

IDOA DSD 16TH ANNUAL BUSINESS CONFERENCE AND B2BOLD EXPO

"ENERGIZING AND EMPOWERING YOU  BUSINESS"



FRIDAY OCTOBER 11, 2024

8:00 A.M. - 2:00 P.M. EST

**INDIANA GOVERNMENT CENTER SOUTH
CONFERENCE CENTER
302 W. WASHINGTON STREET,
INDIANAPOLIS, IN 46204**



Division of
Supplier Diversity

Indiana Department of Administration

FROM THE DEPUTY COMMISSIONER



KESHA RICH
IDOA DSD DEPUTY COMMISSIONER

THANK YOU FOR JOINING US AT THE 16TH ANNUAL DIVISION OF SUPPLIER DIVERSITY BUSINESS CONFERENCE AND B2BOLD EXPO, ENERGIZING AND EMPOWERING YOU IN BUSINESS. THROUGHOUT THE YEAR, OUR DIVISION PLANS AND PARTICIPATES IN SEVERAL EDUCATIONAL PROGRAMS AND WORKSHOPS THAT ARE SPECIFICALLY DESIGNED FOR THE DEVELOPMENT OF DIVERSE BUSINESS OWNERS AND THEIR COMPANIES.

THIS YEAR'S THEME - ENERGIZING AND EMPOWERING YOU IN BUSINESS - FOCUSES ON RESOURCES, TIPS, AND TECHNIQUES THAT CAN HELP YOUR ORGANIZATION FEEL READY TO TAKE THE NEXT STEP IN ENHANCING YOUR BUSINESS EFFORTS. THE B2BOLD EXPO GIVES OUR EXISTING AND POTENTIAL CERTIFIED BUSINESSES, COMMUNITY PARTNERS, CORPORATE LEADERS, AND SUPPLIER DIVERSITY ADVOCATES AN EXCEPTIONAL OPPORTUNITY TO CONNECT WITH EACH OTHER. A SPECIAL THANK YOU TO IDOA CONFERENCE CENTER, ACCOUNTING, AND FLEET SERVICES FOR ALL THE HELP AND DEDICATION TO HELPING OUR DIVISION TO PUT THIS EVENT TOGETHER.

WE APPRECIATE THE TIME YOU HAVE TAKEN TO PARTICIPATE IN TODAY'S B2BOLD EXPO. WE HOPE YOU USE THIS AN OPPORTUNITY TO NETWORK, SUCCEED, AND FEEL EMPOWERED!

KIND REGARDS,
IDOA DIVISION OF SUPPLIER DIVERSITY

CONFERENCE AGENDA

Registration & Continental Breakfast

Indiana Government Center South,
Conference Center Rooms 1 & 2

8:00 a.m. - 9:00 a.m.

Opening Ceremony

Auditorium

9:00 a.m. - 10:00 a.m.

Welcome Remarks

- Kesha Rich, Deputy Commissioner, Indiana Department of Administration, Division of Supplier Diversity
- Dr. Rebecca Holwerda, Commissioner, Indiana Department of Administration
- Gregory Wilson, Chairman, Governor's Commission on Supplier Diversity and Executive Director, Indiana Civil Rights Commission

Presentation of Awards

Ralph W. Adams, Jr., Supplier Diversity Trailblazer Award

- **Recipient:** Marcus Richardson - Finally Pest Control

Cassandra Wilson Ignite Award

- **Recipient:** Rupal Thanawala - Trident Systems LLC

Recognition of Spotlight Vendors

Closing Remarks:

- Graham Bryant, Director of Business Development and Outreach, Indiana Department of Administration, Division of Supplier Diversity
-

Professional Headshots

Studio

10:00 a.m. - 1:00 p.m.

Energizing and Scaling Your Business Fireside Chat

Auditorium

10:00 a.m. - 11:00 a.m.

- **Emily Brammer:** Founder/President, Axon Advisors, LLC
- **Jonathan Warren:** CEO/Co-Founder, Market Square Popcorn Company LLC

Brand Perfect: Empowering Your Business Image

Conference Rm. 22

10:00 a.m. - 11:00 a.m.

