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CITY OF SEATTLE AND NORTHWEST MOUNTAIN MSDC

Partnership to Deliver Technical Assistance Services

SEATTLE, WA — The City of Seattle and Northwest Mountain Minority Supplier Development Council (Northwest Mountain MSDC) have partnered in the development and launch of the City of Seattle's Technical Assistance Services program. Over the next twelve months, Northwest Mountain MSDC will provide recruitment outreach and business technical assistance for engagement, growth, and expansion of their services with the City of Seattle.

Fernando Martinez, President of the Northwest Mountain MSDC states, "We are very pleased to partner with the City of Seattle and offer our expertise to help these firms increase their probability of engaging and increasing their business with the City."

To support Historically Underutilized Businesses/Women & Minority Business Enterprises (HUB/WMBE) and other firms in the development of their capabilities thereby making them more competitive, Northwest Mountain MSDC will offer business technical assistance in the following areas: Understanding How to do Business with the City of Seattle; Business Assessment; How to Effectively Respond to RFXs; Marketing Your Firm; Negotiating and Contracting; Understanding the Numerous Contracts Available to do Business; Executive Education; and Access to Capital. City of Seattle staff members and key partners—Craft3, TRIO Group, and the University of Washington's Consulting and Business Development Center—will participate in the delivery of program services. Services will be offered in both a group setting as well as through customized, one-on-one sessions.

"We look forward to supporting the City of Seattle in building a more robust pipeline and increasing their spend with HUB/WMBEs and any firm interested in doing business with the City of Seattle. Similarly, we look forward to measuring HUB/WMBE and participating firms' growth over the next 12 months as a result of the Technical Assistance provided," says Fernando.

About the Council

Founded in 1978, the Northwest Mountain Minority Supplier Development Council is a nonprofit organization whose mission is to drive economic value by equalizing opportunities. As an affiliate of the National MSDC, the Council certifies minority-owned businesses and provides access to supplier development, supply chain



inclusion, networking events, and formal introductions. The Council serves the states of Alaska, Idaho, Montana, Oregon, Utah, Washington, and Wyoming.

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If you would like more information about this topic, please call Karla Malacon, Manager of Marketing and Communications, at (253) 243-6964 or email kmalacon@nwmsdc.org.