

Savvy business owners know that winning direct contracts

as a prime supplier with corporations can be difficult.

One smart route to growing your company

is through pursuing subcontracting opportunities,

and once you're a subcontractor within a large organization,

there are ways to leverage exciting expansion

for your company.

Are you ready to unlock these potential opportunities?

Welcome to Corporate Supply Chains Module 2:

Strategies for Unlocking Subcontracting Opportunities.

My name is Sheila Bright.

I am your course instructor.

I've worked with many businesses

from top Fortune 10 companies to small startup businesses.

I've learned quite a bit

about competing for corporate contracts.

I've also observed small businesses grow

through strategically planned subcontracting.

In my experience, the shared attributes

of these successful businesses

include pursuing supply chain knowledge,

applying strong relationship building skills

and developing plans and strategies.

I'm here to provide you with 25 years of insight.

All businesses should understand supply chain principles,

learn how to uncover new business opportunities

and evaluate their readiness to compete in the marketplace.

This course explores the advantages, best practices

and proven strategies of subcontracting

plus valuable tools and resources.

We'll also look at case studies with real life examples

of what does and doesn't work from suppliers like you.

Let's get started.