

In This Issue
[eProcurement
MarketPlace](#)
[Social Media](#)
[Supplier Diversity
Winner](#)
**eProcurement
MarketPlace**

Are you making the most of the NWBOC eProcurement MarketPlace by connecting and doing business with other WBEs on the system?

The NWBOC eProcurement MarketPlace solves major challenges faced by both buyers and WBEs.

All of the tools are easy to use with no special equipment or training required.

Buyers can discover new vendors and enhance their WBE outreach, while WBEs increase the ease of sales and grow their companies.

It takes only 10 minutes to register your company.

Visit the [NWBOC eProcurement MarketPlace](#). Click on Sign Up Now-Vendors on the left hand side menu, and follow the instructions.

Social Media

Join the NWBOC on Facebook, Twitter and LinkedIn!


[Join Our Mailing List!](#)

Dear WBE Certifieds and Friends,

This month's winner of the NWBOC Buyer/Supplier Diversity Manager of the Month is **Fernando Hernandez, Supplier Diversity Director at Microsoft in Redmond, WA.**

Fernando has received a six-month Buyer's registration to our [NWBOC eProcurement MarketPlace](#). To learn more about Fernando and the wonderful work he is doing, please read the article below. We thank Laurie Simon for her nomination and congratulate Fernando for his outstanding commitment to women and minority owned businesses.

If you would like to nominate someone, please e-mail your recommendation to janet@nwbo.org. Include their name, title, company, e-mail, phone, city and state. Don't forget to include the reason for the nomination and your name and company name as the nominator.

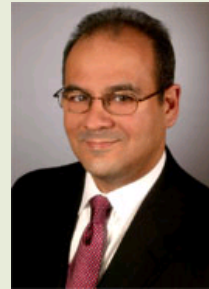
Sincerely,

Janet Harris-Lange, President, NWBOC


Supplier Diversity Winner

**Fernando Hernandez, Supplier Diversity Director
Microsoft
Redmond, WA**

Fernando Hernandez is the Supplier Diversity Director for [Microsoft Corporation](#). In this capacity, he drives Microsoft's strategies to achieve supplier diversity objectives. He is responsible for Microsoft's \$1 Billion plus annual Supplier Diversity initiative.



"Building a diverse supplier base is important for Microsoft because we want our suppliers to reflect the diversity of our customers," says Hernandez. "In today's highly competitive market, strong supplier diversity programs provide the company with an important strategic advantage."

Fernando was nominated as an outstanding supplier diversity individual by Laurie Simon, Founder and CEO of [Ombrella, Inc. and Ombrella Consulting](#), an NWBOC certified WBE located in Washington State.

"Fernando Hernandez truly understands the power and commitment that it takes to work with small diverse companies and understands the value of doing so," said Simon. "He is ethical, efficient, professional and recognizes other leaders who conduct business with Women Business Enterprises. Fernando is our voice for Women in Business across the nation."

Prior to working for Microsoft, Fernando served as Executive Director of Supplier Diversity with AT&T where he was the first to establish and implement multicultural business to business and consumer marketing (Hispanic, African-American, and Asian) at AT&T. This resulted in the creation of a \$5 billion market segment.

Fernando has taken every opportunity to leverage his bilingual and bicultural abilities throughout his professional career, using his numerous skills and multicultural sensitivity.

The NWBOC e-Newsletter is distributed by the National Women Business Owners Corporation (NWBOC). NWBOC created the first national certification program for women enterprises. NWBOC's certification program offers an alternative to the costly, time-consuming and duplicative agency-by-agency and corporation-by-corporation certification process.

If you have information for the NWBOC Newsletter, please send it to info@nwbo.org. If you no longer want to receive this e-newsletter, hit the SafeUnsubscribe™ button below this note.

Don't forget... "When you need to procure goods and services, think WBEs first!"

~ Janet Harris-Lange, NWBOC President

