

The Pennsylvania Minority Business Enterprise Center is hosting an MBE Expo in conjunction with **Glaxo Smith Kline**. Interested businesses should complete and return the attached profile on Wednesday, September 13, 2006 by 3:00PM. The event is scheduled for October 11, 2006. If your company is selected to participate you will receive specific information regarding the event within the next 7-10 days. Please contact Ms Carissa Jones with any questions regarding this form at 215-895-4037. You must meet timeline and complete all portions of the form to be considered. Send all complete forms to: [carissaj@pambdc.com](mailto:carissaj@pambdc.com)

**GSK is seeking companies who can provide the following services--Only companies providing these services will be invited:**

Internet publishing  
Market Research  
General Consultants (excluding IT)  
Coupon Distribution  
Advertising  
Graphic Design  
Direct Mail Advertising  
Legal

Carissa Jones  
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Pennsylvania Minority Business Enterprise Center  
The Enterprise Center  
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*A Federally Funded Program by the Minority Business Development Agency U.S. Department of Commerce Operated by The Enterprise Center*



# COMPANY NAME

**BUSINESS SUMMARY:**

Explain what the company does. Describe core competencies, specific products and market focus. Explain expertise, niche capabilities and competitive advantage. In other words, tell me why we want to do business with you?

**HISTORY:**

Provide history in terms of number of years in business and track record to demonstrate firm's business strength to execute on a contract. Keep in mind that in some cases, prime contractors are seeking strong subcontractors for federal government projects. Profile needs to demonstrate that it is a well-seasoned business; also, provide details on the type of clients you are currently serving to support expertise and history. Here are basic elements to cover:

- Years in Business:
- No. Of Employees:
- Financial Strength: (D & B rating if available).
- Annual Revenues: (If mentioned below, delete).
- Audited Financial Statements

**CUSTOMERS:**

- 1) Private
- 2) Government (Cite projects if it is a specialty i.e. DOD project).

**UNIQUE VALUE PROPOSITION:**

Quantify statement of advantage in marketplace, including price point or equivalent. Also, stress unique technology advantages if applicable.

**Certifications:**

List certifications such as ISO, SBA 8A, Registered with Supplier Diversity Council or Regional Council.

**SUMMARY**

(Snapshot of current company commercialization strategy and vision for company growth. List strengths of company. Could be stated in short bullet points.

- ....
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**MANAGEMENT**

**President and CEO**

- --- Years of industry experience.....
- Prior positions:
- 
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**Senior Managers:**

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**Address:**

**Phone No.**

**E-Mail Address:**

**Website:**

**NAIC Code:**

**SIC Code:**

**Bonding Capacity:**

In thousands	2004 FYE	2005 FYE	2006 Forecast
<Revenue	\$	\$	
Employees			



**Sponsoring Center:** Pennsylvania Minority Business Development Center  
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