



中国  
少数民族  
供应商发展

Minority  
Supplier  
Development in  
China

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2013年冬季刊 总第17期  
Winter, 2013 Total No. 17 Issue



**MISSION**

MSD China is the first national non-profit membership organization in China dedicated to enhancing the development of China's minority-owned businesses through connecting minority suppliers to corporations for procurement opportunities on mutually beneficial basis.

**CORPORATE MEMBERS**

- Dell Inc.
- Cisco Systems, Inc.
- IBM Corporation
- Johnson Controls, Inc.
- Tianjin Tasly Group Co., Ltd.
- United Technologies Corporation
- Intel Corporation
- Hewlett-Packard Company
- Cummins Inc.
- Wyndham Worldwide Corporation
- Merck & Co., Inc.
- Marriott International, Inc.
- Delphi Corporation
- PepsiCo, Inc.
- The Coca-Cola Company
- Motorola Mobility, Inc.
- YCH Group

**MSD China Visited Two Presidents from IBM in Shanghai on Sep. 18, 2013**



**SEBRAE Delegation from Brazil Visited MSD China & IBM in Beijing on Oct. 18**

**A Ministerial Meeting with Vice Director of State Ethnic Affairs Commission**



**MSD China Had a Meeting with Mr. Michael Robinson from IBM in Beijing on Nov. 18, 2013**



**Success Story**

**1st Contract between Wyndham and a Minority Supplier in China**

**Minority Supplier of the Year 2013**

**China Golden Bridge Technology & Services Co., Ltd.**



## A Ministerial Meeting with Vice Director of State Ethnic Affairs Commission

Mr. Luo Liming, Vice Director of State Ethnic Affairs Commission (SEAC), met Ms. Yang Liu, Executive Director of MSD China, and six executives from multinational corporations in Beijing on November 9, 2013. The six executives are: Mr. Lou Zhou, MSD China Board Chair, from IBM, Ms. Tina Tian from Dell, Ms. Isabelle Yu from Cummins, Charles Lu from Marriott, Ms. Heidi Lu from HP, Ms. Bruce Geier from TIG. Director Luo spoke highly of the supports from the present corporations and expressed that SEAC would strengthen the support gradually to ensure a sound and sustainable development of MSD China in the future.



## MSD China Visited Two Vice Presidents from IBM in Shanghai on Sep. 18, 2013



*Left:*

*Lou Zhou  
Asia Pacific, Director  
Integrated Supply Chain  
Client Service Procurement  
IBM Corporation  
MSD China Board Chair*

*Yang Liu  
Executive Director  
MSD China*

*Right:*

*John Paterson  
Vice President  
Global Procurement  
IBM Corporation*

*Daniel Carrell  
Vice President, IBM Integrated Supply Chain  
Client Services Procurement  
IBM Corporation*

## **MSD China Had a Meeting with Mr. Michael Robinson, Program Director, Global Supplier Diversity, Integrated Supply Chain, IBM, in Beijing on Nov. 18, 2013**



## **1<sup>st</sup> Contract between Wyndham & a Minority Supplier in China**

As a corporate member of MSD China, Wyndham has always been seeking possible business opportunities with minority suppliers in China.

During the past four years, Ms. Meng Wu, Director of Procurement, Asia Pacific, Wyndham Worldwide, talked with several minority suppliers, including beef supplier, rice supplier, but unfortunately, she was not very satisfied with these suppliers at last.

Ms. Wu Meng was attracted by Beijing Hongrunhang Business Co., Ltd. for the first time at the 2012 MSD China annual conference in Changchun. Afterwards, recommended and assisted by MSD China, the supplier was finally accepted by Wyndham as one of its conference gift supplier.

## **SEBRAE Delegation from Brazil Visited MSD China and IBM in Beijing on Oct. 18**










Ms. Yang Liu, Executive Director of MSD China, together with Ms. Liu Xiaolin, Regional Manager-GCG, Services & General Procurement, Integrated Supply Chain, IBM Corporation, met SEBRAE delegation from Brazil at IBM Beijing office on Oct. 18, 2013. During the visit, Ms. Yang Liu gave a brief introduction on MSD China, and Ms. Liu Xiaolin from IBM also talked about the close cooperation between IBM and MSD China and IBM's support to small and medium-sized enterprises in China. Then both parties exchanged views on issues of mutual interests and looked forward to possible exchanges and cooperation in the future.



*Created in 1972, SEBRAE (Brazilian Support for Micro and Small Companies) is a small business development institution, headquartered in Brasilia and with a network of 27 regional offices and nearly 800 service units in all Brazilian states. In 2012, over 1.6 million small businesses benefited from SEBRAE services in the country.*

# Minority Supplier of the Year 2013

## - China Golden Bridge Technology & Service Co. Ltd.

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|  <p><b>13</b>-year top quality<br/>Promising -<br/>By serving with golden heart and communication as bridge, We supply what you need and consider what you think.</p>  | <p><b>Company workforce</b></p>  <p>&gt; 100人</p>   | <ul style="list-style-type: none"> <li>— 2012 Wavesmart developed independently</li> <li>— 2011 Vsail launched initially</li> <li>— 2009 Vsail Lab developed independently</li> <li>— 2004 Microsoft product (Vista, Win7, Win8) marketing supported business undertaken initially</li> <li>— 2002 Marketing Dept. established</li> <li>— 1999 China Golden Bridge born</li> </ul> |
| <p><b>Technical support</b><br/>Help enterprises optimize and maintain their IT system and guarantee the production</p>  <p><b>Training</b><br/>Relate to international certification and customized training and test.</p>  | <p><b>Product development</b><br/>Aim at high-tech products and resolutions.</p>  <p><b>Marketing</b><br/>Assist enterprises in brand and production promotion and offer creative service.</p>  |  |
| <p><b>We are their suppliers and top-grade service is why we are accepted.</b></p>   |    |   |

For more information on this company, please visit [www.itcgb.com](http://www.itcgb.com).