



San Antonio MBDA Advanced Manufacturing Center Serves Socially or Economically Disadvantaged Businesses in the Manufacturing Industry Nationwide

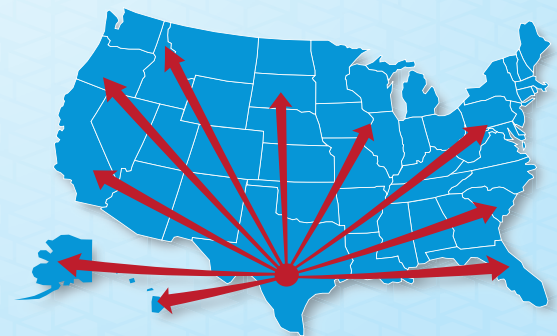
Services Available for MBEs

- Access to Contracts
 - Pre-award/Market Development Assistance
 - Post-award/Order Fulfillment Optimization
 - Prime Contracts/Sub-contracting Opportunities
- Business-to-Business Matchmaking
 - MBE-to-MBE
 - MBE-to-OEM
 - MBE-to-Primes
- Specialized Training
 - Advanced Manufacturing
 - Process Improvement and Quality Management
 - Strategic Partnerships
- Strategic Business Consulting
 - Organizational Diagnosis/ Business Assessment
 - Customized Business Consulting
- Access to Capital
 - Conventional Lending
 - Alternative Financing



Services Available for OEMs, and Primes

- Supplier Diversity Program
 - Prospect and Qualify MBEs in the U.S.
 - Referral Services in Specific NAICS and PSC Codes
 - B-2-B Matchmaking
- Referral Services
 - Technical Training
 - Specialty Centers
 - Strategic Partnership



UTSA

Operated by The University of Texas at San Antonio

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Minority Business Services at the University of Texas at San Antonio

The U.S. Department of Commerce Minority Business Development Agency (MBDA) is dedicated to the growth and global competitiveness of Minority Business Enterprises (MBEs), businesses owned by socially or economically disadvantaged individuals. The mission of the Minority Business Development Agency is to promote the growth of socially or economically disadvantaged businesses through the mobilization and advancement of public and private sector programs, policy, and research. MBDA has accomplished this mission by funding a network of Business Development and Specialty Centers that provide socially or economically disadvantaged businesses with a variety of business development services.

As one of the largest operators in the MBDA network, the University of Texas at San Antonio (UTSA) hosts four types of MBDA Centers under one roof. The San Antonio MBDA Business Center has provided business development services for over forty years. The San Antonio MBDA Advanced Manufacturing Center assists MBEs in the manufacturing industry, the San Antonio MBDA Export Center provides export assistance for MBEs interested in exporting, particularly to Latin America, and the San Antonio MBDA Rural Center assists socially or economically disadvantaged businesses in the rural areas in the Southwest Texas.

The MBDA Centers at UTSA act as a one-stop shop and assist socially or economically disadvantaged businesses to scale and grow through value-added services, including Access-To-Contracts, Access-To-Capital, Business-to-Business Networking, and Strategic Consultations. We serve our clients at different levels:

Business Development Services

- Facilitate access to contracts and subcontracting opportunities, provide market analysis, and assist with strategic market planning.
- Access to capital, including financial analysis, business planning, and loan packaging. We also provide referral services and introduce MBEs to alternative financing options and traditional lenders.
- Provide referral services to specialized programs for advanced technologies and process improvement.

Corporate Level Supplier Diversity Assistance

- Assist prime contractors, wholesalers, OEMs, and tier-1 suppliers in developing the supplier diversity program.
- Facilitate supplier diversity and identify prospective MBEs based on the qualification criteria.

Business-to-Business (B-2-B) Networking

The San Antonio MBDA B-2-B Networking events provide a bridge among community, sponsors, and socially or economically disadvantaged businesses in Texas and across the nation. The San Antonio Minority Enterprise Development Week (MED Week) is the annual event held in October every year for over forty years. MED Week aims to recognize the contributions of the minority business community to the U.S. economy. Large organizations and successful businesses sponsor this event to support the minority community and provide minority businesses with procurement, financing, and strategic partnership opportunities. MBEs actively participate in MED Week to demonstrate commitment to the minority community and benefit from the great networking opportunities. The San Antonio MED Week Consortium will also honor past and present winners for their contributions to the business community.

Technical Training

Provide value-added workshops, seminars, and webinars on a variety of topics, including:

- Advanced Manufacturing and Lean Process Improvement Techniques
- Industry 4.0 and Digital Transformation



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