- **Terri Dove-Pittman:** Chief Strategy Officer, The Gideon Group
 - **Terri Wada:** CEO/Co-Founder, CollaboXD
-

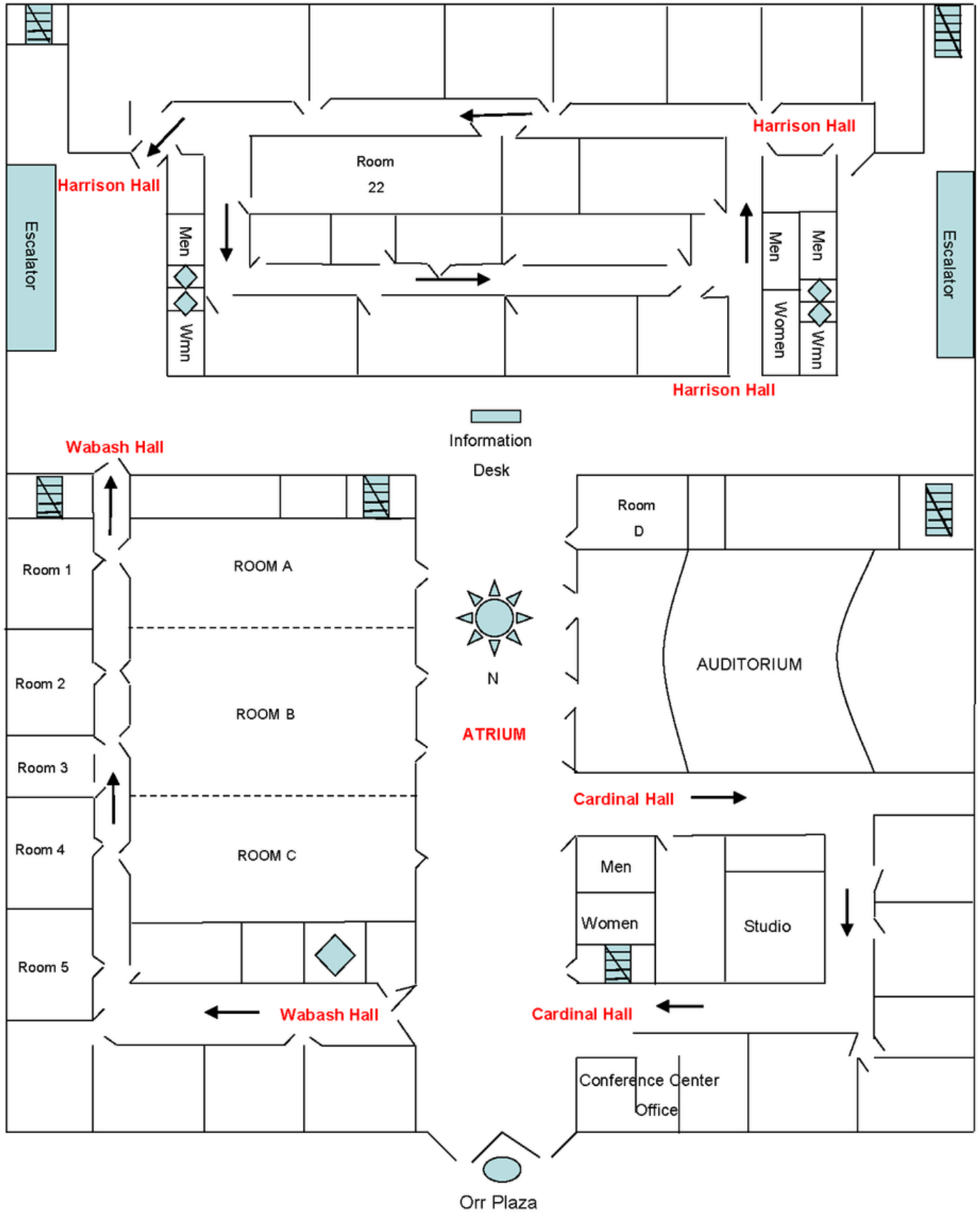
B2Bold Expo

Atrium & Conference Hall, Rms. A-D

11:00 a.m. - 2:00 p.m.

- Lunch will be served in Rooms 1 & 2 starting at 11:15 a.m.

