



Statewide Historically Underutilized Business Program

From a Prime's Point of View

Presented by

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PEARSON



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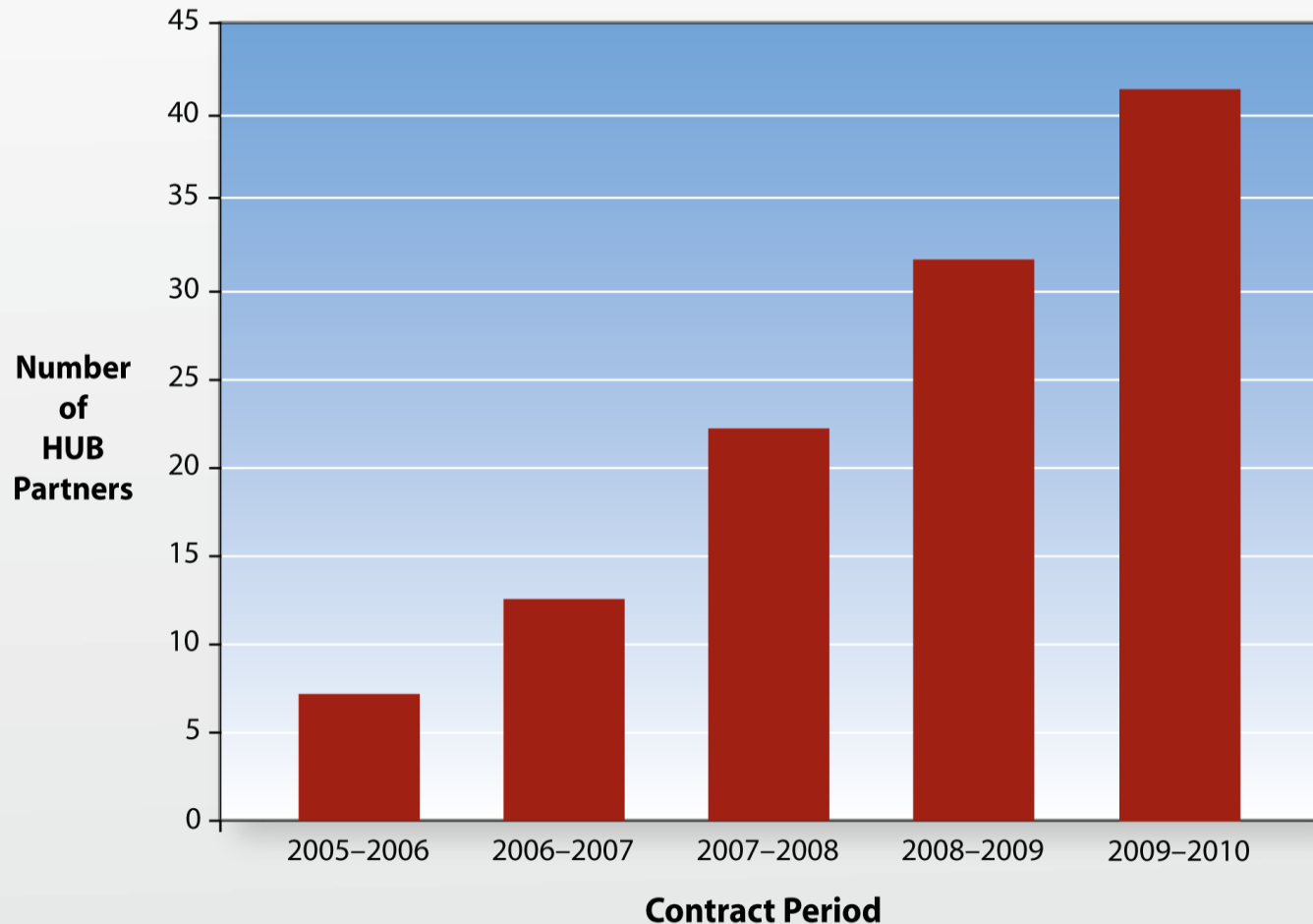


Pearson's Global Presence



HUB Utilization 2005-10

Texas Student Assessment Program
HUB Utilization





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Tips for the MWBE

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Approaching Primes

- Participate in networking events
- Do your homework
- Know your business
- Communicate your value
- Be persistent, but be patient
- Become active in chambers / councils

The Dance

- Be flexible
- Don't make assumptions
- Don't expect too much, too fast
- Be competitive
- Follow through

Staying Out Front

- Build relationships, not just transactions
- Offer solutions, not just services
- Don't sacrifice quality for profits
- Remain competitive
- Be honest



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Questions?

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