



Greater New England Minority Supplier Development Council, Inc.

(GNEMSDC)

➤ Fred McKinney, Ph.D.
President and CEO

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To Whom It May Concern:

In keeping with the Greater New England Minority Supplier Development Council's (GNEMSDC) mission to assist our corporate members meet and exceed their Diversity Program initiatives, we would like to introduce and acknowledge the results achieved by Guidant Group, Inc. (a corporate Member of the GNEMSDC) in establishing Diversity solutions within its Connecticut corporate clients as well as on a national basis. Guidant Group has routinely exemplified a commitment to provide opportunities for MBE/WBE businesses and has consistently increased Diversity spend in excess of 30 percent with most of their clients.

Guidant Group and the GNEMSDC have enjoyed a mutually beneficial relationship over the last five years and we strongly endorse and encourage all companies to conduct an initial investigation to determine if Guidant Group's business and Diversity value propositions are right for you. Some more details regarding Guidant Group are as follows:

- Guidant Group is a management and consulting company that specializes in developing comprehensive, integrated talent acquisition and vendor-neutral managed service provider (MSP) programs for its clients;
- Their structured Management Services Program (MSP), allows small MBE/WBE suppliers of contingent workers to compete on a level playing field with larger regional and national companies and rewards their operational efficiencies with increased placements, revenue and profits;
- In 2008, Guidant Group channeled over \$291 Million in revenues to MBE/WBE companies. This represents 47% of Guidant Group's total services spend under management on a national basis;
- Guidant Group has actively mentored, assisted and facilitated the success of over 250 MBE/WBE organizations in the last seven years and actively seeks to enroll new Diversity suppliers based on their desires to partner, perform, and focus on quality; and
- Guidant Group's MSP programs provide timely, auditable and accurate Diversity spend reporting and visibility to their corporate clients, supplier partners and the GNEMSDC.

The GNEMSDC strongly applauds and endorses Guidant Group's commitment to mentor, facilitate and support the growth and success of MBE/WBE organizations. We view Guidant Group as an excellent opportunity for corporations to utilize their experience in building a Diversity management initiative that also provides additional business benefits for a commodity that stretches across the entire enterprise. Again, we encourage you to conduct initial discussions with Guidant Group to determine how their services can provide a true Win/Win/Win/Win situation for all parties involved in these important Diversity initiatives.

Sincerely,



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