



MINORITY BUSINESS DEVELOPMENT AGENCY
BUSINESSCENTER
U.S. DEPARTMENT OF COMMERCE

Operated by 3D Strategic Management, Inc.

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A FEW OF OUR
STRATEGIC PARTNERS



3D STRATEGIC MANAGEMENT, INC SERVES AS THE OPERATOR OF THE ORLANDO MBDA BUSINESS CENTER

WHO

3D Strategic Management, Inc. is a full-service business development firm. Our team has over 140 combined years of experience in project management, supplier development, public relations, business focused trainings, government relations and youth entrepreneurship programs. We have successfully negotiated, implemented, and administered complex contracts and grants from public agencies, private foundations, and other funding sources.

WHERE

We are headquartered in Orlando, Florida with satellite offices in Jacksonville, Tallahassee, Tampa, Sarasota and Miami. Our current portfolio includes clients worldwide. Our service geography has no boundaries.

HOW

We generate documented client growth by:

- Corporate Supplier Diversity Development
- Small and Minority Business Coaching
- Community and Public Relations Services
- Student Entrepreneur Education Development (SEED)
- Women Empowerment Wednesdays (Global Initiative)

WHY

We're committed to customizing business development readiness programs aimed at increasing small and minority-owned business success and sustainability.



**STRATEGIC
MANAGEMENT, INC**
Design. Develop. Deliver.

Learn more about 3D Strategic Management, Inc.:
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WHO WE ARE

The U.S. Department of Commerce, Minority Business Development Agency (MBDA) is the only federal agency solely dedicated to the growth and global competitiveness of minority business enterprises (MBEs). MBDA was created by President Richard M. Nixon on March 5, 1969. MBDA invests in a national network of MBDA Business Centers, Specialty Centers, and Grantees. All programs provide customized business development and industry-focused services to provide greater access to capital, contracts and markets. To learn more about the MBDA, visit www.mbda.gov

The Orlando MBDA Business Center offers an array of holistic business development trainings, specialized individual consulting services, access to capital, targeted networking, contract sourcing, teaming and mentorship opportunities. These services are designed to increase MBE profits and job growth, and expand brand footprints in local, national and global markets.

WHO WE SERVE

The Orlando MBDA Business Center serves Central and Northern Florida. With strategic partners throughout Central and Northern Florida, we are able to efficiently serve all clients in our market area and beyond. MBDA defines minority business enterprises as those with 51% or more ownership and control by:

- African Americans
- Asian Americans
- Hasidic Jews
- Hispanic Americans
- Native Americans (Alaskan Natives, Alaskan Native Corporations and Tribal entities)
- Pacific Islanders

"Over the last ten years minorities have opened over half of new businesses started in the United States. Diversity is one of the nation's greatest strengths, and diverse small business ownership is essential to our nation's continued economic success and growth." – US Senate Committee on Small Business and Entrepreneurship.

OUR PROGRAMS

Boots2Business: A series of training programs focused on improving operational efficiencies; scaling, implementing and integrating new technology and tools, and adopting standard operating procedures (SOPs).

Virtual workshops and consultation topics will be available for MBE owners and key staff on:

1. Operational Management and Administrative Mastery
2. Business Augmentation, Automation, and Remote Management
3. Fundamentals of Growth Management
4. Financial Mastery

Power2Profits: A robust training by MBDA Business Center staff and leading industry experts in the financial sector.

All trainings are designed to:

1. Provide one-on-one technical assistance in our virtual lending Center
2. Build financial competency via tracking credits; money management; investing and cash flow management, access and securing financial capital
3. Track profit from inception, into the program and each annual marker
4. Provide semi-annual profit monitoring for MBEs
5. Measure growth performance via increase in credit; loans; lines of credit, and other financial tools and indicators

Connect2Contracts: Links financially sound and operationally savvy minority business owners to contracts by equipping them with the tools and mentors to be successful in the proposal and performance phases of the procurement process.

1. Connect certified minority business enterprises to suitable contracts
2. Equip minority-owned businesses with the tools needed to be successful in the procurement, proposal and performance processes
3. Match minority-owned businesses with a mentor (private or public sectors) in their specific industry

In FY19, MBDA helped minority-owned businesses secure \$3.1 billion in contracts.



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