CONFERENCE CENTER FLOOR PLAN



B2BOLD EXPO DIRECTORY

Partners/Vendors in the Atrium:

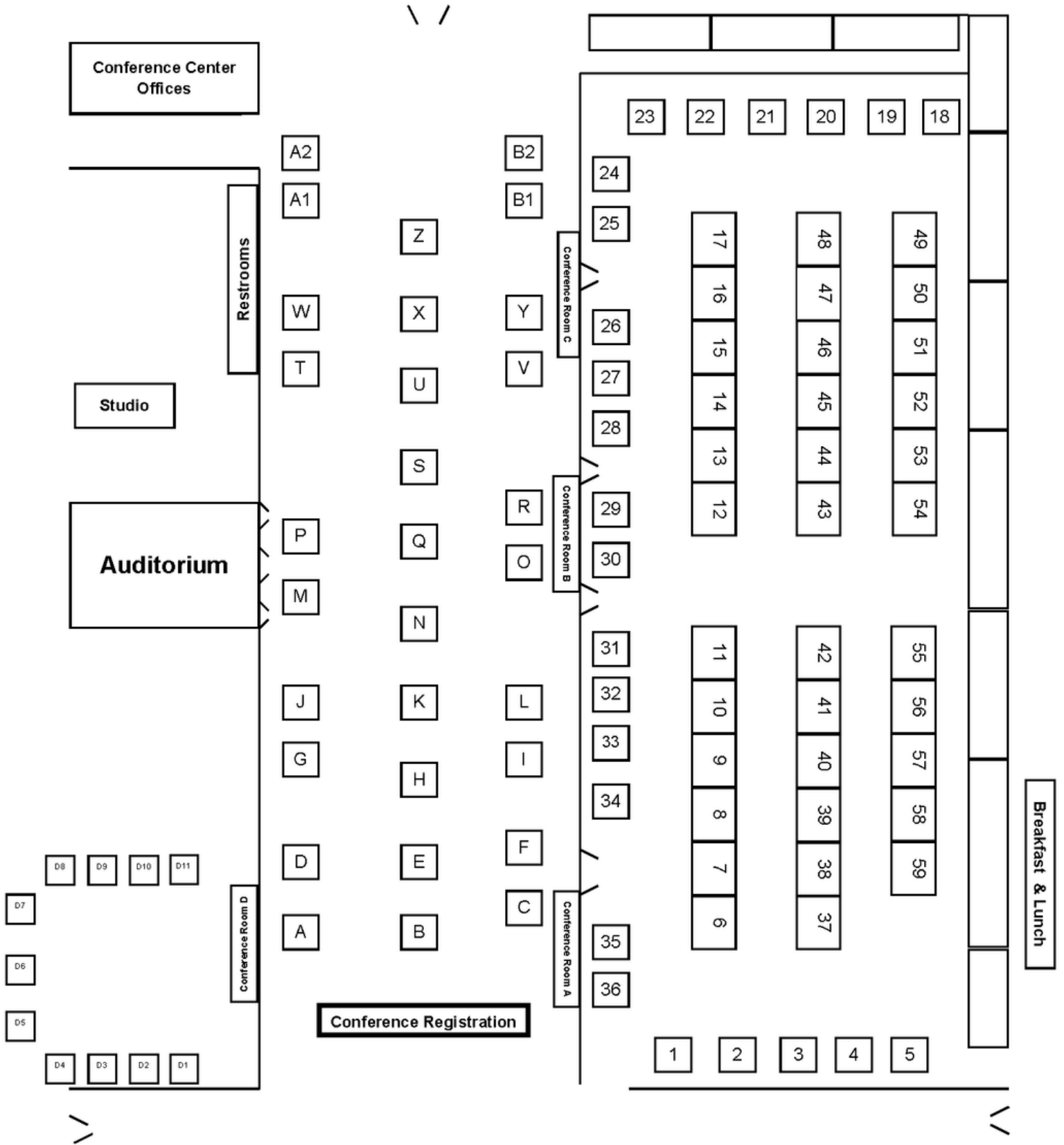
- A. Indiana Destination Development Corporation (IDDC)
- B. Monarch Strategies LLC
- C. Axon Advisors LLC
- D. Punkin's Pies
- E. Write Connections Strategy + Design
- F. Boss Lady Dance Company LLC
- G. Operation Hired
- H. Intrinz Inc
- I. Engaging Solutions, LLC
- J. Visions GPS Branding LLC
- K. WDI Architecture, Inc.
- L. Spanish For Entities
- M. Metric Environmental, LLC
- N. J Carmody Incorporated
- O. Oxifresh Carpet Cleaning
- P. PreciseTake Multimedia LLC
- Q. A Breath of Life LLC
- R. Athena Consultants, LLC
- S. Billionaires Brunch & Brands
- T. Naturspice Landscapes
- U. Rising Pursuit Services LLC
- V. Educational Innovation 360
- W. In.Site Art Consultants, Inc.
- X. Kinsey Christian Security LLC
- Y. Practical Products LLC
- Z. The Painted Pose
- A1. Holliday Collaborative Agency LLC
- A2. Deep End Talent Strategies, LLC
- B1. ETI Performance Improvement, Inc.
- B2. I Mean Business Laboratory

