

International Partners



MSD China



National Minority Supplier Development Council

1040 Avenue of the Americas, Second Floor
New York, New York 10018
Telephone: 212-944-2430
Fax: 212-719-9611
Website: www.nmsdc.org
Email: eric.vicioso@nmsdc.org

NMSDC



Global-Link

Global-Link is the international program of the National Minority Supplier Development Council (NMSDC). The program is designed to foster the concept of minority supplier development and the creation of programs and organizations to support this practice on a global scale.

Global-Link

Forging Global Minority Supplier
Development Links

While the concept of globalization has meant different things to different people, at the National Minority Supplier Development Council, globalization translates into an opportunity for its corporate members to create and tap into a worldwide network of suppliers from traditionally excluded ethnic and racial groups.



In this inter-dependent and increasingly competitive global economy, corporations are seeking suppliers that can reflect the diversity of the countries where they operate, and that can allow them to increase their participation in these new and growing markets. This is the case in the U.S. domestic market, and it is increasingly the case in many other countries where dramatic demographic changes are taking place.

In response to this need, and with initial funding from United Technologies Corporation, NMSDC established the *Global-Link* international program to provide its corporate members with the ability to access excluded ethnic suppliers for integration into their global supply chain. The *Global-Link* also represents NMSDC's effort to expand the economic participation of minorities in the global economy. Many of the U.S. trading partners in the developed world, as well as some of the fast developing countries, have large populations of people of color, Third World immigrants and indigenous people who are marginalized from the economic mainstream.

Program's Thrust and Focus

The thrust and focus of this program is concentrated in creating and fortifying non-governmental organizations (NGOs) in countries with the highest potential for success in implementing ethnic minority supplier development initiatives. More specifically, *Global-Link* engages in:

- Assessing viability of program implementation in host countries;
- Identifying and cultivating useful contacts and potential partners;
- Providing partners with start-up support services and technical assistance;
- Extending hands-on training and internship opportunities on the operation of a traditionally excluded supplier development programs.

Opportunities for MBEs

As *Global-Link* unfolds a worldwide network of organizations to champion the cause of historically excluded suppliers, minority business enterprises (MBEs) in the United States are empowered with a unique opportunity to grow and profit by:

- Creating and/or expanding participation in international tenders and bidding;
- Locating foreign counterparts with commercial interest and potential;
- Creating global partnerships and strategic alliances with other minority suppliers;
- Positioning products and services in a global market setting; and
- Identifying co-investment opportunities.

Current Engagements

Global-Link has assisted in the launching and continuous development of international affiliate organizations and programs in São Paulo, Brazil; Toronto, Canada; the East Midlands, United Kingdom, and in the People's Republic of China.

In Brazil, *Global-Link* launched the *Centro de Integração de Negócios (INTEGRARE)* providing business linkages between corporate Brazil and certified diversity suppliers that are either Afro-Brazilians, Amerindians or individuals with physical disabilities.

In Canada, *Global-Link* established the *Canadian Aboriginal and Minority Supplier Council (CAMSC)*, an organization that provides corporate buyers with access to suppliers belonging to Canadian Aboriginals and visible minorities.

In the United Kingdom, *Global-Link* was responsible for the creation of Minority Supplier Development United Kingdom (MSDUK) after two years of testing the British market for interest in minority supplier development. The organization also enjoys a good working relationship with government agencies, particularly the East Midland Development Agency.

In the People's Republic of China *Global-Link* a minority supplier development pilot program is currently operating under the name of MSD China and in partnership with the Association of Advanced Knowledge Promotion in Ethnic Regions (AKPRO).

In addition, *Global-Link* is also pursuing opportunities in Australia and South Africa to replicate the NMSDC model in collaboration with corporate members.