Hello. Let’s begin (or continue) the collaborative Triad journey...

The BDR Triad
Strategic Outcomes Map:

A theory of change for scaling MWBEs & Diverse-owned businesses and achieving corporate supplier diversity goals

5. Iteration
— 4. Execution
— 3. Evaluation
— 2. Identification
— 1. Preparation

1. Preparation:
Building trust and communications structure, understanding tools, finding areas of collaboration

2. Identification:
Generating specific opportunities, ensuring the state of readiness

3. Evaluation:
Structuring the Win-Win

4. Execution:
Monitoring success, generating case studies, scaling the model through increased trust and communication

5. Iteration:
Optimizing and standardizing data and existing tools, sharing best practices, continuing alignment of business models for all stakeholders

3 Things to Remember:
THE TRIAD INITIATIVE
CAPITAL CONNECTOR FOR GROWTH

Corporate Perspective:
SCD Model*

- SCALE: Expand an existing MWBE/Diverse-owned business by acquiring more capacity (organic, growth and growth through acquisition) or identifying new firms in sectors with supplier opportunity
- CONVERT: Convert a non-MWBE/Diverse-owned business to an MWBE/Diverse-owned business (concern with minority/diverse talent and minority/diverse business capital (growth through acquisitions, Pat and partnerships)
- DIVEST: Sell an existing asset that is being sold to the corporation to become an MWBE/Diverse business concern

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Entrepreneur Perspective:
GREAT Model*

- Grow: Developing the company’s core business in order to meet increased demand and maximize potential
- Refinance: Leverage a strong track record to obtain more favorable or flexible financing terms
- Expand: Increasing the company’s reach, leveraging assets to enter into new product lines or geographic markets
- Acquire: Pursuing an acquisition to generate synergies, economies of scale, or otherwise maximize value creation
- Transition: Passing the business to the next generation or a new management team, creating liquidity for founders and/or ensuring MWBE/Diverse ownership

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JOIN THE MAJORITY OF BDR MEMBERS
participating in the Triad Initiative

Access resources and connectivity to help you increase and strengthen your supplier diversity goals

Connect with us today at: www.billiondollarroundtable.org/Triad