

Program Milestones

Program and Infrastructure Development

- Awarded funding from the New Economy Initiative (NEI) to implement D2D's program related activities.
- Completed Major Purchasers Study. The purpose was to identify specific areas of opportunity, tools, and strategies that will foster Local B2B growth.
- Partnered with Tech Town to complete a procurement-related "Supplier Needs Survey" and assesment of current technical assistance opportunities
- Recruited 15 companies and institutions to collectively increase their local spend. Together these companies currently spend over \$550 million with Detroit companies.
- Launched D2D Website.
- Established the D2D Buyer Council Roundtable. This was an important milestone as strong leadership is necessary to ensure success of the program.

Promote and Enhance the Utilization of Detroit Suppliers

- Partnered with Pure Michigan Business Connect to promote and maintain a Detroit supplier database (www.d2dbusinessdatabase.org) that will reduce the complexities associated with buyers finding qualified Detroit suppliers.
- Developed a shared supplier list consisting of 130 high opportunity suppliers.
- Developed and implemented a marketing strategy to highlight buyers and market the capabilities of suppliers.
- Contracted with Next Street LLC to provide expertise and national best practice strategies in developing local procurement programs.
- Developed three quick reference "how to" guides for common business needs (i.e creative services, event planning, facilities management).

Increase the Capacity of Local Suppliers

- Established training/development partnership with Next Street LLC and Michigan Small Business Technology Development Center to implement a supplier capacity building program. This is designed to address the growth challenges of Detroit suppliers and minority businesses while teaching owners "what it takes" to scale and build sustainable businesses.
- Hired D2D Business Development Manager to lead and manage the program and to build upon the successes of the program.

TOOLS DEVELOPED TO SUPPORT CONTRACTING OPPORTUNITIES BETWEEN BUYERS AND SUPPLIERS.

3-BUYER AND 3-SUPPLIER VIDEOS RELEASED TO D2D WEBSITE.

987 COMPANIES REGISTERED IN THE D2D DATABASE

2-QUARTERLY BUYER-COUNCIL MEETINGS HELD SINCE THE MARCH 2013 LAUNCH.

MET WITH 80% OF THE BUYERS TO IDENTIFY NEAR-TERM OPPORTUNITIES.

22 ENTITIES PARTICIPATED IN THE MAJOR PURCHASERS STUDY.

SURVEYED 36 SUPPLIERS & 12 TECHNICAL ASSISTANCE PROVIDERS TO IDENTIFY CAPACITY GAPS.

FIRST CAPACITY BUILDING COHORT OF 17 COMPANIES SELECTED.

177 SUPPLIER MEETINGS BEING SCHEDULED TO PROVIDE ONE-ONE-ONE BUSINESS DEVELOPMENT ASSISTANCE.



Connecting Detroit,
business by business.