Partners & Vendors in Conference Rms. A-D:

1. Pepper Construction Co.
2. Smiling Cross, Inc.
3. Messer Construction Co.
4. Impact Specialties & Promotions, LLC
5. Market Square Popcorn Company LLC
6. Holiday World & Splashin' Safari
7. Radio One, Inc.
8. Office of Minority and Women Business Development (OMWBD) - City of Indianapolis
9. Indianapolis Airport Authority (IAA)
10. Small Business Administration (SBA)
11. Indiana Economic Development Corporation (IEDC)
12. Indiana APEX Accelerators
13. Community Health Network
14. The Indianapolis Public Library
15. IndyGo
16. Indiana Department of Natural Resources (DNR)
17. Indiana Department of Transportation (INDOT)
18. Natural Stone & Tile, Inc.
19. Training Center of Indianapolis

20. Royal Realty Group
21. Design the Sky, LLC
22. Rose of Sharon All Naturals
23. TheTreeLady
24. Keramida Environmental, Inc.
25. Meyer Najem Construction
26. Around The Clock Transportation Corporation
27. Bowen Engineering
28. Art Haus Balloon Company LLC
29. Mid-States Minority Supplier Development Council
30. Vincennes University
31. Ivy Tech Community College
32. University of Southern Indiana
33. Indiana University
34. Purdue University
35. Indiana State University
36. Ball State University
37. Four Winds Casino
38. Great Lakes Women's Business Council
39. Citizens Energy Group
40. Queen City Women in Business (QC-WIB)
41. Indy Chamber - Business Ownership Initiative (BOI)
42. National Association of Women Business Owners (NAWBO)
43. C. Garcia Associates
44. Foso Construction, LLC.
45. Clover LLC
46. RepuCare, Inc.
47. Electron Charger, LLC
48. Ashes to Go
49. Dluckettphotography
50. Clinton Investigations LLP Partnership
51. Nishida Services, Inc.
52. Black Onyx Management Inc.
53. Matchbook Creative, Inc.
54. GenTech Associates, Inc.
55. The Sweet Potato LLC
56. The Prosperous Gardens LLC
57. Delicate Delites Bake Shop LLC
58. Gip Got Tips BBQ
59. Cretia Cakes
- D1. Divine Realty (F.C. Tucker)
- D2. Elite Healthcare Admin Services
- D3. Loc Beads and Things
- D4. Kristle Brooks Investments
- D5. Talent Source
- D6. Savage Media LLC
- D7. UJIMA Therapeutic Services
- D8. Persistence Trucking LLC
- D9. S.E.A. Leaders
- D10. 812 Branding
- D11. Jordan Industries LLC

B2BOLD EXPO LAYOUT



AWARD RECIPIENTS



Ralph W. Adams, Jr.,
Supplier Diversity Trailblazer Award

Marcus Richardson
Finally Pest Control, MBE

Marcus Richardson was born and raised in Atlanta, Georgia, and graduated from Tennessee State in 2009 with a Bachelors degree in Biology and moved to Indianapolis right after. He worked as a pest control technician with Ecolab Pest Elimination in 2012-2014 and as a Contractor Chemist for Eli Lilly from 2014-2017, then left to start Finally Pest Control Full Time in 2017. He has been in operation since for 10 years and has 10 employees that live across Indiana to better serve his clients. He offers online appointments/scheduling 24/7 which include the option for regular pest control, specialty pest control, termites soil treatment, and bird barriers.



