

MWBE COMPANY INTRODUCTION

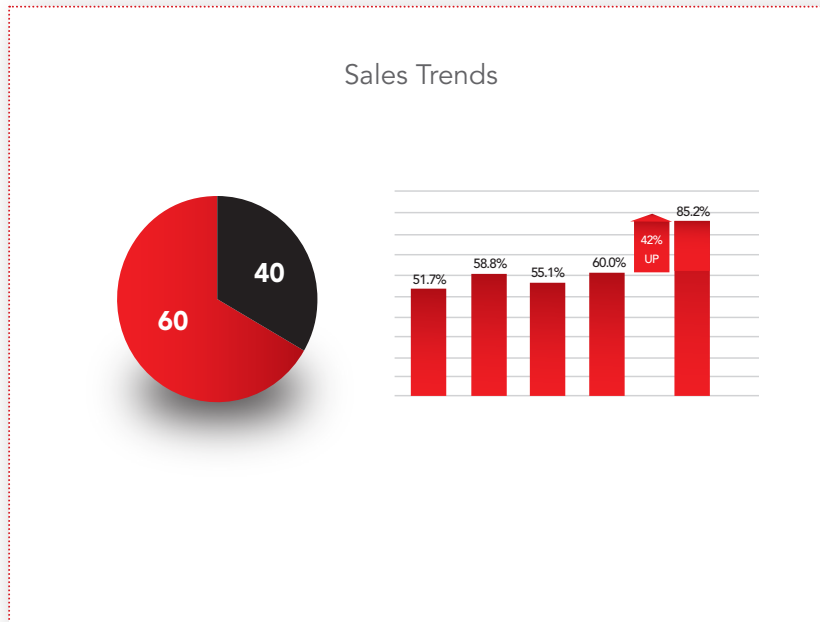
COMPANY PRESENTATION FOCUS POINT:



VISUALIZE YOUR THOUGHTS

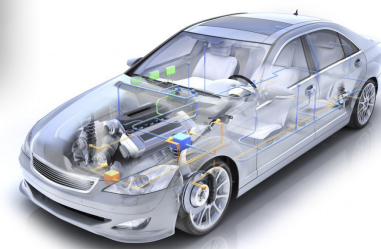


- ✓ **Cover** - Include name of company, and product/service provided
- ✓ **Products/services (including photos)** - Pie chart showing percentage by major product/service
- ✓ **Location** - Map your location and customer locations = mileage
- ✓ **History** - Establishment year, expansion of business, etc.
- ✓ **Size** - How many employees? Company photo and plant overview
- ✓ **Certification** - MWBE, TS, ISO, etc.
- ✓ **Sales Trend** - Past 5 years graph
- ✓ **Sales by Industry** - Pie-chart = automotive and other industries percentage
- ✓ **Customers** - Pie-chart = sales percentage by products and customers
- ✓ **Core Competency** - Why new customers have to buy from you?
- ✓ **Quality & Delivery** - How can you prove your quality is good?
- ✓ **Contact Information** - Include picture of sales contact



Sample of Presentation Slides

Product Information



Submit presentations to supplierdiversity@tema.toyota.com