



**Diverse Business Solutions LLC**  
AN ALL-INCLUSIVE SUPPLIER DIVERSITY PROVIDER



**SUPPLIER  
DIVERSITY  
REDEFINED**

(812) 471-2876 | [WWW.DBS-LLC.NET](http://WWW.DBS-LLC.NET)

## WHAT IS DIVERSE BUSINESS SOLUTIONS?

Diverse Business Solutions LLC (“DBS”) was established in 2011 by two well-respected supplier diversity professionals—Jeff Rode and Stacy Little.

DBS operates with one simple goal: to redefine the supplier diversity industry by developing and promoting diverse businesses while providing majority corporations a platform of tools and resources to strengthen their supplier diversity programs. Our vision is to provide an array of client-focused, value-added services and products to diverse businesses and the supplier diversity industry without membership requirements or restrictions. In addition, DBS is unique in the fact that we are inclusive of all diverse businesses unlike other membership-based organizations.

DBS understands the needs of our diverse business clients. In fact, many of our products and services have been designed around the feedback we have received from diverse business owners and corporate

supplier diversity professionals! So, whether you utilize us as a one-time or long-term client, you will find that DBS is cost effective and our customer service is second-to-none.

## WHY SHOULD I CONSIDER UTILIZING DBS FOR MY BUSINESS?

With shrinking budgets and marketing dollars tight, diverse business owners have told us their wish of having one all-inclusive organization that provides an array of products and services that support diverse business owners without membership requirements or restrictions. Well, we listened and DBS is changing the face of the supplier diversity industry by being a client-focused company that is inclusive of all diverse businesses which include:

- African American
- Asian
- Indian
- Pacific Islander
- Hispanic
- Woman-owned
- Gay, Lesbian, Bisexual, and Transgendered
- Veteran Owned

All of our products and services are cost-effective and have been designed to enhance, develop, grow and promote your business!



# PRODUCTS & SERVICES OVERVIEW

## DIVERSE CERTIFICATION MANAGEMENT

The professionals at DBS are experts in the management of minority, women, and small business certifications. As a diverse business owner, we understand that keeping track of your many certifications along with completing the proper renewal applications and other eligibility requirements can be time consuming and confusing. In addition, the failure to maintain your certifications and other eligibility requirements can cost you a potential business opportunity and not to mention, revenue. Finally, most certifying entities require that a business complete the entire certification process from scratch should they fail to complete renewal or other eligibility requirements within specified time frames. Failure to complete these requirements could cost your business hundreds or even thousands of dollars of new application fees!

DBS's Certification Management Service takes away the hassle, worry, and time associated with the tracking and management of minority, women and small business certifications. For a small fee (this service is also included in many of our annual business packages), DBS will track all of your business certifications along with completing and submitting the necessary renewal applications on your behalf. Business certifications which we manage include, but are not limited to, the following:

- National Minority Supplier Development Council (NMSDC) MBE Certification
- Women's Business Enterprise National Council (WBENC) WBE Certification
- Small Disadvantaged Businesses (SDB) or Disadvantaged Business Enterprises (DBE)
- 8(a) Designation
- Disabled Veteran Businesses (DVBE)
- State of Indiana & City of Indianapolis Minority & Women Business Certifications

Let our certification management team take the worry,



hassle, and time involved in managing your business certifications off your shoulders so you can do what you do best . . . running your business!

## DIVERSE CERTIFICATION PREPARATION

The process of completing a minority, woman, or small business certification application can be labor intensive and sometimes confusing. In addition, errors and missing information on your application can result in denial and/or lengthy processing delays of your application. Furthermore, most certifying entities have policies that require denied applicants to complete a "waiting period" before re-applying for certification which can result in further application costs and time away from your business. The Certification Department at DBS is here to assist you with our Certification Preparation Service. Let our trained staff compile, prepare, and submit your certification application for a nominal fee. DBS currently prepares the following certification applications:

- National Minority Supplier Development Council (NMSDC) Minority Business Enterprise (MBE) Certification
- State of Indiana Minority & Women Business Enterprise Certification
- City of Indianapolis Minority & Women Business Enterprise Certification
- Women's Business Enterprise National Council (WBENC) Women Business Enterprise (WBE) Certification

## DIVERSE BUSINESS DATABASE

Our comprehensive list of diverse businesses consists of the following:

- Certified Minority Business Enterprises (Asian, Black, Hispanic, and Native American)
- Certified Woman Business Enterprises
- Certified Lesbian, Gay, Bisexual and/or Transgender Business Enterprises

In addition, DBS also tracks the following additional certifications:

- Disadvantaged Business Enterprise
- HUBZone
- 8(a) Business Development
- Small Business Certification
- Veteran & Service-Disabled Veteran Owned

Add your business to our database today! It's free of charge and a great way to expose your business to corporations seeking to utilize diverse suppliers!

## **DIVERSEPERKS**

Are you looking for a unique way to build your business, market a new product, or gain additional exposure for your business? If so, featuring your business on DiversePerks is just what the doctor ordered! For a nominal fee, DiversePerks allows your business to maximize your visibility in a changing marketplace by offering an exclusive “client only” discount on your products and services on our special DiversePerks webpage. It’s easy, effective, and a great way to stretch your marketing dollar!

