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U.S. Small Business  
Administration

# SD/VOBs - Pivoting to the Private Sector for Procurement Opportunities

September 28, 2021, 11:00 to 12:00 PM EDT

To register for this Free Webinar, click the link below:

<https://franchisesource.zoom.us/meeting/register/tJMtdeyhrzsjG9Xn4pJKkCCgh5NdG9fa61q5>

An introduction to the brave new universe of private/commercial sector supplier diversity opportunities for SD/VOBs. This webinar will provide an overview of the **estimated \$80 billion of annual procurement opportunities available to SD/VOBs with the Fortune 5,000 corporations.**

This will include information about the private/commercial sectors supplier diversity programs and the many different product and service categories that the Fortune 5,000 corporations are purchasing from diverse suppliers.

Additionally, we will discuss the private sector certification required to take advantage of these opportunities.



**Mr. Paul F. Mara (Army Veteran) & Mr. Ken Erdelt (Air Force Veteran)**  
**Advicoach & Diverse Supplier Development Corporation**

Diverse Owned Business Advisor & Coach & Corporate & SD/VOB Outreach Consultant for the 3<sup>rd</sup> party non-profit certifying body for private sector procurement opportunities; the **National Veteran Business Development Council (NVBDC)**.

**Mr. Mara has 35+ years as a serial small business entrepreneur** and has spent the **last 6.5 years with the mission of educating and empowering SD/VOBs** to bring them together with the Fortune 5,000 corporations for private sector supplier diversity procurement opportunities.

**Mr. Erdelt** – has a **35-year corporate career** includes senior roles with EDS, E&Y, Perot Systems and most recently with DentaQuest. His responsibilities have included managing multi-million-dollar IT and Business Process outsourcing, consulting, and internal roles.

## REGISTRATION REQUIRED

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