

## Evaluating the Financial Capacity of Diverse Suppliers

### Decrease Risk, Increase Profitability

Diverse supplier initiatives often focus exclusively on certifying minority business ownership, with little emphasis on the financial health of suppliers. Companies typically rely on limited information from third parties, such as credit reports, bonding agencies, and references to assess the financial capacity of both existing and potential suppliers.

World class organizations realize maintaining profitability and a competitive advantage requires using and developing suppliers with the capacity to grow and adjust as markets change and expand. Measuring operational capacity is not sufficient. Instead, long-term, cost effective relationships with diverse suppliers are based on evaluations of their financial condition and opportunities for sustained success. **Evaluating the Financial Capacity of Diverse Suppliers** provides managers the financial tools and techniques to analyze supplier capacity, identify opportunities for increased profitability, and decrease organizational risk.

### Workshop Highlights

- Interactive presentations modeled after the real world of business
- A seasoned facilitator who has walked in the shoes of entrepreneurs and provided professional advice as a CPA, lawyer and management advisor
- Hands on case studies, exercises and demonstrations that reinforce financial management fundamentals, tactics and strategies
- Interaction with experienced entrepreneurs, financiers and procurement decision makers
- Free flow and exchange of ideas and experiences
- Coordinated curriculum, manual, handouts, and presentation

### Who Should Attend

**Evaluating the Financial Capacity of Diverse Suppliers** enables executives responsible for their firms' supplier management function to make more strategic supplier decisions. Participants will include specialized diversity supplier managers, as well as purchasing, operations and manufacturing managers.

### MEGA Success Partners, Inc.

Louis G. Hutt, Jr. – accountant, attorney, entrepreneur, author and radio personality – is the force behind MegaSuccess Partners and MegaSuccess Training. During the past decade, Lou has facilitated hundreds of *Preparing for MegaSuccess* seminars and taught small and minority business owners techniques and strategies for increasing their financial returns, enhancing business growth and realizing business goals.

*This was the best thing that could have happened  
to me to help make our business grow!*

- MegaSuccess Attendee

### Workshop Components

#### Strategic Introduction to Supplier Financial Capacity

- Attributes of financial well-being
- Common causes of business failure
- Management perspectives on financial capacity

#### Scrutinizing the Bottom Line

- Managerial applications of financial statements.
- Cash, Net earnings and Net worth
- Direct and indirect costs
- Breakeven

#### Measuring Supplier Vital Signs

- Monitoring key financial information
- Diagnostic tools
- Operating norms and benchmarks
- Financial safeguards

#### Cash and Capacity

- Operating cycles
- Sources and uses of cash
- Effective cash management techniques
- Quantifying financing requirements.

#### Financing to Enhance Capacity

- Strategies and alternatives for financing supplier growth
- Financing options and requirements
- Supporting supplier financing
- Common underwriting criteria.