Congratulations Finally Pest Control!

Cassandra Wilson Ignite Award

Rupal Thanawala
Trident Systems LLC, M/WBE

Rupal Thanawala is Co-founder and CEO of Trident Systems - A Global Business Strategy and Digital Transformation Consulting Firm with specialization in building solutions and implementing SAP in over 40 countries. She is an expert in driving innovation to implement new business strategy, leading M&A and Divestiture projects and increase operational excellence in areas of supply chain, financial management and compliance and sales and marketing. Under her leadership, Trident Systems has expanded operations in Asia, Europe and South America. They have built solutions with AI and Analytics for E-Invoicing and SAP Document Reporting and Compliance for multiple foreign government agencies to automate submissions to meet regulatory compliance seamlessly.



Congratulations Trident Systems LLC!



Trident Systems

FIRESIDE CHAT PANEL

ENERGIZING AND SCALING YOUR BUSINESS

Jonathan Warren

CEO and Co-Founder, Market Square Popcorn Company

As a dynamic entrepreneur, Jonathan founded Market Square Popcorn Company in his hometown Indianapolis, IN. Market Square Popcorn Company has grown to be the only Indiana Artisan Certified Popcorn Company in the State. Leveraging his extensive network and expertise in the field, Jonathan also founded the Taste of Indy, a citywide food festival that showcases the best culinary talents in the region.

Jonathan's life experiences as a military officer, scientist, business owner, community organizer, husband and father have shaped him into a well-rounded individual with a deep sense of purpose. He continues to inspire those around him with his unwavering commitment to serving others and his God fearing relentless pursuit of excellence in all aspects of his life.



MARKET SQUARE POPCORN co.



Emily Brammer

Founder and President, Axon Advisors LLC

As the Founder and President of Axon Advisors, Emily Brammer excels in leading impactful market research initiatives. With strong expertise in both qualitative and quantitative research, Emily has a proven track record in facilitating focus groups, in-depth interviews, surveys, and facilitating engagements with subject matter experts. Her clients consistently rely on Axon Advisors for high-caliber deliverables that are crucial for informed decision-making, always meeting expectations with meticulous attention to detail and a relentless drive for excellence.

Emily Brammer's leadership and commitment to excellence continue to drive Axon Advisors forward, making it a trusted partner for clients seeking comprehensive and reliable market intelligence.



BRAND PERFECT WORKSHOP PANEL

EMPOWERING YOUR BUSINESS IMAGE



Terri Dove-Pittman
Chief Strategy Officer, The Gideon Group

Ms. Dove-Pittman epitomizes a consummate professional with a sterling track record across a spectrum of sectors, including governmental, quasi-governmental, corporate, and nonprofit spheres. Her illustrious career spans pivotal roles at esteemed institutions such as the Indiana Department of Tourism, the Indianapolis Metropolitan Police Department, and distinguished agencies like Hiron and OneZone Chamber of Commerce.

Renowned for her unparalleled dedication to fostering economic development in diverse communities, Ms. Dove-Pittman's extraordinary advocacy for XBE (Minority, Women, and Veteran-owned) firms caught the attention of former Indiana Governor Mike Pence, who appointed her as a Board Commissioner to the prestigious Certifications Appeal Board. She has assisted her client partners in securing over \$50M and counting, collectively, in gross sales. She has become a sought-after advisor, consultant and expert in the supplier diversity space.

THE GIDEON GROUP
We turn great organizations into powerful brands.

Terri Wada
CEO and Co-Founder, Collabo XD

Terri Wada, co-founder and CEO of Collabo XD, is a distinguished figure in the design thinking and human-centered design community. Based in Indianapolis, Indiana, her leadership has propelled Collabo XD to the forefront of design consulting, specializing in creating impactful customer and employee experiences. As an educator, Terri shares her expertise at the Luddy School of Informatics at Indiana University Indianapolis, nurturing the next generation of innovators. Her work has received national and international recognition, including publications in international design journals and invitations to speak at prestigious venues like the U.S. Pentagon. Terri's contributions to design and community engagement, particularly in addressing challenges like youth violence and food access, underscore her commitment to leveraging design for social change.