## **UNIQUE ADVERTISING**

DBS offers an array of economical advertising opportunities within our corporate website. If you are seeking to promote your products and services to major corporations, advertising with DBS allows you to reach your target market.

## **DIVERSE JOB PORTAL**

Today more than ever, employers are serious about their workplace reflecting the demographics of their community and market base. As the nation’s population becomes more ethnically and racially diverse, building a diverse workforce is not only becoming an expectation, but also a strategy that makes good business sense. It has also been proven that diversity in the workforce can also improve employee morale, productivity, and retention. Furthermore, a diverse workforce brings substantial potential benefits such as better decision making and improved problem solving, greater creativity and innovation, which leads to enhanced product development, increased profits and more successful marketing to different types of customers. Finally, diversity also provides employers with the ability to compete in global markets.

A diverse workforce is not just about preventing unfair employment discrimination and improving equality, but also about valuing differences and inclusion, such as ethnicity, age, race, culture, sexual orientation, physical disability, and religious belief. A diverse workforce must be a part of an organization’s way of life and not considered as just another program or initiative.

However, building and recruiting a diverse workforce can be a huge challenge for many employers. DBS is committed to helping your business tackle these hurdles through our unique “Diverse Job Board”. The DBS “Diverse Job Board” serves as a link between employers and diverse candidates seeking employment within a diverse workforce.

Submitting job opportunities to our “Diverse Job Board” is economical, effective, and a perfect way to reach a diverse applicant base.

## **DIVERSE BUSINESS SPOTLIGHT**

DBS routinely spotlights selected diverse businesses in order to optimize their business exposure. To be considered for our Client Spotlight, please visit our website “client spotlight” page (in the News Center section) and complete the request form and a member of our staff will contact you regarding further information.

## **SUPPLIER DIVERSITY PROGRAM DEVELOPMENT**

More than ever, supplier diversity is an integral component of top corporations throughout the United States and in some cases, a requirement. In addition, many experts predict that supplier diversity programs will be required of all organizations that are looking to remain competitive in the marketplace. Furthermore, supplier diversity allows corporations to transform its supply chain to reflect the demographics of the communities in which it operates.

Now that your corporation has decided to initiate a supplier diversity program, how do you develop and implement your program and goals? Let the professionals at DBS assist you in achieving your objectives by allowing us to design a program specifically for you. Whether you are seeking a basic program or one that adheres to strenuous SBA and federal government reporting, our programs will get you where you need to be.



## DIVERSE VENDOR DATA MANAGEMENT

An effective supplier diversity program begins with accurate data. However, keeping track of supplier information and ensuring that you are only doing business with bona-fide diverse suppliers can be a challenging and time consuming task. In addition, inaccurate data is risky and can adversely affect your supplier diversity goals and spend reporting.

DBS works hand-in-hand with our corporate clients to ensure that their diverse supplier databases are clean, standardized, and accurate. Our Data Management service provides you with the following benefits & solutions:

- Improved supplier communication
- Higher data quality
- Increased spend
- Improved operational efficiency
- Lower supplier costs
- Financial rewards

Solutions we offer:

- Data scrubbing
- Certification validation & maintenance
- Database management

Don't get caught with dirty data! Let DBS clean out the cobwebs in your diverse supplier database.

## CORPORATE EVENT PLANNING

DBS specializes in the development, planning and execution of top-notch programs, forums, seminars, procurement matchmakers, and expos for the supplier diversity industry. In addition, DBS can also manage the registration process for your event in addition to other various services. Let our experienced event planners design the perfect event for you!

## QUICKCONNECT

DBS specializes in the development, planning and execution of top-notch programs, forums, seminars, procurement matchmakers, and expos for the supplier diversity industry. In addition, DBS can also manage the registration process for your event in addition to other various services. Let our experienced event planners design the perfect event for you!

## LGBT BUSINESS CERTIFICATION

As an LGBT business owner, it can be difficult getting your foot in the door to do business with major corporations. Now more than ever, corporate supplier diversity programs are starting to recognize and include LGBT businesses in the supplier diversity process. As a business owner, you need to set yourself apart by obtaining certification as an LGBT business enterprise. Business certification is normally required by corporations that utilize LGBT suppliers due to the fact that certification validates LGBT status. DBS is one of only two entities in the United States that offers LGBT business certification. If you are an LGBT business owner, certification can be the best investment you can make to propel your business to the next level!

## DBS DIVERSEOFFICE

Are you a diverse business owner with a short or long-term staffing need? Maybe you need assistance with a special project or event? DBS offers top-notch, skilled professionals that can assist you with general administrative /clerical functions, project work, and even bookkeeping! Why pay the high cost of staffing agencies when DBS can save you hundreds or even thousands of dollars in temporary staffing costs!

Let our professionals with over 30 years of combined experience work for you! Contact DBS today or visit our website at [www.dbs-llc.net](http://www.dbs-llc.net)!



***Diverse Business Solutions LLC***  
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