



ONE PERCENT PLUS HIGHLIGHTS

Together As One – We Can Be The Difference.

August 13, 2024

In this edition of Highlights, we are pleased to feature a Buying Entity committed to supplier diversity and measurable increase in spend with Minority Business Entities. We are excited to share how Ericsson leverages its talent and resources to fuel the growth of small and diverse owned businesses. Thank you, Ericsson, for sharing your voice to inspire others!



At Ericsson, we believe that one of the best ways to develop small and diverse owned businesses is to leverage the talent and skills of our amazing employees. Ericsson has some of the best minds in the industry and by sharing our knowledge with entrepreneurs and making valuable connections we can have an everlasting impact on the small and diverse business community.

We launched our “Mentorship with a Purpose” program by partnering with the DFW MSDC Mentoring Experience to identify and engage with our first mentee. Our mission is to leverage Ericsson’s talent, make targeted introductions with our SME’s, host candid conversations, and share our knowledge while asking questions that foster informed decision making. We’re not here to tell our mentee what to do but rather host thought provoking conversations. When we made the commitment to launch our mentorship program, we wanted to ensure that we created a truly fulfilling experience for our mentee; as well as, for those Ericsson employees participating in the program.



Ericsson selected Yareli Esteban, President and CEO of Strategar, as our first mentee. For us, the selection process was very structured where we reviewed all applicants and determined where we could provide the most value. Based on DFW MSDC’s Mentoring Experience requirements, we established a mentorship team for Strategar that consisted of an Executive Mentor and a primary Business Mentor. We then created the mentorship team which consisted of our Head of Sourcing, Head of IT, Head of Business Finance, Employment Law Counsel, Head of Business Intelligence and Competitive Intelligence, and various members of our Sourcing and Supplier Diversity team.

We held our kick-off meeting where all members of the team attended to learn about Strategar and the goals Yareli was looking to accomplish throughout her one-year mentorship program. After the end of the program, Yareli stated, “this mentorship experience has significantly impacted our business by providing access to invaluable connections, leadership, and external contacts. Ericsson’s support and executive insights have enabled us to reach new groups and assess previously overlooked areas.”



We believe that Ericsson’s efforts and participation is a best practice that can easily be followed by other companies interested in investing in the growth and development of the small and diverse business community. Our team was overwhelmed by the success of mentoring and partner relationship in the DFW MSDC Mentoring Experience. We are grateful to share the experience with the DFW MSDC.

For more information about working with Ericsson, go to <https://www.ericsson.com/>

To engage with the DFW MSDC Mentoring Experience, contact Averie Beaty, averie@dfwmsdc.com.

