



**Small Business Entrepreneurs and Supplier Diversity Professionals 'Hit the Ground Running' Every Day!
....we make sure they are 'Running in the Right Direction'**

WHAT WE DO BEST:

As a Small Business Coach, Jim and his Team do three things:

1. Help small businesses sell to the prime contractors
2. Help large businesses develop, manage and sustain 'World Class' Supplier Diversity Programs
3. Design, develop and present supplier diversity education and training programs, 'How to Sell to the Primes' workshops

Jim developed '**21 Steps to Prime Time**' to de-mystify the prime contractor procurement maze. Jim takes his clients, step-by-step, to help them achieve their goals and get results!

Jim developed '**21 Steps to World Class**' to describe, in detail, the building blocks of a World Class Supplier Diversity Program. Jim takes his clients, step-by-step to show them how to achieve Customer Satisfaction!

EXPERIENCE:

Jim has over 38 years experience in supplier diversity program management, education, and training. He worked for Lockheed Martin Aeronautics Company for 22 years helping small businesses do business with Lockheed Martin before forming **Small Biz Advocate** in January 2005. Jim is an Insider and has the contacts and networks.

In his last position as Supplier Diversity Senior Manager, Jim managed a team of ten. Aero placed more than \$1,000,000,000, that's one billion with 9 zeros, with small businesses. Jim's small business program earned 'highly successful' ratings every year since 1997 from the Small Business Administration (SBA) and the Defense Contract Management Agency (DCMA). In his last review, SBA remarked that the Aeronautics Company Small Business Program had all of the elements of a 'model supplier diversity program'.

ORGANIZATIONS & ASSOCIATIONS:

National Veteran Owned Business Association (NaVOBA), Veterans Business Journal, Georgia Minority Supplier Development Council, DFW Minority Supplier Development Council, National Minority Supplier Development Council, Alliance of Supplier Diversity Professionals, National Center for American Indian Economic Development (coordinated Procurement Pavilion for National Conference), DFW Native American Chamber of Commerce, Air Force Manufacturing Technical Assistance Production Program (MTAPP) and Navy MTAPP Program, Air Force Small Business Solutions Center, various Procurement Technical Assistance Centers (PTACs), Fort Worth Business Press, Named one of the Minority Business News "Top 10" in Minority Business.

OUR CLIENTS:

Marketing & Business Development:

- M2 Global, Doug Carlberg
- B-K Manufacturing, Brett Kelley
- Veterans Business Journal, Chris Hale
- Northwest American Indian Development PTAC
- United Indian Development Association PTAC
- The Asaba Group - Air Force MTAPP companies
- Mid.Tec - Navy MTAPP companies

Supplier Diversity Workshops and Training:

- Lockheed Martin Corporation
- Lockheed Martin Aeronautics Company
- Alliance of Supplier Diversity Professionals
- NWAID and UIDA PTAC Clients
- DFW Native American Chamber of Commerce
- Cross Timbers PTAC Procurement Conference
- MTAPP Companies - The Asaba Group

CUSTOMER SATISFACTION:

"Jim, you told us what to do and exactly how to do it. We've come a long way and you were with us every step. Business is great! We are a Lockheed Martin Aeronautics protégé and we're working on four programs, thanks to you!" Doug Carlberg, M2 Global

"Jim, you got us into the inner sanctum. Never would have happened without your contacts, help and support. Thanks, Coach!" Jim Dove, Trilog Defense Services

"Jim has been most helpful as our small business advocate, especially for veteran owned small business issues. I highly recommend Jim to anyone seeking to expand a veteran owned small business." Bill Litwin, Guardian Environmental Services

"Mr. Randle, your workshop was truly a pleasure! I left the SBLO training empowered, invigorated, and well informed. I salute you Sir." Cardellia Anderson, Lockheed Martin Systems Integration

Contact: [Jim Randle](mailto:jim@smallbizadvocate.com)
 Phone: (O)817-776-5489 (M)817-559-0010
 Email: jim@smallbizadvocate.com
 Website: <http://www.smallbizadvocate.com>
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 Duns/Cage: 621549075 / 4BWT3
 CCR: http://dsbs.sba.gov/dsbs/search/dsp_profile.cfm?User_ID=P0746367
 Class: Veteran Owned Small Business

