity A:** Asset Management
- Commodity B:** Cold Chain Management
- Commodity C:** Legal Professional Services
- Commodity D:** Medical Supplies (Manufacturer)
- Commodity E:** Pharmaceuticals
- Commodity F:** Staffing - Contingency Staffing
- Commodity G:** Value Added Reseller - Computer Peripherals

BUYER #14: PG&E

- Commodity A:** Gas Leak repair
- Commodity B:** T&D civil construction
- Commodity C:** Patch paving
- Commodity D:** Backfill
- Commodity E:** Electric Substation construction and engineering
- Commodity F:** Raw Materials



Commodity G: IT related companies

Commodity H: Staff augmentation

Commodity I: Marketing

BUYER #15: Robert Half International

Commodity A: Copying/Print Service Suppliers

Commodity B: Moving Companies

Commodity C: Subscription Management

Commodity D: Equipment Maintenance/Repair Service Suppliers (National – for copiers/printers)

Commodity E: IT Consulting

Commodity F: IT Hardware

Commodity G: Travel & Events

Commodity H: Destination & Incentive

Commodity I: Construction suppliers (note: not actively seeking)

Commodity J: Translation suppliers (note: not actively seeking)

Commodity K: Furniture suppliers (note: not actively seeking)

BUYER #16: US Bank

Specific trades for US Bank western region

Commodity A (For Tier 1 MBEs only— annual sales <\$1M): roofers, concrete/asphalt replacement, carpet/flooring installers, window coverings, possibly architect and structural engineer

Commodity B (For Tier 2 MBEs only— annual sales between \$1M-10M): electricians, plumbers, painters, locksmiths, HVAC; note: Tier 2 MBEs will be meeting with US Bank's Regional Viox Rep

BUYER #17: Virgin America

Commodity A: Event Management

Commodity B: Fire protection & safety equipment

Commodity C: Fleet Services

Commodity D: Food & beverage

Commodity E: Forms & Stationary

Commodity F: Green contractors, Green material suppliers

Commodity G: Hazardous waste disposal & transportation, Hazardous Waste Removal, Confidential waste disposal

Commodity H: HR benefits, HR compensation, HR outplacement, HR recruiting

Commodity I: Marketing & Communication Materials, Marketing research, Collateral design

Commodity J: Materials

Commodity K: Office supplies

Commodity L: Packaging Materials

Commodity M: Public Relations

Commodity N: Software

Commodity O: Video Production



Buyer Meet & Greet Sessions

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BUYER #18: Apple

Apple does not have opportunities available for the next 6-18 months. However, Apple will be hosting Value Add Meet & Greet sessions where Apple buyers will describe what they're looking for in a supplier and gauge your potential compatibility by listening to your pitch.

Commodity A: Contingent Labor

Commodity B: Recruiting Services

Commodity C: Learning and Development

Commodity D: Employee Services

Commodity E: Health and wellness programs

Commodity F: Management Consulting

Commodity G: Vending Machines

Commodity H: Localizations

Commodity I: Janitorial

Commodity J: Landscaping

Commodity K: Moves, Installation, Warehousing

Commodity L: Enterprise Applications: CRM's & ERP's

Commodity M: Engineering Services

Commodity N: Networking/Telecom Services

BUYER #19: NetApp

NetApp will be conducting Value Add Meet & Greet sessions where NetApp sourcing managers will describe what they're looking for in a supplier and gauge your potential compatibility by listening to your pitch. NetApp is always looking for potential suppliers to support its future growth.

Commodity A: Unspecified