 **CollaboXD**

THANK YOU - IGNITE SPONSOR

Pepper Construction

Tomorrow Transformed

Pepper is transforming tomorrow in the construction industry with **new ideas and bold action**

Pepper Construction is proud to support the IDOA, Division of Supplier Diversity and their 16th Annual Business Conference & B2Bold Expo designed to connect, enhance, and grow local businesses.

Through the relationships we have built with our diverse partners, we have gained knowledge and insights that makes us a stronger ally.

We look forward to connecting with our XBE partners on upcoming projects.

- IPS - Rebuilding Stronger - CFI 2, Daniel Webster 46, Emma Donnan 72 and Julian Coleman 110
- IU Health - Fort Wayne Hospital
- Ivy Tech Community College - Indianapolis Reimagined for the Future
- Community Health Network - Westfield Hospital
- Purdue University - Daniels School of Business



We want to connect with you! Stay updated on upcoming project opportunities, outreach events, and learn more about working with Pepper by scanning the code above.



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B2Bold Expo



For more Indiana State University information:

Construction: <https://www.indstateplanroom.com/>

Website: [Office of Procurement](#) | [Indiana State University](#)

Current & Upcoming Projects

(Targets next quarter and early 2025)

- **Construction: Athletic Storage Building**
(\$350,000)
- **Construction: 7th Street and Cherry Plaza**
(\$200,000)
- **Consulting: Local Small Business Assistance**
(Business Planning, Marketing, Accounting, Scalability)
- **Services: Pest Control**
(Insects, birds, small animal & rodent)
- **Services: Bookstore Operations**
- **IT: AI Chatbot**



Championing Diversity, Driving Innovation.

**\$5.5 mil
diverse
awarded
in 2024**

**IDOA
certification
guidance**

**177 xBE
suppliers**



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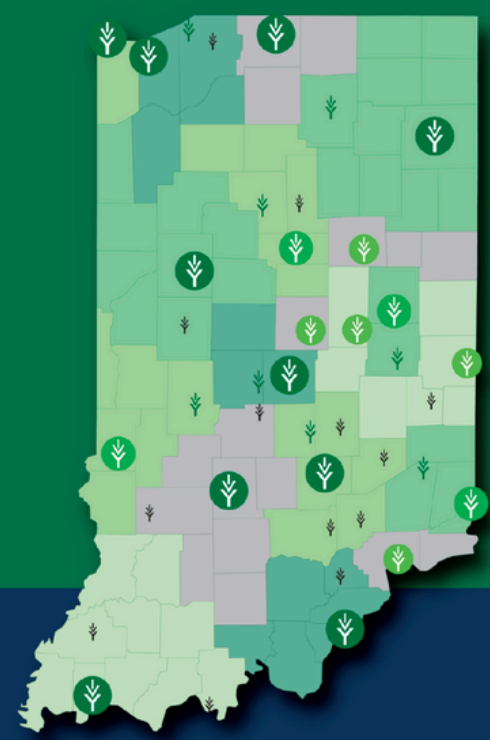
Ivy Tech is committed to supporting the Indiana economy by giving suppliers equitable opportunities to provide goods and services.

- Connect with our team at: supplierdiversity@ivytech.edu
- Ivy Tech RFP Website: ivytech.edu/RFP
- Supplier Diversity Website: ivytech.edu/SupplierDiversity
- Diversity, Equity, & Belonging Website: ivytech.edu/Diversity

Ivy Tech is Indiana's Community College with 19 campuses and over 40+ sites and locations.

Ivy Tech offers Associate Degrees and Certificates to students in more than 70 programs in over 75 communities across Indiana.

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**All in together
Inclusion
Drives
Innovation**



Supplier Diversity Urban Workforce Diversity Initiative Community Engagement Workforce Diversity



Building better lives for our customers, communities and each other

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SAVE THE DATE

RELATIONSHIP ² PARTNERSHIP

Hosted by The Office of Supplier Diversity

THE NEXT GIANT LEAP

Friday, November 22, 2024 | 8:45 AM - 2:00 PM

High Alpha | 830 Massachusetts Ave, Suite 1500, Floor 4

Indianapolis, IN 46204

www.PurdueR2P.com



WE ARE MORE THAN JUST A RADIO STATION!

