**New York State partners with tech sector giants to increase opportunities for MWBE firms**

(Albany, NY – June 12, 2008) A virtual who’s who of executives representing the top Fortune 500 technology companies came out in support of the Paterson Administration’s new supplier diversity initiative. Forty of the nation’s largest technology vendors including IBM, Microsoft, Xerox, Dell, Oracle, Accenture, and EDS all participated in the state’s first MWBE technology sector opportunities conference convened by the New York State Chief Information Officer/Office for Technology and the Empire State Development Corporation’s Division of Minority and Women’s Business Development.

**Governor Paterson’s Commitment**

For anyone who had doubts that New York MWBEs will no longer be neglected, Governor Paterson offered this, “There is a new Sheriff in town.” Declaring that, “MWBEs have been fleeing the state to seek opportunities elsewhere. And that is because there has been a lack of leadership at the executive level. That will change in my administration.”

MWBEs Rejoice…

“There is a new Sheriff in town.”
Governor Paterson reaffirms his commitment to MWBEs

The over 200 IT sector MWBEs from across the state who flooded the Albany Convention Center to meet key purchasing officials from government agencies and New York State technology sector prime contractors where thrilled to see many of the corporate executives make a voluntary pledge to reach an MWBE utilization rate of 15% by 2009 and 20% by the year 2010 on their state contracts. Currently MWBE firms only receive 1% of technology contracts.

**A New Partnership Between Government and Private Industry**

The 15 corporations that announced their support of the Governor’s new MWBE initiative and made voluntary pledges to increase MWBE participation on their state contracts to 20% by 2010 are:
Accenture, BearingPoint, Computer Aid, CGI, Dell, Deloitte, EDS, Gateway, IBM, Microsoft, Oracle, Qwest, Siemans, Unisys, and Xerox.

Standing with Governor Paterson

**Fortune 500 IT firms make a pledge to Governor Paterson to partner with MWBE firms on state contracts**

Michael Jones-Bey, Executive Director of the New York State Division of Minority and Women's Business Development, added, “Today’s MWBE IT sector opportunities conference is the culmination of a great partnership between government and private industry. We are sending the message to those businesses who are the dominant vendors receiving state contracts that we are changing the way we do business in New York State by making supplier diversity a priority. We are encouraging these large IT companies to create opportunities with qualified MWBE firms through the use of joint ventures, sub contracts, reseller agreements, and the establishment of distributorships. I am happy to say that the private sector has begun to answer the call as evidenced by the 15 corporations that have today pledged to increase their use of MWBEs to 15% by 2009 and 20% by 2010.”

**Office For Technology Steps up**

Reveling in the fact that the technology companies that participated in the conference represent nearly $170 billion in revenue from worldwide sales, Dr. Melodie Mayberry-Stewart, New York State Chief Information Officer and Director of the Office for technology said, “We are excited to bring this special event to our MWBE firms working in the technology sector. It is a great opportunity for an MWBE to meet top technology companies, many of which have a global presence, at an event designed specifically for MWBEs.”

“As one of the largest buyers of IT products and services in state government,” continued Dr. Mayberry-Stewart, “we are committed to supporting MWBE firms in our agency technology procurements. We have set a goal to increase participation by MWBE firms in our contracts to 20% by 2010. We hope other state agencies and the large technology firms will join us in our commitment to encourage diversity throughout supplier networks and in support of our state’s businesses.”
Jones-Bey added, “This is a great time to be an MWBE in the technology sector. Under the leadership of New York State OFT-CIO Dr. Melodie Mayberry Stewart, we are witnessing a transformation in the way government deploys technology to improve the quality of government services and reduce costs. In addition, the private sector is leveraging the wealth of our state’s vast intellectual capital to establish New York as a national leader in technology and innovation. Over the next decade billions of dollars will be spent in this industry. As we implement the Governor’s new MWBE initiative, we have a real opportunity to spend this money in ways that will stimulate economic development in communities throughout the state.”

**High Tech Companies Take the Lead**

The response from the corporate sector has been very positive. According to Stephen LaFleche, New York State Client Director for IBM, his company is in full support of the new state MWBE initiative and they are enthusiastic about the quality of the prospective MWBE partners they met at the conference, “We support and are proud to partner with the State of New York, our home state, in its initiative to increase the percentage of MWBE participation in all procurements and opportunities with a goal of reaching 20% by 2010. Already, we have identified new partners through this initiative that have unique skills and capabilities that are best in breed solutions for the Empire State.”

Technology powerhouse Microsoft committed to putting its considerable resources behind growing the capacity of New York MWBE firms capable of doing business with Microsoft. John J. Kaldy, state lead manager for Microsoft U.S. Public Sector, said, “Microsoft is committed to helping create opportunity for diverse suppliers in New York. To achieve success, Microsoft will establish a mentor initiative that will help us to develop a first rate cadre of MWBE firms to be part of our supply chain.”
Making the right connections

**MWBEs network with corporate and agency IT executives**

Xerox Corporation also made a significant pledge designed to inspire other companies doing business in New York. Dan Robinson, Manager of Global Purchasing said, “As members of the Governor’s Corporate Roundtable for minority and women’s business development we are proud to make the pledge to increase participation for qualified MWBEs on our New York State contracts. As part of our commitment to remain a leader in the area of supplier diversity, Xerox is currently analyzing innovative ways to increase MWBE participation. This commitment includes methods such as changing our business model from direct supplier to an integrated approach that opens our marketing and supply chain to include MWBE suppliers and business marketing partners on certain lines of business such as imaging services where we have identified MWBEs that are capable of superior service.”

**Entrepreneur James Brown Speaks**

Emmy Award winning Sports Commentator and Co-Founder of the New York State certified minority-owned business Brown Technology Group, James Brown served as the conference guest speaker. Brown reflected on his performance saying, “I have been blessed to witness peak performance at all levels in my career: In the boardrooms of corporate America as an executive at Xerox; while interviewing some of the world’s greatest athletes as a professional TV sports broadcaster; and as an entrepreneur. I have seen common principles that ultimately determine success or failure. To be successful you need preparation, perspiration and opportunity. The purpose of my speech today was to inspire the MWBEs who attended to make sure that we rise to the challenge now that this new Governor is opening up the doors of opportunity.”
Preparing for Opportunity

*Emmy Award winning Sports Commentator and entrepreneur James Brown delivers inspirational speech*

Brown went on to say, “I also came here today with my partners as entrepreneurs and I can honestly say that this is the most productive MWBE conference we have ever attended. Today we had the rare opportunity to meet senior level corporate executives who flew in to be here from across the country. We also made contact with the Chief Technology Officers and senior level purchasing officials from the 13 state agencies with the largest technology budgets who account for 80% of the state’s annual IT purchases. Companies like mine are prepared to compete but we need networking opportunities like this to allow us to build relationships with the type of decision makers that were at this conference to go to the next level.”

The success of the event was enhanced by the contributions of a number of corporations and professional organizations. The costs for the event were underwritten by Accenture, EDS, IBM, and UTC Associates. In addition, the state partnered with the Women President’s Educational Organization, The New York/New Jersey Supplier Development Council, the Upstate New York Regional Minority Purchasing Council and the Council of Urban Professionals to ensure that the state’s best MWBE firms would be in attendance.