



PERFORMANCE FIRST



A Minority-Owned Business Supplier Best Practices Training Program

What Is PERFORMANCE FIRST?

PERFORMANCE FIRST is an exciting new program designed to help corporations from our region's leading industry clusters improve their procurement and purchasing systems with regard to minority-owned businesses.

Program Benefits

✚ Access to www.Performance1st.org, an Online Best Practices Toolkit and Implementation Guide

A dynamic and accessible way to evaluate and incorporate minority-owned business supplier best practices into your organization, with three parts:

- 1) **A business case for minority-owned business supplier efforts**, including how such efforts can help lower costs, increase quality and increase connection with customers
- 2) **A self-assessment tool** for you to measure the effectiveness of your existing minority-owned business procurement and purchasing processes
- 3) **A step-by-step “how to” implementation guide** for creating and maintaining effective minority-owned business procurement and purchasing processes

✚ Ten Hours a Month of Individualized Consulting Services

Experienced business consultants will work with you directly on an individual basis – attending meetings, writing policies, presenting to employees and identifying the best practices specific to your company and industry.

✚ Monthly Peer Learning Workshops

Monthly sessions with local business leaders that are successfully utilizing minority-owned business supplier best practices.

✚ Access to Northwest Minority Supplier Development Council and University of Washington Business and Economic Development Center Resources

Including a complimentary table at the UW Minority Business of the Year Awards.

Registration

The cost to participate in the PERFORMANCE FIRST minority-owned business supplier best practices program is a one-time fee of \$6,000.