- MBE Certified by National Minority Supplier Development Council
- 9 local live radio & TV stations (English & Spanish)
 - Market leader with Adults 18+ in the Indianapolis Metropolitan Area under one roof.
 - Consumer base mirrors the demographic and economic characteristics of the Indianapolis MSA.
 - #1 in weekly time spent listening and preferred/exclusive listeners, maximizing marketing impact.
- Indiana's only statewide radio network with 58 affiliates
- National digital company with cutting-edge capabilities
- Indy's sports marketing partner (IMS, Colts, Pacers, IU, etc.)
- Grassroots marketing & face-to-face event engagement
- Largest local influencer network, reaching over 1 million users
- Nation's largest Black radio network with 325 affiliates in 95 markets

Source: Nielsen + US Census



WIBC-FM | 93.1 FM NEWS/TALK



WIBC-HD2 | 93.5/107.5 FM SPORTS



WTLC-FM | 106.7 FM URBAN AC



WLHK-FM | 97.1 FM COUNTRY



TELEVISION TO THE WORLD



WTLC-AM | 1310 AM INSPIRATION



WYXB-FM | 105.7 FM AC



WHHH-HD3 | 105.1 FM



WHHH-FM | 100.9 FM HIP HOP



INDIANA'S LARGEST RADIO NETWORK 58 AFFILIATES



iOne DIGITAL MEDIA Reaching 51 million people a month



US'S LARGEST BLACK RADIO NETWORK 325 AFFILIATES IN 95 MARKET

FROM HERE WE IGNITE

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SOUTHERN INDIANA®

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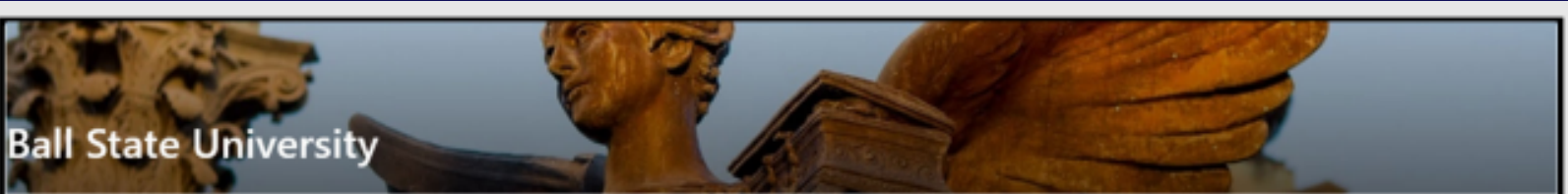
COMMITTED TO
SUPPORTING
DIVERSE
PARTNERS



Michael L. Morrison
Director of Procurement
Diversity Spend Manager
Risk Manager

812.888.5736
mmorrison@vinu.edu





Ball State University

Community Impact The Ball State Universities Diversity Program impacts Communities by providing a platform for networking promotion of the Diversified Suppliers throughout our Indiana Communities and beyond. A campus that strives to uplift our local communities, from within to give them a unique opportunity to connect and provide their services with others.

Ball State University hosts Diversity Vendors Zoom Chats Each Wednesday from 2 p.m. to 3 p.m., contact Roger Hassenzahl, Purchasing Services Director rahassenzahl@bsu.edu

Projects advertised in local papers and websites Muncie Star Press, Anderson Herald Bulletin, Indy Star, Fort Wayne Journal Gazette, IDOA and The Ball State University Website.

- ◆ North Campus Building Renovation CAP, CMC Project
- ◆ Sports Performance Center

Contact us for Questions: <https://bsu.edu/purchasing>
Purchasing Services 3401 N Tillotson Ave Muncie IN
765.285.1532 procurement@bsu.edu

Diversity Vendor Fair in November 2024

THANK YOU - HOSPITALITY VENDORS



*Marsha's Specialty Desserts
& Tierney's Catering*



CONTACT US

On behalf of the Division of Supplier Diversity, we thank you for attending the 16th Annual Business Conference and B2Bold Expo!

Don't miss out on upcoming events and business opportunities. Stay connected through our various media outlets!



IDOA Division of Supplier Diversity



@indiana_DSD



IDOA Division of Supplier Diversity

We would love to hear from you!
Please use the QR Code below to give us your feedback.

